

$$\frac{3}{10} + \frac{6.5}{10} + \frac{0}{10} + \frac{9}{10} + \frac{5}{10} = \frac{23.5}{50}$$

A. Economic, Political, and Legal Analysis of the Trading Country

1. Description of Sweden's Economic System

Focus This on Economic System

- GDP
- FDI
- Growth

Sweden is a country located in Northern Europe with a population of 9.9 million people. It is a developed export-oriented country, competitive mixed economy, but traditionally is a modern agricultural economy. In their agriculture economy, they produce things like wool, steel, timber, and machinery tools. This country is a parliamentary representative democratic monarchy ruled by their Prime Minister Stefan Löfven. Sweden's laws are like any other roman classic laws in Europe. For example, owning a weapon must be in a safe and used for safety reasons only, people have the right to write whatever they want and express personal opinions about anything.

Doesn't Belong In this Section

2. Description of Sweden's Political System

Sweden is strongly dependent on foreign trade. In 1995 they joined the European Union, which is an international organization that tries to bring peace among other countries and try to improve economic statuses for countries in need. While joining the EU, Sweden has tried to promote ideas to improve trade and investments and adopted higher duties on industrial goods. They are also trying to promote more exported markets around the world. "Liberal trade policies in Sweden have promoted imports, structure, and cultural change" (Sweden Abroad). ~~So far, there hasn't been any laws that will affect our business in selling the "Visor-Bright Light Hats".~~ Sweden supports a variety of trade across the globe and stands with the World Trade Organization into becoming a strong and successful trade market. The executive political power of the Swedish government is controlled by the Prime Minister, which is the highest authority in Sweden.

Move Here

There Will Be Some Regulation

3. Description of Sweden's Legal System

- Isn't About Legal System
- Is About Laws / Law Enforcement

Sweden has a penal and civil law system created by the Parliament of Sweden. *groups*

Sweden's court system is divided into 3 categories, District Court, Courts of Appeal, and Supreme Court. The District Court is the general court that doesn't deal with serious crime issues, the Courts of Appeal deals criminal crimes and issues, and the Supreme Court deals with all cases. Businesses in Sweden's are firm and stabled and is "one of the least corrupt countries in the world and there is a very strong public opinion against all modes of corruptions" (Business Etiquette).

} Move To 2nd Paragraph For Stability

B. Trade Area and Cultural Analysis

1. Geographic, Demographic, and Other Analysis

Sweden's culture is very favorable for doing business, their culture makes them people you want to do business with. When you look at the Hofstede's model you see that they have a low score with Power Distance, this means they ^{FAVOR} display for equality. ^{and Opportunity} A country ~~that is more equal will be less discriminatory and more accepting, this will make their country more attractive to others.~~ Sweden also have a low score with the Uncertainty Avoidance which means they're more willing to take risks. This is good when trying to bring a business over to Sweden because they'll be more willing to take a risk on your company and let you bring business over. Another positive ~~thing found~~ is that Sweden ^{has} have a high score for Indulgence. A high score with Indulgence means they're positive, optimistic, and impulsive. Having impulsive customers is good because they'll be more likely to buy your product on impulse meaning they'll buy it quickly without much debating if they really want/need it or not. Business with Sweden is a fairly easy process because their culture is fairly similar with ours. ~~Yet even though there aren't many major~~

Show Client

} NOT Really Impulse Purchase yes

~~differences there are some to keep in mind. For example,~~ in Sweden it isn't normal to talk with your hands a lot so it's best to keep that to a minimum. Some other good things to do when communicating include firm handshakes when greeting, especially in a business setting. When communicating in a business setting, avoid keeping your hands in your pocket as it can be perceived as rude. Another thing that makes Sweden easy to do business with is that most Swedish people can speak some English because English is a required subject for school students. Yet even though they can speak English, if you do know some Swedish, it would be best to use it to show you care and value their business. Sweden people are generally smart and educated, their literacy rate is 99%. Doing business with Sweden can go very smoothly as long as you keep ~~some little~~ things in mind and ~~make sure to~~ respect their culture.

2. Analysis of the Potential Location

Sweden is a good country to do business in, they were ranked at #5 by forbes for best countries to do business in. ~~Sweden is a good country to do business in because they~~ have a growing economy. Sweden's GDP has shown continuous growth throughout the past years. ~~Another thing that's growing is Sweden's population. With a growing population that means more potential customers and more business opportunity. As i've stated before Sweden's culture isn't too different from America's and most Swedish citizens can speak English, this makes communication easier. When doing business with other countries it's good to be able to communicate easily because communication is key to getting your business into your desired country. Sweden was also a good choice for our business because they have a need for our product. This is probably the~~

Other Factors

Trade Documents?

Shipping Paperwork

most important reason because if they have a need for our product they'll buy and use it. Overall Sweden is the ideal country for our company and product.

Rubric Grading Scale for Each Section

Group: Kaylyn

Marie

IBP: Sue

<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 Imports – Commodities Import – Partners</p>	<p>Agriculture Products Unemployment Rate Budget Debt- External Export – Partners Import – Partners</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>Economic System</p>	<p>A Grade (Formal: 13.5 - 15 pts)</p> <ul style="list-style-type: none"> 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>B/C Grade (Formal: 10.5 – 13.49 pts)</p> <ul style="list-style-type: none"> Type of economic system is stated but not explained. Limited amount of advantages & Disadvantages given 	<p>D/F Point Grade (Formal: Below 10.5 pts)</p> <ul style="list-style-type: none"> Type of economic system is copied from internet with no understanding of what it means given No advantages / disadvantages of system provided 	<ul style="list-style-type: none"> Multiple Economic Impactors are stated with supporting evidence as to why those impactors matter given. GDP/capita is included Comparisons to IBP Country & USA are given so that reader understands context better. 	<ul style="list-style-type: none"> Only a couple Economic Impactors are provided Economic impactors provided are not explained in depth & limited evidence relating to why they are important to your IBP country is given 	<ul style="list-style-type: none"> Minimal to no economic impactors are provided. Paper does not explain economic factors that affect a foreign company expanding to their IBP market Facts are given to fill space with no understanding of their impact 	
<p>Economic Impactors</p> <p>Level of Foreign Direct Investment</p>	<ul style="list-style-type: none"> Level of FDI is given (Market Overview: Export.gov) Stock of FDI at home & abroad is stated & explained Comparison to the USA is given Reasons as to why your FDI Level are important are given/explained Economic Globalization 	<ul style="list-style-type: none"> FDI – Home is stated Limited explanation is given as to what that level means Paper doesn't make comparisons between IBP country & other major markets 	<ul style="list-style-type: none"> FDI is either unstated, inaccurate, or unexplained. Student displays minimal to no understanding of FDI concept. 	<p>Total Grade</p>	<p>Yes</p>	<p>No</p>	<p>Turned in late on: _____ /10 pts</p>
<p>Rough Draft Turned in on Time</p>	<p>Due Date: <u>October 25, 2016</u></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>Yes</p>	<p>No</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:	A Grade (Formal: 18 - 20 pts)	B/C Grade (Formal: 14 - 17.9 pts)	D/F Point Grade (Formal: Below 14 pts)
<p>CIA World Factbook: Government The Global Economy (GE) http://www.theglobaleconomy.com/ The Heritage Foundation (HF) http://www.heritage.org/index/</p> <p><i>Parliamentary Rep. Democratic Monarchy</i> Government Structure</p>	<p>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)</p>	<p>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 Corruption stats are given but no supporting evidence or world rankings given to add clarity Level of Political risk is only stated</p>	<p>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>
<p>Government Stability</p>	<p>International organization participation (CIA) Political Globalization (GE) Level of government involvement relating to free trade is given(HF) Trade Balance (Export)</p>	<p>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</p>	<p>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 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>
<p><i>Strongly Dependent on Trade</i> Government control over trade</p>	<p>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.</p>	<p>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</p>	
<p>Governments 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</p>	<p>No</p>	<p>Turned in late on: _____ /10 pts 2 points deducted for each day it is late.</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 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)]

	<p style="text-align: center;">A Grade (Formal: 13.5 – 15 pts)</p>	<p style="text-align: center;">B/C Grade (Formal: 10.5 - 13.49)</p>	<p style="text-align: center;">D/F Point Grade (Formal: Below 10.5)</p>
<p>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</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 • Labor Freedom (Heritage & Global) • Regulatory Efficiency (Heritage) 	<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 has to how they operate given. • 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"> • 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"> • 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"> • Labor laws are listed but only minimally explained or not listed at all • No trade laws or agreements are referenced • Paper does not provide a basic understanding of how trade impacts your IBP Proposition
<p style="text-align: center;">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>_____ / 10 pts</p>
<p style="text-align: center;"><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>			

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 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 	<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
<i>Speak English, greetings</i> 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.. 	<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.
Total Grade			
Rough Draft Turned in on Time	Due Date: <u>October 25, 2016</u>	Yes	No
	*Informal / Effort Grade. Any rough draft submitted with good intent will earn full credit: 2 points deducted for each day it is late.		

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>Analysis of the Potential Location: http://www.doingbusiness.org/rankings</p> <p>Doing Business in <u>IBP Name Example; Germany</u>: Country Commercial Guide http://www.export.gov/ccg/index.asp</p> <p><i>Ease of business</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: 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.. <p>Trade between your IBP country and the United States is easy & encouraged</p> <p>Paperwork required for trade is minimal or easy to complete.</p>	<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. 	<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.
<p>Total Grade</p> <p>Rough Draft Turned in on Time</p>	<p>Due Date: <u>October 25, 2016</u> Yes No 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>		

Comments: