

**Faculty of Applied Science and Engineering
University of Toronto
Job Posting for the 2015 Summer Session
This job is posted in accordance with the CUPE 3902 – Unit 3 Collective Agreement.**

Position: Sessional Lecturer I (1 position available)

Course title and code: International Business for Engineers APS1020H

Course description: Students will learn the basic concepts to be considered when growing businesses via entering into foreign markets, and internationalizing entrepreneurial companies. The course is an introduction to global entrepreneurship; managing global strategy; diversifying, acquiring, and restructuring across borders; governing the corporation around the globe; making alliances and acquisitions work; understanding how institutions and resources affect the liability of foreigners; and managing corporate social responsibility within a global content. There will be example cases of how companies throughout the world, including Brazil, China and India have expanded globally. For a better understanding of the international arena while internationalizing entrepreneurial companies, there will also be a brief review of some recent global developments, including the current impact of the 2009 global economic crisis.

Estimated Enrolment: Approximately 30 students

Estimated TA support: TBA

Class schedule: Two week intensive course; timetable to be determined.

Sessional date of appointment: Summer Session, June - July 2015.

Salary: Minimum level of pay is \$7,125, which includes vacation pay, and may increase depending on applicant's level of experience and suitability for the position.

Qualifications: Applicants must have extensive experience in and knowledge of international business processes, as they relate to formal institution politics, laws, and economics, as well as knowledge of the role of national development agencies in financing international businesses. The applicant must have strong knowledge of and skills in using SWOT analysis and the VRIO framework, in addition to expert knowledge of supply chain management and multinational market strategies. The applicant must have experience in entrepreneurial firms, the logistics of entering foreign markets, and managing global competitive dynamics. Further, the applicant must be familiar with Free Along Side (FAS), Ex Works (EXW), Free on Board (FOB), and Cost Insurance & Freight (CIF). Applicants should have a strong record of presenting lectures. The applicant must be able to lecture in a clear voice, and explain concepts clearly.

Please note: Undergraduate or graduate students and postdoctoral fellows of the University of Toronto are covered by the CUPE 3902 **Unit 1** collective agreement rather than the Unit 3 collective agreement, and should not apply for positions posted under the Unit 3 collective agreement.

Brief description of duties: Duties include: preparation of lectures and course materials; delivery of lectures; possible supervision of Teaching Assistants; setting and marking of projects, tests and exams; evaluation of final grades; contact with students.

To indicate interest in this position, please send an updated CV and a completed application form, download from: [http://www.hrandequityv.utoronto.ca/Assets/HR+Digital+Assets/HR+Forms/Recruitment+\\$!26+Selection/c3902u3afj2012pdf.pdf](http://www.hrandequityv.utoronto.ca/Assets/HR+Digital+Assets/HR+Forms/Recruitment+$!26+Selection/c3902u3afj2012pdf.pdf)

Please submit applications as an attachment to an email, to:

Markus Bussmann, Vice-Dean, Graduate, Faculty of Applied Science and Engineering, University of Toronto
44 St. George Street, Toronto, Ontario M5S 2E4
Email: bussmann@mie.utoronto.ca

Closing date: Thursday April 16, 2015

Please note that should rates stipulated in the collective agreement vary from rates stated in this posting, the rates stated in the collective agreement shall prevail.

Please note that the above course/position is tentative, pending final course determination and enrolments.

The Department's hiring policy is available in the Department office and at the CUPE, Local 3902 office.