

Course Title: **Cross-Cultural Management**

Course Code: **INTB868**

Descriptor Start Date: **02/03/2026**

POINTS: **15.00**

LEVEL: **8**

PREREQUISITE/S: **None**

COREQUISITE/S: **None**

RESTRICTION/S: **None**

LEARNING HOURS

Hours may include lectures, tutorials, online forums, laboratories. Refer to your timetable and course information in Canvas for detailed information.

Total learning hours: 150

PRESCRIPTOR

Critically examines the complex relationship between culture and human behaviour across diverse international contexts. Students will analyse and evaluate various cultural constructs and frameworks, applying them to key areas such as leadership, team dynamics, communication, and negotiation. The course also integrates indigenous perspectives on management to foster inclusive and contextually grounded practices. Through critical reflection and applied analysis, students will develop the capability to navigate, adapt, and lead effectively across culturally diverse organisational environments.

LEARNING OUTCOMES

1. Critically evaluate the concept of culture and its operationalisation within international business and its influence on individual behaviour and organisational dynamics across diverse contexts.
2. Synthesise multiple cultural frameworks, including indigenous perspectives, to address complex cross-cultural management challenges in global organisations.
3. Justify culturally responsive organisational strategies and practices, informed by critical reflection on personal and professional development in cross-cultural contexts.

Disclaimer: Course descriptors may be amended between teaching periods/semesters

CONTENT

Culture and its operationalisation (i.e., values, norms, schemas)
How culture shapes individual and organisational behaviour
Various cultural typologies and frameworks (i.e., Hofstede, Trompenaars, Hall, GLOBE project, etc.)
Impact of culture on leadership
Impact of culture on managing teams and people
Impact of culture on communication
Impact of culture on negotiations
Indigenous views and frameworks of culture

LEARNING & TEACHING STRATEGIES

An appropriate range of strategies that may include lectures, workshops & online learning.

ASSESSMENT PLAN

Assessment Event	Weighting %	Learning Outcomes
Cultural Insight Report (Individual)	40.00	1, 2
Reflective Journal (Individual)	60.00	2, 3

Grade Map	MAP1
	A+ A A- Pass with Distinction
	B+ B B- Pass with Merit
	C+ C C- Pass
	D Fail

Overall requirement/s to pass the course:

LEARNING RESOURCES

Details of all learning resources (including journals, databases, websites etc) are available on Canvas. Required Text(s): If there is a required text, details are available by searching the University Bookshop's website: www.ubs.co.nz

For further information, contact: Te Ara Pakihi, Te Ohanga Me Te Ture - Faculty of Business, Economics and Law

Principal Programme:	AK1065, Master of Global Business
Related Programme/s:	AK1066 PgDipGBus, AK1070 PgCertBusSt, AK1090 MBM, AK1091 PgDipBM

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