

**Each GRP is a total of 3 credits.**

## **Munich, Germany/Zurich, Switzerland and Santiago, Valparaiso, Viña del Mar, Chile**

- Three classes will be held on Friday evenings from 6-9 pm during the Spring semester, starting late January/early February. Dates TBD
- Trip - March 2-10, 2012
- A final class on Friday evening from 6-9 pm will be held after the group returns from the field study. Date TBD

## **Samara and Moscow, Russia**

1 credit “Russia Today” course from March 23-25

2 credits for trip and coursework – one Friday evening before trip and one Friday evening upon return for presentation.

## **Self-selected teams of three/four students will identify a globally-oriented business issue.**

Requirements include:

- Forming teams and selecting a research topic
- Summarizing current thinking on the topic (e.g., using books, journals) and identifying specific hypotheses to test or issues to address on the field trip
- Identifying specific questions to ask companies
- Preparing a written report on your research
- Presenting your results to the class

# Team Research Activities

As part of its research activity, each team is expected to identify a firm relevant to its research topic within each country to be visited, to make contact with them, and to set up a meeting with them to discuss the team's research questions. The research report of each team should include a brief description on organizing and conducting this activity including: name of company; ownership status; industry and primary products/services; company's main customers and main competitors; challenges you faced in establishing contacts with the company (e.g., initial reaction and cultural issues experienced); first impressions; second impressions; lessons learned; and the value of your experience.





# Sample projects

**"The Ease of US and EU Foreign Direct Investment in Eastern Europe: Company Case Studies"**

**"How Cultural Differences Affect Marketing Strategies of Consumer Products in the Czech Republic, Germany, Hungary, and the US"**

**"A Comparison of Human Resource Strategies, Organizational Structures, and Business Strategies across Countries: A Case Study of Alcoa"**

**"Differences in Customer Relationship Management of Europe and the US"**

**"Comparing Brand Management Strategies in Europe and the US"**



Costs are three credits of tuition plus land package and airfare or you can purchase your own flight.

Land package includes:

- Ground transportation including bus from Munich to Zurich and from Santiago to Valparaiso, Chile, or round trip train Moscow-Samara
- Double occupancy hotel rooms
- Breakfasts at hotel, welcome dinner and a second group meal – either a lunch or dinner
- Company visits and cultural visits

Munich, Germany and  
Zurich, Switzerland

# Munich, Germany

Guided tours  
Historical landmarks  
History of the cities



# Zurich, Switzerland





Munich – Manufacturing and consulting - Preliminary itinerary includes visits to Deloitte, Knorr Bremsen and BMW

Zurich – Finance and pharmaceutical sectors - Preliminary itinerary includes visits to Credit Suisse, Swiss Stock Exchange and Novartis



- Dachau – visit to the first Nazi concentration camp
- Optional trip to Neuschwanstein Castle – (10 students min., \$145)
- Welcome dinner at traditional Bavarian beer hall
- Tour and free time in historic Munich and Zurich city centers
- Free evenings for relaxation and entertainment

# Munich, Germany and Zurich, Switzerland

## Pricing

Land Package - \$1,935

Single Room Supplement- \$205

Airfare – \$941 - traveling with group, advantages are fun of traveling with group, booking convenience and airport pick up and drop off

Land Package + Airfare = \$2,866

## Group Flights to Munich and return to Pittsburgh from Zurich

02 MAR 12 - FRIDAY

AIR US AIRWAYS FLT:3466 COACH CLASS

Depart PITTSBURGH 2:59 PM 01HR 15MIN flight

Arrive PHILADELPHIA 4:14 PM NON-STOP

AIR US AIRWAYS FLT:706

Depart PHILADELPHIA 6:40PM 08HR 15MIN

03 MAR 12 - SATURDAY

Arrive MUNICH 8:55AM NON-STOP

10 MAR 12 - SATURDAY

AIR US AIRWAYS FLT:711

Depart ZURICH 10:15AM EQP: BOEING 767

09HR 20MIN

Arrive PHILADELPHIA 1:35PM NON-STOP

AIR US AIRWAYS FLT:3161 COACH CLASS

Depart PHILADELPHIA 3:40PM 01HR 13MIN

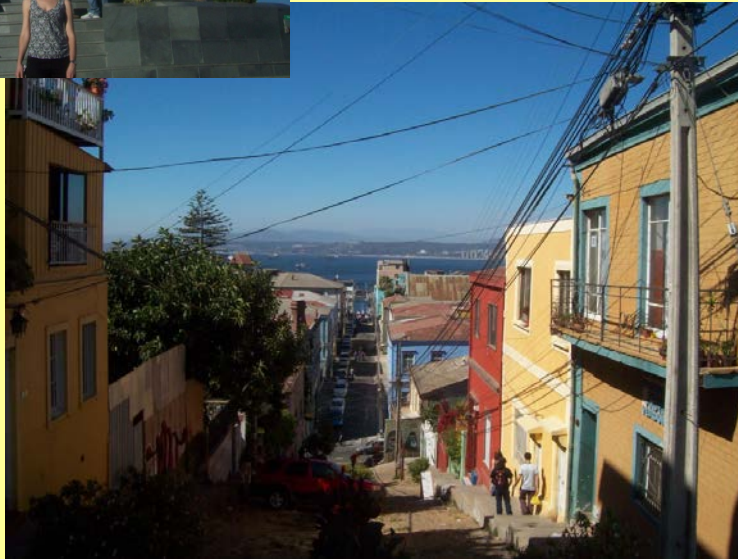
Arrive PITTSBURGH 4:53PM NON-STOP

Santiago,  
Valparaiso,  
Viña del Mar, Chile

# Santiago, Valparaíso and Viña del Mar, Chile



Guided tours  
Historical landmarks  
History of the cities





# Santiago, Valparaiso, Viña del Mar, Chile Preliminary Itinerary

March 2: Flight from Pittsburgh to Santiago

March 3:

Check into Plaza el Bosque Suites, Santiago city tour

Welcome dinner at Meson Nerudiano

March 4:

El Tiente Copper mine and lunch at El Tiente café

Visit to Sewell mining camp, UNESCO heritage site

March 5:

Boston Consulting Group Chile

Agricom plant in Curacavi Valley

March 6

Avon Chile

Chrysler Chile

March 7

Azul – professional soccer club of University of Chile

Pacific Hydro

March 8

Los Pelambres Mine presentation

Bus to Viña del Mar, Viña Emiliana (vineyard)

Check into Hotel Ankara

March 9

Valparaiso port or visit to Santa Maria University

Explore Viña del Mar

March 10

Relax on the beach

Overnight flight from Pittsburgh to Santiago

March 11 – Arrive Pittsburgh



# Santiago, Valparaiso, Viña del Mar, Chile

## Pricing

Land Package - \$1,506

Single Room Supplement- \$540

Airfare – \$1,772 traveling with group

Land Package + Airfare = \$3,278

Not included - reciprocity fee of \$140 for Chile for many nationalities including Americans to be paid at airport. Land package, airfare, \$140 reciprocity fee = \$3,418

## Group Flights to and from Santiago

02 MAR 12 - FRIDAY

AIR Delta FLT:344 COACH CLASS

Depart PITTSBURGH 2:36 PM

Arrive ATLANTA 4:27 PM

AIR Delta FLT:147

Depart ATLANTA 8:50 PM

03 MAR 12 - SATURDAY

Arrive SANTIAGO 8:20AM

10 MAR 12 - SATURDAY

AIR DELTA FLT:146

Depart SANTIAGO 9:15PM

11 MAR 12 - SUNDAY

Arrive ATLANTA 6:00AM

AIR DELTA FLT:5209

Depart ATLANTA 8:20 AM

Arrive PITTSBURGH 10:12 AM

# Samara and Moscow, Russia

# Samara and Moscow, Russia

- Course structure – Mandatory registration for both courses in the spring - total of 3 credits
- “Russia Today” - March 23-25 – 1 credit
- “GRP Russia” including trip from May 12-19 – 2 credits  
Visa processing session will take place during the “Russia Today” course on March 23-25. One class prior to trip will outline expectations and research proposals and one class following trip for presentation

# Business in Russia Itinerary

- May 12: Flight from Pittsburgh to Moscow
- May 13: Group dinner and free time in Moscow
- May 14:
  - Visit to US Chamber of Commerce
  - Walking tour of Moscow (Red Square and other sites)
  - Board overnight train to Samara
- May 15-17:
  - Site visits of companies and government institutions in Samara.
  - Free time in evenings
- May 18:
  - Boating excursion on Volga River
  - Board overnight train to Moscow
- May 19: Flight from Moscow to Pittsburgh



## Companies in Samara



- American Chamber of Commerce -Russia
- Samara City Duma (City Council)
- Samara City Administration International Department
- Samara Oblast Duma (Regional Legislature)
- Samara Oblast Chamber of Commerce
- Samara Oblast Ministry for Economic Development

## Government Site Visits



- Boating excursion on the famous Volga River
- Tour and free time in historic Moscow city center
- Free evenings for relaxation and entertainment on Samara's beautiful Volga River embankment and historic district
- Social events with Russian business school students

## Activities



# Samara and Moscow, Russia

## Pricing

Land Package - \$1,355

Flights to be booked individually or through Patricia at current airfare.

Not included - visa processing fee of \$209 for all students

# Frequently Asked Questions (FAQs)

1. Is the 3 credit tuition cost in addition to trip expenses? – Yes.
2. May I sign up for the trip without registering for the course? – No.
3. Can a friend or spouse sign up for the trip? – No.

# Frequently Asked Questions (FAQs)

## 4. Do I need a visa for the trip?

Americans do not need visas for Europe or Chile but need them for Russia. There is a \$209 processing fee for the Russian visa.

International students should visit the website of the countries they will visit to learn whether they need a visa.

## 5. Do I need to show proof of health insurance including coverage overseas in order to participate in a trip? – Yes.

## 6. Do I need to get shots before traveling? – No.

# Frequently Asked Questions (FAQs)

7. Do I need to purchase trip cancellation insurance? – That is optional but strongly recommended.
8. Do we select our roommates? – Yes. You can select a roommate after the first class so that you have a chance to meet your classmates.

# Frequently Asked Questions (FAQs)

9. What is the payment schedule?

\$500 non-refundable deposit due at registration

Balance due on Dec. 16.

10. Which semester should I register for the course? – You must register for the course in the spring semester.

# Frequently Asked Questions (FAQs)

11. Can students participate in more than one GRP?  
– Yes.
12. Can a student go early or stay later on a GRP trip? – Yes.
13. I am set to graduate in April and am interested in the GRP Russia course. Can I take the course and graduate in April? - You can participate in the April graduation ceremony, submit your final paper in late May and graduate in June.

# Frequently Asked Questions (FAQs)

14. I am interested in the GRP Russia course.

Can I take that course and summer courses? -

The GRP Russia trip is from May 12-19 and

Summer 1 courses are from May 7-June 14.

- Registration is limited to 30 students for the Munich, Germany/Zurich, Switzerland trip and 30 for the Santiago, Valparaiso Viña del Mar, Chile trip.
- There are 20 seats in the block of seats on the US Airways flight to Europe and these tickets will be reserved on a first come basis.

Registration is limited to 18 students for the Samara and Moscow, Russia trip. The course is offered to students from Katz, GSPIA and the School of Engineering.

- Reservation for all trips is on a first come basis and is secured by a \$500 NON-REFUNDABLE deposit.



Please make your \$500 non-refundable deposit check payable to the University of Pittsburgh and give it to Patricia Hermenault, Room 382C Mervis Hall in the International Business Center. I am in the office on Monday, Tuesday and Thursday. If I am not available, please give your check and registration sheet to James Miller at the front reception area of the 301 Mervis MBA suite. You can drop it off after 5 pm by sliding it under the door of 301 Mervis MBA suite. This door is locked at night. I will send you an email confirming receipt of your registration sheet and deposit.

I am happy to answer your questions. Please contact me, Patricia Hermenault at [hermenault@katz.pitt.edu](mailto:hermenault@katz.pitt.edu) or call at 412-383-8835 or stop by my office in the International Business Center directly across from the women's restroom on the 3<sup>rd</sup> floor of Mervis.

Final payments are due on Friday, Dec. 16.

The Global Business Project mandatory kick-off meeting is on March 3, 4, 2012 so a student is not able to participate in any of the three GRP courses and the Global Business Project (GBP) because of the scheduling conflict.

<http://www.business.pitt.edu/ibc/business-students/courses.php>

If you are a full-time or part-time MBA student who will not graduate until August 2011 or later, you might want to consider the CIBER Global Business Project. (This is not the same as the Global Research Practicum.) This is an opportunity to do a **consulting project in Brazil, China, Japan, Thailand or Vietnam with MBA students** from other top US business schools with centers like the IBC and from business schools in the target country. The preparation takes place in the second half of the spring term through virtual team meetings and then your team visits the country for the last two weeks in May. The project must be completed by the end of June.

A photograph of a courtyard with a stone building in the background. The building has several windows with red frames and arched doorways. There are trees and bushes in the foreground, and a green bench is visible on the right. The text "Questions?" and "Thank you!" is overlaid on the image.

**Questions?**

**Thank you!**