

$$\frac{1}{10} + \frac{8}{10} + \frac{2}{10} + \frac{10}{10} + \frac{5}{10} = \frac{32}{50}$$

#1 New Zealand practices a free market economy which means they have little to no government regulation on the selling of goods and services. New Zealand used to be dependent on Great Britain within their economy ~~less than 30 years ago but since~~ ^{but in the last they} have industrialized and created a stable market for themselves. New Zealand's GDP and GDP per capita have both increased over the past two years and show signs of a strengthening, more independent economy. Unemployment rates have stayed fairly steady over the past years and is low in comparison to the rest of the world. Inflation rates are at 0.3% a 1.2% difference from 2014 which show they are putting value back into their currency and also have an FDI of 87.6 billion which is ^(@ Home) continuing to make the economy grow. New Zealand is a Parliamentary Democracy under the constitutional monarchy of Great Britain. This means New Zealand controls themselves through a parliament that works like a democracy but is technically controlled by the Queen of England. She has virtually no power but for historic purposes Britain still lies their government to the Queen. New Zealand has a very stable government and pride themselves on the fairness and openness of trade throughout the country. ^{spell out} NZ is regarded as one of the most open trade markets due to the relative location to other sizable markets. New Zealand has regulations and consumer benefits very similar to the ones in the United States and protects consumers rights. New Zealand is part of Oceania and is close to Australia. The population is about 4,474,549 people and is mostly European with a mixture of native Maori people. 90% of the country speaks English and the popular religion is Christianity so it is similar to the US and England in those regards. New Zealand is traditionally friendly and responds well to environmentally aware people and companies. Our proposed ^{concept} ~~product~~ is a Patagonia store within the country. This has many advantages because the country has a lot of beautiful scenery and nature and has big demand for outdoor apparel and necessities. The prices are very high for other companies in New Zealand

} Give
Actual
Stats
To
Support

now compared to the US market in regards to this type of product and is an advantage because using penetration pricing can help us gain a piece of the market share and help us grow. A disadvantage would be that there is already a presence of outdoors shops because of the demand but can be competed with due to high prices. The United States and New Zealand are partners in the Trans-Pacific Partnership. The Parties in the Trans-Pacific Partnership agree to eliminate and reduce tariffs and nontariff barriers on industrial goods, and to eliminate or reduce tariffs and other restrictive policies on agricultural goods. They also agree to eliminate tariffs on textiles and apparel, because there are existing industries which are important contributors to economic growth in several TPP markets. Because they do not implement tariffs, they also agree not to use performance requirements. The Trans-Pacific Partnership includes specific rules that require use of yarns and fabrics from the TPP region, which promotes supply chains within the region.

Part A
#3
Employment
Relations
Act
2000

Look
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I. Analysis of the international business situation

A. Economic, political and legal analysis of the trading country

1. Describe the trading country's economic system, economic information important to your proposed business/ product/ service, the level of foreign investment in that country
2. Describe the trading country's governmental structure and stability, how the government controls trade and private business
3. Describe laws and/or government agencies that affect your business / product / service:

B. Trade area and cultural analysis

1. Geographic and demographic information, important customs and traditions, other

pertinent cultural information, competitive advantages and disadvantages of the proposed product and/or service.

Rubric Grading Scale for Each Section

Group: Chad & Jaye Rachel

IBP: New Zealand

<p>Section II, Part A A. Economic, political and legal analysis of the trading country</p> <p>Sources: CIA World Factbook: Economy The Global Economy Heritage Foundation Doing Business In: http://www.doingbusiness.org/ Export.gov http://export.gov/worldwide_us/index.asp</p>	<p>Examples of Economic Impactors:</p> <p>GDP Labor Force Human Development Public Debt Taxes & Other Revenue Exports Imports Industrial Production Growth Rate (For manufacturing businesses)</p> <p>GDP/Per Capita Labor Force by Occupation Population below poverty line Inflation Rate Exchange Rates Exports - Commodities Import - Commodities</p> <p>Agriculture Products Unemployment Rate Budget Debt- External Export - Partners Import - Partners (businesses)</p> <p>Industries that are prevalent in your IBP Country Household Income or consumption by % share Distribution of Family Income Market Value of Publicly Traded Stocks Commercial Bank Primary Lending Rate</p>	<p>A Grade (Formal: 13.5 - 15 pts)</p> <p>Type of Economic System Used in IBP Country is Stated An understanding of what that type of economic system means is displayed Advantages / disadvantages of operating in this type of economic system are given</p>	<p>B/C Grade (Formal: 10.5 - 13.49 pts)</p> <p>Type of economic system is stated but not explained. Limited amount of advantages & disadvantages given</p>	<p>D/F Point Grade (Formal: Below 10.5 pts)</p> <p>Type of economic system is copied from internet with no understanding of what it means given No advantages / disadvantages of system provided</p>
<p>Economic System</p> <p><u>FREE MARKET</u></p>	<p>Multiple Economic Impactors are stated with supporting evidence as to why those impactors matter given.</p> <p>GDP/capita is included</p> <p>Comparisons to IBP Country & USA are given so that reader understands context better.</p>	<p>Only a couple Economic Impactors are provided</p> <p>Economic impactors provided are not explained in depth & limited evidence relating to why they are important to your IBP country is given</p>	<p>Minimal to no economic impactors are provided.</p> <p>Paper does not explain economic factors that affect a foreign company expanding to their IBP market</p> <p>Facts are given to fill space with no understanding of their impact</p>	
<p>Economic Impactors</p> <p><u>GDP</u></p> <p><u>GDP/capita</u></p> <p><u>Inflation .3% (1.5 2014)</u></p> <p><u>Unemployment</u></p> <p><u>FDI - 87.6 Billion</u></p> <p>Level of Foreign Direct Investment</p>	<p>Level of FDI is given (Market Overview: Export.gov)</p> <p>Stock of FDI at home & abroad is stated & explained</p> <p>Comparison to the USA is given</p> <p>Reasons as to why your FDI Level are important are given/explained</p> <p>Economic Globalization</p>	<p>FDI - Home is stated</p> <p>Limited explanation is given as to what that level means</p> <p>Paper doesn't make comparisons between IBP country & other major markets</p>	<p>FDI is either unstated, inaccurate, or unexplained.</p> <p>Student displays minimal to no understanding of FDI concept.</p>	
<p>Total Grade</p>	<p>Due Date: <u>October 25, 2016</u> Yes No</p> <p><i>*Informal / Effort Grade. Any rough draft submitted with good intent will earn full credit. 2 points deducted for each day it is late.</i></p>	<p>Turned in late on: _____ / 10 pts</p>		

4.2 Key Terms / Concepts from Textbook:

- You are responsible for taking notes on the four economic systems stated (Market, Mixed, Planned, & Traditional)
- Key Terms: Political Economy, Concept of Economic Integration, Customs Union, Common Market, FTA
- Need to know Free Trade Agreements: NAFTA (Pros/Cons), COMESA, CACM, ASEAN, CARICOM, CAFTA, FTAA (Pros / Cons)

Section II Part A

2. Describe the trading country's governmental structure and stability, how the government controls trade and private business

Sources: CIA World Factbook: Government The Global Economy (GE) http://www.theglobaleconomy.com/ The Heritage Foundation (HF) http://www.heritage.org/index/	A Grade (Formal: 18 – 20 pts)	B/C Grade (Formal: 14 – 17.9 pts)	D/F Point Grade (Formal: Below 14 pts)
<p><i>PARLIAMENTARY DEMOC.</i> Government Structure</p> <p><i>Constitutional Monarchy</i></p>	<ul style="list-style-type: none"> Type of Government that controls country is stated & explained Example: The USA is a Federal Republic with a strong Democratic tradition. Political Pressure Groups & Leaders Who is the head of your IBP government Elections / Appointment Process is explained Example: Presidents in the United States are elected to 4 year terms with a max of 8 years in which they can serve. An overview of the last 50 years is given. Any major changes to how that country operates (Russia switching from Communist to Level of corruption is documented / explained Level of Political Risk is given & a comparison to previous years; as well as, other countries is documented Level of Political Stability (GE) 	<ul style="list-style-type: none"> Type of Government that controls country is stated but not explained Current political regime is not listed No background information into how your IBP country structures its political process is explained. Government stability is hinted at but not explained. Example would be stating that presidents are elected every 4 years in the USA but no timeframe for how long that system has existed is given. No examples or acknowledgement of recent history is provided Corrupting stats are given but no supporting evidence or world rankings given to add clarity Level of Political risk is only stated 	<ul style="list-style-type: none"> Type of political system is only listed, no detail No current or background information relating to the current type of government is given Government stability is not provided No examples of former political process or systems are given Level of Corruption is either not provided or incorrect No level of political risk is given
<p>Government Stability</p>	<ul style="list-style-type: none"> International organization participation (CIA) Political Globalization (GE) Level of government involvement relating to free trade is given(HF) Trade Balance (Export) 	<ul style="list-style-type: none"> How active & supportive the government is in regards to free trade is stated but no evidence is provided to prove statement Level of globalization is not mentioned or explained 	<ul style="list-style-type: none"> No stats or evidence is given explaining how controlling the government is in regards to how that country conducts trade Paper displays a very limited or inconclusive portrayal of government when it comes to its stance on trade
<p>Government control over trade</p>	<ul style="list-style-type: none"> Level of Business Freedom (Taxes & Process to start a business) From reading this section the viewer has a clear understanding of how your IBP country views privatization of business. Research State Owned Enterprise for ideas. Ex: Are privately owned industries, companies, corporations encouraged or are they state owned. 	<ul style="list-style-type: none"> Level of Business Freedom is not discussed A vague understanding of how government regulates private business is given with little understanding of how it impacts their product/company specifically 	<ul style="list-style-type: none"> Paper only briefly discusses governments role in business Paper lacks statistical evidence & analysis No supportive evidence is given to prove how that government regulates private business.
<p>Government's control over private business</p>			
<p>Total Grade</p>			
<p>Rough Draft Turned in on Time</p>	<p>Due Date: <u>October 25, 2016</u> Yes No</p>	<p>Turned in late on: _____ / 10 pts</p>	<p><i>*Informal / Effort Grade. Any rough draft submitted with good intent will earn full credit. 2 points deducted for each day it is late.</i></p>

- 3 Key Concepts from book:** Be able to compare & contrast the four main types of political systems: Democracy, Republic One-Party States, & Theocracy.
- Be able to compare & contrast Statutory & Case Law. Understand the importance of Contract Law when conducting business overseas.
 - Political Systems, Political Risk, Political Economic Movement, Corruption & Which Countries have high/low levels of it, Sustainability, & Kyoto Protocol

Section II Part A

3. Describe laws and/or governmental agencies that affect your business/product/service [i.e., labor laws, trade laws (U.S.A. and/or Canada and foreign)]

Sources: http://www.heritage.org/index/List of FTA's Asia: https://aric.adb.org/fta-country USA: https://ustr.gov/trade-agreements/free-trade-agreements Agencies: https://en.wikipedia.org/wiki/State-owned_enterprise	A Grade (Formal: 13.5 – 15 pts)	B/C Grade (Formal: 10.5 - 13.49)	D/F Point Grade (Formal: Below 10.5)
<p>Laws &/or Govt. Agencies that impact your product</p> <p><i>Protect Consumer Right</i></p>	<ul style="list-style-type: none"> • Paper provides an overview of agencies that impact a company / product in their IBP Country. At least two agencies are referenced. Example: Federal Trade Commission in the USA 	<ul style="list-style-type: none"> • Paper provides a very limited scope of agencies that impact a product traveling overseas • Only agencies are mentioned with no real detail as to how they operate given. 	<ul style="list-style-type: none"> • No government agencies impacting your IBP country are stated • An overview of laws that limit or restrict businesses in your IBP country are not provided
<p>Labor Laws</p>	<ul style="list-style-type: none"> • Labor Freedom (Heritage & Global) • Regulatory Efficiency (Heritage) 	<ul style="list-style-type: none"> • Labor laws that impact the workforce are stated but not explained. A vague understanding of how that law impacts a business is provided. 	<ul style="list-style-type: none"> • Labor laws are listed but only minimally explained or not listed at all
<p>Trade Laws</p>	<ul style="list-style-type: none"> • Trade Freedom: Actual score, world ranking, & Comparison to the United States • Open Market Description (Heritage) • Free Trade Agreements (ABD) 	<ul style="list-style-type: none"> • Only trade agreements are listed. • Limited understanding of how trade laws impact imports & exports 	<ul style="list-style-type: none"> • No trade laws or agreements are referenced • Paper does not provide a basic understanding of how trade impacts your IBP Proposition
Total Grade			
<p>Rough Draft Turned in on Time</p>	<p>Due Date: <u>October 25, 2016</u> Yes No</p>	<p>Turned in late on: _____ /10 pts</p>	<p>_____ /10 pts</p>

**Informal / Effort Grade. Any rough draft submitted with good intent will earn full credit. 2 points deducted for each day it is late.*

Key Terms from 4.1

- Compare & Contrast Developed Countries (First World), Newly Industrialized Countries (Second World), & Developing Countries (Third World)
- Income Distribution Terms & Concepts: Lorenz Curve, Line of Absolute Equality, Line of Absolute Inequality, & Education (2 things education suggests)
- Population Concepts: Population Pyramid, Social Class, & Class Mobility

Source(s): CIA World Factbook: People & Mobility Section

Section II Part B: Trade area and cultural analysis

1. Geographic and demographic information, important customs and traditions, other pertinent cultural information, competitive advantages and disadvantages of the proposed product and/or service

	A Grade (Formal: 13.5 – 15 pts)	B/C Grade (Formal: 10.5 – 13.49)	D/F Point Grade (Formal: Below 10.5)
Geographic Information	<ul style="list-style-type: none"> • Climate, Terrain, Natural Resources, Natural Hazards that may affect your company, & environment. • Information relating to transportation of goods: airport, rail port, & trucking stated & explained <input checked="" type="checkbox"/> • Population pyramid is broken down so that the most largely populated groups are identified & targeted (Gender/Age) • Median Age • Infant Mortality Rate • Birth Rate • Population growth rate • Ethnic groups with corresponding %'s (race) • Education Attainment (Education) • Social Class with average median income • % living below the poverty line <input checked="" type="checkbox"/> 	<ul style="list-style-type: none"> • Factors associated with geography are listed but their value is not explained • Limited to No discussion of how transportation is impacted given • Only the largest population groups are identified • No method of distinction between gender groups • Factors such as median age & birth rate are not provided • Growth rate of population is stated as a statistic but its relevance is not explained • Levels of income are either not provided or only hinted at • Levels of education are not clear 	<ul style="list-style-type: none"> • Geographical information is limited with factors that have no real value to your IBP country stated • Limited discussion of population factors given. • Example: Reader may see a picture of a population pyramid with no explanation of that pyramid given • Factors such as income, age, & education levels are missing or given in estimates • No breakdown of gender differentiated given
Demographic Information	<ul style="list-style-type: none"> • Communication: Verbal & Nonverbal • Gift Giving v. Bribery • Fashion / Dress • Manners, Attitudes, Values • Meeting basics / Negotiation Norms • Religion 	<ul style="list-style-type: none"> • Some cultural traditions are given but not enough to provide an in-depth understanding of how that country functions. • No customs / traditions are mentioned that related directly to the workplace • Breakdown of religion is given but little to no explanation is given 	<ul style="list-style-type: none"> • Very little reference to customs & traditions is provided • The overall attitude & values of the country are either limited in scope or missing altogether • Religion is only mentioned as a factor but not explained
Important Customs & Traditions	<ul style="list-style-type: none"> • Geert Hofstede's Model • High or Low Context Culture 	<ul style="list-style-type: none"> • Hofstede's model is given in picture format with no explanation provided as to what it means 	<ul style="list-style-type: none"> • Limited to no added information given relating to your IBP country's culture
Pertinent Cultural Information	<ul style="list-style-type: none"> • Advantages &/or disadvantages your company will encounter are clearly stated. With supporting evidence given • Examples of Advantages: American Made Brand, Lower Costs, Fulfills market need • Examples of Disadvantages: Added costs, transportation delays, government influence, etc. <input checked="" type="checkbox"/> 	<ul style="list-style-type: none"> • Advantages &/or disadvantages your company will encounter are clearly stated. Limited supportive evidence provided 	<ul style="list-style-type: none"> • Competitive advantages & disadvantages are hinted at but not clearly stated as such. • No evidence or statistical data is given explaining advantages that exist.
Competitive Advantages & Disadvantages			
Total Grade			
Rough Draft Turned in on Time	Due Date: <u>October 25, 2016</u> Yes No	Turned in late on: _____ /10 pts	No points deducted for each day it is late.

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Section II Part B: Trade area and cultural analysis

2. Analysis of the potential location—importance and requirements of each trade document required by the U.S.A. and/or Canada and the country of choice (Export & Import Documentation (GE))

Helpful Sites: http://www.theglobaleconomy.com/ (Other Indicators Sections)	A Grade (Formal: 13.5 – 15 pts)	B/C Grade (Formal: 10.5 - 13.49)	D/F Point Grade (Formal: Below 10.5)
<p><i>Close Economic Relationship (CER)</i></p> <p>Analysis of the Potential Location: http://www.doingbusiness.org/rankings</p> <p>Doing Business in IBP Name Example: Germany: Country Commercial Guide http://www.export.gov/ccg/index.asp</p> <p><i>Trans-Pacific Partnership</i></p>	<ul style="list-style-type: none"> The selection of your IBP country is proven effective based on statements made in this section Examples of information that could be presented in this section include: <ul style="list-style-type: none"> Country is geographically in a good region for transportation (airport or seaport nearby), climate assists with need/production of product, there is an adequate level of capable employees available, etc.. Trade between your IBP country and the United States is easy & encouraged Paperwork required for trade is minimal or easy to complete. 	<ul style="list-style-type: none"> The selection of your IBP country is proven effective Factors associated with the potential of your IBP Country's location are stated and explained but only 1 or 2 reasons are given to support. 	<ul style="list-style-type: none"> The selection of your IBP country seems viable but a clear rationale for how the actual location of your country is beneficial is not given. Supporting evidence of location selection is minimal to none.
<p>Required Trade Documentation between IBP Country & United States</p> <p>Common Trade Documents: http://www.export.gov/logistics (eg. main 018121.asp Bill of Lading (B/L), Airway Bill (AWB), Certificate of Origin, Certificate of Content, Letter of Credit (LC), & Insurance Policy Certificate)</p> <p>American Free Trade Agreements: http://www.export.gov/FTA/index.asp</p>	<ul style="list-style-type: none"> Specific trade documents between your IBP country and the United States are referenced if applicable Whatever paperwork a company would need to transport items from the United States to your IBP country are given & explained. <p><i>Sae: www.customs-govt.nz</i></p> <p><i>ECI - Electronic Cargo Information</i></p>	<ul style="list-style-type: none"> Only 1 or 2 examples of trade documents are given and purpose of such document is explained. Paper does a good job explaining the form needed, why it is needed, and how it is used; however, it only does that for 1 or 2 forms of documentation. 	<ul style="list-style-type: none"> No mention of trade documentation or a very generic attempt at trade documentation is presented. Example would be paper simply states a certificate of origin and bill of lading would be required.
Total Grade	Due Date: <u>October 25, 2016</u> Yes No Turned in late on: _____ /10 pts *Informal / Effort Grade. Any rough draft submitted with good intent will earn full credit. 2 points deducted for each day it is late.		
<p>Rough Draft Turned in on Time</p>	<p>Comments:</p>		