

$$\frac{25}{10} \quad \frac{25}{10} \quad \frac{2}{10} \quad \frac{4}{10} \quad \frac{4}{10} \text{ Separate} = \frac{11}{50}$$

Denmark is a very politically and economically stable country and is also open to trade with other countries. Denmark has an open economy which allows for trade to be conducted without many restrictions. The foreign direct investment of Denmark is 3.7 billion which is good for a small country like Denmark. The government in Denmark is a parliamentary constitutional monarchy and their government has very little effect on trade and private business. Denmark is a part of the World Trade Organization and the EU.

Denmark is a very easy country to do business with and not many of the basic principles of business change. In Denmark proper formal clothing is worn to meetings and the danes are usually always on time and are serious about their punctuality. Religion in Denmark is generally not an open thing and the people don't show off their religion or are boastful about anything. Denmark is conveniently located next to water and it is very easy to fly products into the country.

Who is  
regulating  
your  
business?

FDI - Home?  
Compare  
To Previous  
Years  
For Signs  
of Growth.

$$\frac{B \# 2}{0 \overline{10}}$$

↓  
What Body of  
Water

↓  
Does this  
Apply to Your  
Product?





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

**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><b>Sources:</b>  <a href="http://www.heritage.org/index/">http://www.heritage.org/index/</a>  <b>List of FTA's</b>          Asia: <a href="https://atic.adb.org/fta-country">https://atic.adb.org/fta-country</a>          USA: <a href="https://ustr.gov/trade-agreements/free-trade-agreements">https://ustr.gov/trade-agreements/free-trade-agreements</a>          Agencies:  <a href="https://en.wikipedia.org/wiki/State-owned_enterprise">https://en.wikipedia.org/wiki/State-owned_enterprise</a></p>	<p><b>A Grade</b>  <b>(Formal: 13.5 – 15 pts)</b></p> <ul style="list-style-type: none"> <li>• 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</li> <li>• Labor Freedom (Heritage &amp; Global)</li> <li>• Regulatory Efficiency (Heritage)</li> <li>• Trade Freedom: Actual score, world ranking, &amp; Comparison to the United States</li> <li>• Open Market Description (Heritage)</li> <li>• Free Trade Agreements (ABD)</li> </ul>	<p><b>B/C Grade</b>  <b>(Formal: 10.5 - 13.49)</b></p> <ul style="list-style-type: none"> <li>• Paper provides a very limited scope of agencies that impact a product traveling overseas</li> <li>• Only agencies are mentioned with no real detail has to how they operate given.</li> <li>• Labor laws that impact the workforce are stated but not explained. A vague understanding of how that law impacts a business is provided.</li> <li>• Only trade agreements are listed.</li> <li>• Limited understanding of how trade laws impact imports &amp; exports</li> </ul>	<p><b>D/F Point Grade</b>  <b>(Formal: Below 10.5)</b></p> <ul style="list-style-type: none"> <li>• No government agencies impacting your IBP country are stated</li> <li>• An overview of laws that limit or restrict businesses in your IBP country are not provided</li> <li>• Labor laws are listed but only minimally explained or not listed at all</li> <li>• No trade laws or agreements are referenced</li> <li>• Paper does not provide a basic understanding of how trade impacts your IBP Proposition</li> </ul>
<p><b>Laws &amp;/or Govt. Agencies that Impact your product</b>  <i>- Part of WTO</i>  <i>- EU</i></p> <p><b>Labor Laws</b></p> <p><b>Trade Laws</b></p>			
<p><b>Total Grade</b></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>

**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

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

**Part B: Trade area and cultural analysis**

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: <a href="http://www.theglobaleconomy.com/">http://www.theglobaleconomy.com/</a> (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><b>Analysis of the Potential Location:</b> <a href="http://www.doingbusiness.org/rankings">http://www.doingbusiness.org/rankings</a></p> <p><b>Doing Business in IBP Name Example: Germany:</b> Country Commercial Guide <a href="http://www.export.gov/ccg/index.asp">http://www.export.gov/ccg/index.asp</a></p>	<ul style="list-style-type: none"> <li>The selection of your IBP country is proven effective based on statements made in this section</li> <li>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..</li> </ul> <p>Trade between your IBP country and the United States is easy &amp; encouraged</p> <p>Paperwork required for trade is minimal or easy to complete.</p>	<ul style="list-style-type: none"> <li>The selection of your IBP country is proven effective</li> <li>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.</li> </ul>	<ul style="list-style-type: none"> <li>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.</li> <li>Supporting evidence of location selection is minimal to none.</li> </ul>
<p><b>Required Trade Documentation between IBP Country &amp; United States</b></p> <p><b>Common Trade Documents:</b> <a href="http://www.export.gov/logistics/eg_main_018121.asp">http://www.export.gov/logistics/eg_main_018121.asp</a> Bill of Lading (B/L), Airway Bill (AWB), Certificate of Origin, Certificate of Content, Letter of Credit (LC), &amp; Insurance Policy Certificate</p> <p><b>American Free Trade Agreements:</b> <a href="http://www.export.gov/FTA/index.asp">http://www.export.gov/FTA/index.asp</a></p>	<ul style="list-style-type: none"> <li>Specific trade documents between your IBP country and the United States are referenced if applicable</li> <li>Whatever paperwork a company would need to transport items from the United States to your IBP country are given &amp; explained.</li> </ul>	<ul style="list-style-type: none"> <li>Only 1 or 2 examples of trade documents are given and purpose of such document is explained.</li> </ul> <p>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.</p>	<ul style="list-style-type: none"> <li>No mention of trade documentation or a very generic attempt at trade documentation is presented.</li> </ul> <p>Example would be paper simply states a certificate of origin and bill of lading would be required.</p>
<p><b>Total Grade</b></p>			<p>✓</p>
<p><b>Rough Draft Turned in on Time</b></p>			<p>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>

**Comments:**