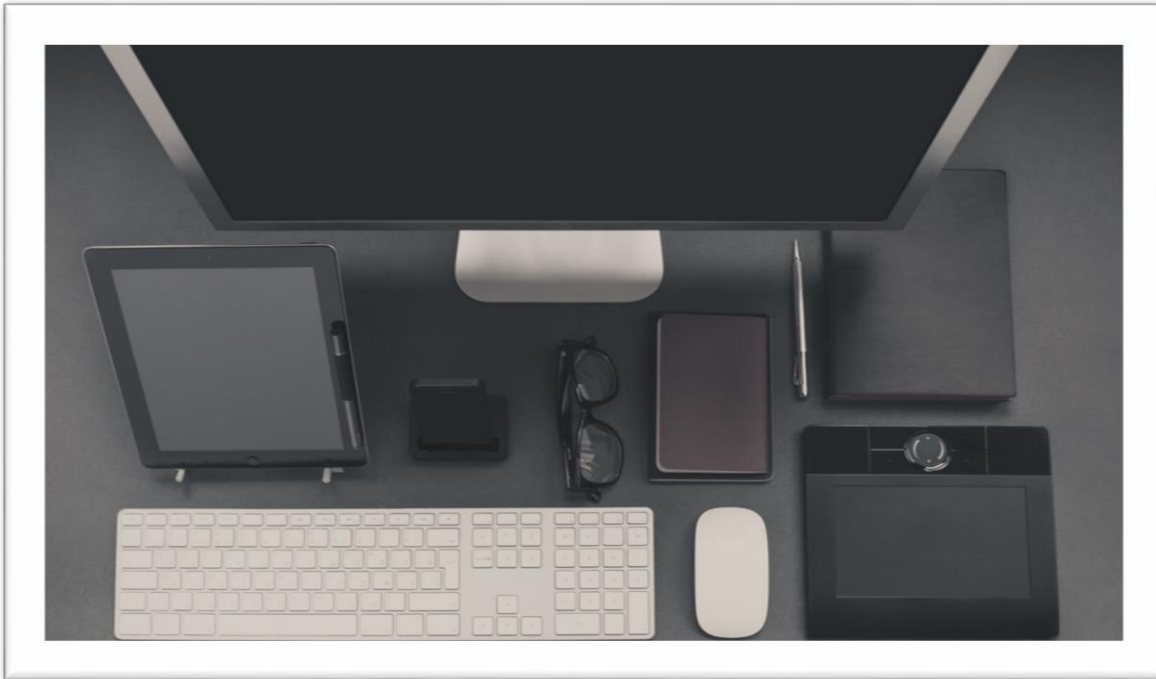


MT490: INTERNSHIP MANUAL

You are reading this handbook because you are registered for the MT490 Management Internship course and you chose to engage in an internship with an organization. By this time in your academic journey, you have taken and passed the majority of required core and elective courses in your degree plan. All that you have learned throughout your academic journey has prepared you to thrive in the professional business environment. Here, in this course, is where you will be required to demonstrate the professional competencies you have developed in a reality-based work setting. This handbook has been designed by the faculty and administration of the University, in conjunction with business and industry partners, to help guide your experiential learning journey throughout this course.

What is your role as an experiential learner? Your role is to actualize what you know, what you think you know, and to realize what you still need to learn; which is entirely different from the traditional classroom experience where students are dictated what they should know, and how to learn it. The experiential learner uses current knowledge, skills, abilities, and behaviors and applies them in specific practical situations to solve problems and/or to capitalize on opportunities. Experiential learners use field research abilities to analyze and evaluate the organization from varying perspectives (like the course outcome topics). Experiential learners behave as leaders to positively effect change and add value to the organizational culture via contributions and collaborative efforts. Experiential learners practice professional competencies in real-time, becoming the 21st Century professionals employers need and desire. Experiential learners develop professional competencies that enable entrepreneurship. Experiential learners develop strong professional communication, problem solving, critical thinking, and research abilities. As a student intern, you will soon realize the value of this engaging teaching/learning paradigm called experiential learning.

THE PURPOSE OF EXPERIENTIAL LEARNING

What is experiential learning?

Experiential learning is a process whereby knowledge is created through the transformation of experience. Knowledge results for the combination of grasping and transforming experience. A student intern engages in experiential learning by doing, which occurs through experience, observation, and

taking action during discovery and exploration-based activities that require knowledge of topics related to a reality-based setting. Students that engage in experiential learning are able to apply important 21st Century professional competencies desired by employers in the career marketplace. During the experiential learning process, business student interns are required to apply and hone professional knowledge, skills, abilities, and behaviors learned throughout their professional and academic career.

Have you ever learned about a theory or concept in an academic course and wonder how it applies in the real world?

Throughout the traditional higher education learning process, students acquire knowledge, skills, abilities, and behaviors related to many new theories and concepts in the academic setting. When executing assignments, students are told what chapters to read in a book and what topics to write about. In experiential learning, students become interns working for an organization and the practical work experience is spontaneous and uncontrolled. In other words, it is a real world setting and faculty has no idea what the student intern will experience. Student interns will need to use recall and/or research abilities to identify theories and concepts learned throughout their degree plan in order to apply and/or evaluate how it applies in the real world business setting. It is not guaranteed that student interns will be able to apply all theories and concepts learned throughout the degree plan that is of interest, but the student intern will achieve the goal of experiential learning, which is to develop the ability to apply theory to practice in their professional careers for the purpose of continuous professional development.

This reality of experiential learning is consistent with the infamous quote aptly offered by Confucius, an honorable Chinese philosopher:

I hear and I forget.

I see and I remember.

I do and I understand!

This internship course is comprised of both an academic and practical learning experience. However, the majority of your grade is achieved on the academic side of the course. In this course, your goal is to culminate the course outcomes through experiential learning. Your internship is not just about on-the-job training. It is not just about fulfilling daily tasks. Your internship is about learning through experience. Be sure to spend 10 hours per week working on the practical side of your internship for your internship employer. You should work 8 hours per week on the academic side of your internship to culminate the course outcomes.

MT490: Internship Course Vision Statement

The University Internship Program leads in establishing an academic culture of experiential learning that fosters continuous improvement opportunities for students in the practice of business. In the practice of business, student interns connect theory to practice to identify and solve real world problems and opportunities related to the specified bachelor's level program outcomes. Bachelor's level program outcomes include:

MT490-1: Evaluate information management, planning, and control in business environments.

MT490-2: Analyze organizational processes and procedures in a variety of business settings.

MT490-3: Synthesize appropriate principles, concepts, and frameworks for making ethical decisions.

MT490-4: Assess the roles that structure, management, and leadership play in organizational performance.

MT490-5: Evaluate how economics, government, and law affect value creation in the global context.

MT490-6: Evaluate career skills in the field of business and management.

PC-1.2: Contribute to team goals and objectives through active participation and collaboration.

PC-2.4: Develop an inspirational vision or mission.

MT490: Internship Course Mission Statement

The mission of the University Internship Program is to guide student interns in the actualization of business and management theories and concepts learned throughout the bachelor's degree plan, in connection with practical experiences within a reality-based business setting.

Project Deliverable Schedule

As a student preparing to graduate with a bachelor’s degree, you must demonstrate your expertise in each topic of each course outcome. You will demonstrate these abilities using the following deliverable schedule each week. Be sure to pay close attention to this schedule. Every intern will be required to submit the content and documentation as follows:

Gradebook Breakdown											
Unit #	1	2	3	4	5	6	7	8	9	10	Total
Introduction	25										25
Discussion	30		30		30		30		30		150
Assignment 1 (Professional Development Plan)	10	10	10	10	10	10	10	10	10	10	100
Assignment 2 (Evaluation)		20		20		20		20		20	100
Assignment 3 (Project: CLA Assessment)		95		95		95		95		95	475
Seminar	15	15	15	15	15	15	15	15	15	15	150
Total	80	140	55	140	55	140	55	140	55	140	1,000

DISCUSSION BOARD DELIVERABLES

Unit 1 Introduction: Each individual student is required to follow the instructions to fulfill the Unit 1 Discussion Board requirements. Be sure you are reading the correct project manual for the option you chose. If you are engaging in an internship with your employer or another business, you are reading the

right manual. If you are engaging in the KapConsulting project, please download and read the other experiential learning manual provided by your instructor.

Unit 1 Discussion: Each individual student is required to follow the instructions to fulfill the Unit 1 Discussion Board requirements. You should work diligently to determine the best research resources needed to help you develop the Course Outcome 4 deliverables in Unit 2.

Unit 3 Discussion: Each individual student is required to follow the instructions to fulfill the Unit 3 Discussion Board requirements. You should work diligently to determine the best research resources needed to help you develop the Course Outcome 1 deliverables in Unit 4.

Unit 5 Discussion: Each individual student is required to follow the instructions to fulfill the Unit 5 Discussion Board requirements. You should work diligently to determine the best research resources needed to help you develop the Course Outcome 2 deliverables in Unit 6.

Unit 7 Discussion: Each individual student is required to follow the instructions to fulfill the Unit 7 Discussion Board requirements. You should work diligently to determine the best research resources needed to help you develop the Course Outcome 3 deliverables in Unit 8.

Unit 9 Discussion: Each individual student is required to follow the instructions to fulfill the Unit 9 Discussion Board requirements. You should work diligently to determine the best research resources needed to help you develop the Course Outcome 5 deliverables in Unit 10.

ASSIGNMENT 1 DROPBOX WEEKLY DELIVERABLES

On a weekly basis, you will develop a professional development plan based on the topics in the course outcomes. You will engage in self-assessment activities to understand the current status of your professional competencies related to the course outcomes, and to plan for future growth and development in each critical area pertaining to the course outcome topics. Engage in the Assignment 1 requirements by reading and following through with the instructions on a weekly basis. Your work on this weekly professional development plan will culminate Course Outcome 6 in Unit 10.

ASSIGNMENT 2 DROPBOX WEEKLY DELIVERABLES

Using the internship project performance evaluation rubric found in Doc Sharing, individual students should have their internship supervisor fill out the internship project performance evaluation form on a biweekly basis. Upon receipt, you should submit the internship project performance evaluation form into the Dropbox on a biweekly basis for grading purposes. Your instructor will average the submissions for a final biweekly Assignment 2 grade in Units 2, 4, 6, 8, and 10. The evaluation form can be found in Doc Sharing in the course room.

ASSIGNMENT 3 DROPBOX DELIVERABLES

On a weekly basis, you will develop specific deliverables to culminate the course outcomes. Please follow the outline of Assignment 3 deliverables as prescribed below:

Unit 2 Assignment 3 Deliverable:

In Units 1 and 2, you will conduct field research to understand the organizational design of your internship employer in relation to course outcome 4 topics: **MT490-4:** Assess the roles that structure, management, and leadership play in organizational performance.

In this project, you will also be assessed on your ability to culminate the following leadership professional competency: **PC-2.4:** Develop an inspirational vision or mission.

As an intern working for a business organization, it is imperative that you immediately learn about the organizational design of the business to understand where you fit in. In order for you to culminate the course outcomes, it's not enough for you to simply understand your roles and responsibilities. You must demonstrate your ability to perform activities related to the course outcomes. This exercise should prepare you as an intern employee to carry forward and tackle four very important assignments between Units 3–10.

You will develop two deliverables due by the end of Unit 2, including a business evaluation report document and a narrated PowerPoint presentation. To successfully complete this Assignment, you should execute the following requirements:

Deliverable 1: Business Evaluation Report

- You must develop a deep understanding about the operational, cultural, marketing, administration, leadership, management, technical, financial, and legal functions of your internship organization. In this deliverable, you will explain the following in detail, in connection with viable research theories, concepts, principles, and frameworks. This document should be written in third person. Use expository writing techniques to evaluate your internship organization.
 - Describe the organizational identity.
 - Organizational Vision: Explain the vision of your internship organization and why.
 - Organizational Mission: Explain the mission of your internship organization and why.
 - Organizational Values: Explain the values of your internship organization and why.
 - Organizational Structure: Depict an organizational structure of your internship organization (hierarchical, flat, matrix, agile, etc.). Explain the organizational structure. Describe the identity in association with the organizational structure.
 - Organizational Philosophy: Explain the philosophy by which your internship organization operates.
 - Explain the leadership and management philosophy (including accountability and controls) based on your observations and any formal training you receive, or any field research you conduct.
 - Evaluate and identify any overarching themes within the organizational culture.
 - Evaluate and explain how concepts such as span of control, accountability, empowerment, power, and influence play a role in consideration of organizational structure, leadership, and management.
- This evaluation report should connect practice with theory using a minimum of five scholarly research articles or other library resources. Websites are not counted in the five required resources.
- Be sure to evaluate the organization. Conduct research on what it means to evaluate something before developing this evaluation report.

Deliverable 2: Narrated PowerPoint Presentation

- Create a 5–8-slide narrated, professionally designed PowerPoint presentation.
- Provide a thorough overview of the topics in your business evaluation report.
- Explain and defend viewpoints, arguments, and observations made in the business evaluation report.

Notes:

- Be sure to work a minimum of 10 hours per week for your internship employer.
- Be sure to submit these two deliverable no later than the end of Unit 2.
- Research and APA style referencing is required in all of your work. Be sure to substantiate any thoughts, ideas, opinions, information, etc. with viable research resources from the Library.

Grading Rubric: Unit 2 Assignment 3			
Criteria:	Points Possible	Points Earned	Comments
<input type="checkbox"/> Well Done (86-95 pts.) <input type="checkbox"/> Acceptable (76-85 pts.) <input type="checkbox"/> Weaknesses (66-75 pts.) <input checked="" type="checkbox"/> Problematic (0–65 pts.)			
Business Evaluation Report			
Communicates using expository writing techniques.	5		
Organizational Vision: Explain the vision of your internship organization and why.	5		
Organizational Mission: Explain the mission of your internship organization and why.	5		
Organizational Values: Explain the values of your internship organization and why.	5		
Organizational Structure: Depict an organizational structure of your internship organization (hierarchical, flat, matrix, agile, etc.). Explain the organizational structure. Describe the identity in association with the organizational structure.	5		
Organizational Philosophy: Explain the philosophy by which your internship organization operates.	5		
Explain the leadership and management philosophy (including accountability and controls) based on your observations and any formal training you receive, or any field research you conduct.	5		
Evaluate and identify any overarching themes within the organizational culture.	5		
Evaluate and explain how concepts such as span of control, accountability, empowerment, power, and influence play a role in consideration of organizational structure, leadership, and management.	5		
PowerPoint Presentation Quality			
Create a 5–8-slide narrated, professionally designed PowerPoint presentation.	5		
Provide a thorough overview of the topics in your business evaluation report.	5		
Presentation is delivered to inform, persuade, or to argue a point to your audience.	5		
Explain and defend viewpoints, arguments, and observations made in the business evaluation report.	5		
Avoids utterances such as ah, um, so, you know, okay, well, etc.	5		
Speaks loudly enough to be heard; varying voice pitch and volume to ensure class interest and attention.	5		
Pronounces words correctly and enunciates clearly.	5		
Stops at the end of idea; does not hook sentences together.	5		
Experiential Learning and Grammar			
Presentation effectively connects theory with practice.	5		
No spelling or grammatical errors.	5		
Total	95		

Unit 4 Assignment 3 Deliverable:

In Unit 3 and 4, your team will develop a strategic framework and KapTalk oral presentation based on a topic relevant to your internship organization and course outcome 1 topics: **MT490-1: Evaluate information management, planning, and control in business environments.**

In this Assignment, your team will have two deliverables due by the end of Unit 4, including a framework document and a narrated PowerPoint presentation. To successfully complete this Assignment, your team should execute the following requirements:

Deliverable 1: KapTalk Presentation Framework

- Create a framework for developing a public speaking presentation. The presentation framework is a production manual. Provide insight into the process and best practices used to develop a presentation that you will develop.
- The framework strategy should include an explanation of the topic you choose to address, purpose of the presentation, identification of target audience, evidence in the form of research to validate the relevance of the topic, a process map, procedures for each step in the process map, a team work schedule indicating responsibilities for each member, and technology to be used.
- Using inductive reasoning and provide evidence that explains the background and contemporary tactics used to develop each element of the framework strategy.
- Consider reviewing different resources to determine the best format for your presentation, such as Ted Talks®, keynote addresses, training lectures, informational lectures, infomercials, etc.
- Conduct research using a minimum of three research resources on best practices for developing public speaking presentations.

Deliverable 2: KapTalk Presentation

- Create a 10–15-slide professionally designed and narrated PowerPoint presentation, addressing the relevant topics pertaining to course outcome 1: Information Management, Planning, and Controls.
- Use a minimum of five research resources in the presentation on the topic related to information, planning, management, and controls. You may consider presentation formats that actuate, inform, persuade, or entertain your audience. Understanding your audience is a key element of any presentation design, and it is important that you fully address this topic by conducting research and formulating an understanding of your target audience.
- **The ultimate decision on the topic related to outcome 1 and how it will be delivered in a KapTalk presentation rests with you and your internship supervisor.** You should identify a classical or contemporary topic related to information management, planning, and controls to build and deliver a presentation about for this deliverable. **Your instructor will approve/deny the topic, or may require improvements via feedback.**

Notes:

- Be sure to work a minimum of 10 hours per week for your internship employer.
- Be sure to submit these two deliverable no later than the end of Unit 4.
- Research and APA style referencing is required in all of your work. Be sure to substantiate any thoughts, ideas, opinions, information, etc. with viable research resources from the Library.

Grading Rubric: Unit 4 Assignment 3			
Criteria:	Points Possible	Points Earned	Comments
<input type="checkbox"/> Well Done (86-95 pts.) <input type="checkbox"/> Acceptable (76-85 pts.) <input type="checkbox"/> Weaknesses (66-75 pts.) <input checked="" type="checkbox"/> Problematic (0–65 pts.)			
KapTalk Presentation Framework			
Presentation framework is constructed in tutorial format with inductive reasoning used to explain background and tactics for each element of framework.	5		
Presentation framework provides step-by-step instructions on how to build a KapTalk presentation.	5		
Presentation framework is professionally formatted.	5		
Three research sources used to inform presentation framework.	5		
KapTalk Presentation Design			
KapTalk presentation topic is relevant to information management, planning, and controls.	5		
KapTalk presentation consists of 8–10 PowerPoint slides.	5		
PowerPoint presentation has title slide and is professionally designed.	5		
Images, graphs, matrices, diagrams, charts, etc. are used to depict information and have little verbiage other than use in headings and bullet points.	5		
PowerPoint presentation slides contain notes to explain presentation topics.	5		
Presentation Content Quality			
Clearly <u>evaluates</u> business topics, concepts, and theories related to information management, planning, and controls.	5		
KapTalk presentation is delivered to inform, persuade, or to argue a point to your audience.	5		
KapTalk presentation provides reasoning on how audience can use the information.	5		
Oral Presentation Quality			
Speaks with enthusiasm for the topic.	5		
Avoids utterances such as ah, um, so, you know, okay, well, etc.	5		
Speaks loudly enough to be heard; varying voice pitch and volume to ensure class interest and attention.	5		
Pronounces words correctly and enunciates clearly	5		
Stops at the end of idea; does not hook sentences together.	5		
Presentation Research and Grammar			
Presentation connects theory with practice using a minimum of three research resources.	5		
No spelling or grammatical errors.	5		
Total	95		

Unit 6 Assignment 3 Deliverables:

In Units 5 and 6, you will develop a strategic framework document and a white paper based on course outcome 2: **MT490-2: Analyze organizational processes and procedures in a variety of business settings.**

In this Assignment, you will have two deliverables due by the end of Unit 6, including a framework document and a professionally designed and written white paper. To successfully complete this Assignment, you should execute the following requirements:

Deliverable 1: White Paper Framework

- Conduct research on best practices for developing business white papers. Develop a framework for developing business white papers. Create the framework as a job aid that anyone could use to create a white paper.
- Your strategy should include an explanation of the topic you choose to address, purpose of the publication, and identification of target audience. The framework strategy includes an explanation of the topic, a process map, and procedures for each step in the process map and technology to be used. Using inductive reasoning and critical thinking provide evidence that explains the background and contemporary tactics used to develop each element of the framework strategy.
- Use a minimum of three viable research resources that provide evidence to validate the relevance of the topic in the business white paper framework.
- Decide on a topic related to organizational processes and procedures. The lens is your internship organization.

Deliverable 2: White Paper Framework

- Create a 3-page business white paper on the analysis of organizational processes and procedures, including a title page, reference pages, depictions (flow charts, matrices, graphs, images, etc.), images, infographics, etc.
- **The ultimate decision on the topic related to outcome 2 and how it will be delivered in a professionally formatted business white paper rests with you.** You should identify a classical or contemporary topic related to processes and procedures to build and prepare for publishing a white paper for this deliverable. **Your instructor will approve/deny the topic, or may require improvements via feedback.**
- Use a minimum of three viable research resources in the business white paper on business process and procedures.
- You may choose formats that inform, persuade, or to argue a point to your audience. Understanding your audience is a key element of any kind of publication, and it's important that you fully address this topic by conducting research and formulating an understanding of your target audience.
- Consider reviewing different resources to determine the best format for your business white paper. Inquire with your instructor for help in finding viable white paper examples.
- Develop the business white paper using expository writing style.

Notes:

- Be sure to work a minimum of 10 hours per week for your internship employer
- Be sure to submit these two deliverable no later than the end of Unit 6.
- Research and APA style referencing is required in all of your work. Be sure to substantiate any thoughts, ideas, opinions, information, etc. with viable research resources from the Library.

Grading Rubric: Unit 6 Assignment 3			
Criteria:	Points Possible	Points Earned	Comments
<input type="checkbox"/> Well Done (86-95 pts.) <input type="checkbox"/> Acceptable (76-85 pts.) <input type="checkbox"/> Weaknesses (66-75 pts.) <input checked="" type="checkbox"/> Problematic (0–65 pts.)			
Business White Paper Framework			
Business white paper framework is constructed in tutorial format with inductive reasoning used to explain background and tactics for each element of framework.	5		
Framework provides step-by-step instructions on how to build a business white paper.	5		
Includes an explanation of the topic you choose to address, purpose of the publication, and identification of target audience. The framework strategy includes an explanation of the topic, a process map, and procedures for each step in the process map and technology to be used.	5		
Business white paper framework is professionally formatted. Three research sources used to inform business white paper framework.	5		
Business White Paper Design			
Business white paper topic is relevant to business process and procedures.	5		
Business white paper is 3 pages or more.	5		
Business white paper has title page, reference pages, and is professionally designed.	5		
Business white paper uses visuals to depict information.	5		
Business White Paper Content Quality			
Clearly introduces business topics, concepts, and theories related to business process.	5		
Clearly introduces business topics, concepts, and theories related to business procedures.	5		
Business white paper is written to inform, persuade, or to argue a point to your audience.	5		
Business white paper provides reasoning on how audience can use the information.	5		
Business white paper uses a minimum of three viable research resources.	5		
Business white paper is written in expository writing style.	5		
Business white paper demonstrates analysis of business process.	5		
Business white paper demonstrates analysis of business procedure.	5		
Demonstrates the use of critical thinking, decision making, problem solving, and reasoning in the business white paper.	5		
Experiential Learning and Grammar			
Presentation effectively connects theory with practice.	5		
No spelling or grammatical errors.	5		
Total	95		

Unit 8 Assignment 3 Deliverable:

In unit 7 and 8, you will develop an Analysis document, a Press Release, and a presentation based on topics in course outcome 3: **MT490-3: Synthesize** appropriate principles, concepts, and frameworks for making ethical decisions.

In this assignment, you will have three deliverables due by the end of Unit 8, including a thorough analysis of an ethical dilemma (opportunity, challenge, or problem) with relation to your internship organization and the course outcome topics, a press release, and a professionally designed and delivered narrated PowerPoint Presentation helping to mitigate the risk. In this assignment, one of your priorities will be to **formulate innovative solutions for identified initiatives**. To successfully complete this assignment, you should execute the following requirements:

- Conduct research on various ethical principles, concepts, and frameworks to gain a classical and contemporary understanding for best practices used by business professionals in making ethical decisions.
- **Your instructor may present you with the ethical dilemma, will approve/deny the topic, or may require improvements via feedback. The ultimate decision on the topic related to outcome three and how it will be delivered in a professionally formatted analysis, a press release, and the presentation on solutions rests with you. Be sure to discuss this assignment with your internship supervisor for possible assistance on identifying a dilemma, if necessary.**
- Develop three deliverables to address an ethical business dilemma and to make a decision on how it should be solved from a leadership perspective.
 - **Deliverable 1:** Develop a three-page analysis on the ethical business dilemma identified by the team.
 - Using research from a minimum of three viable research resources, synthesize and explain the ethical dilemma.
 - Fully examine the details of the ethical dilemma and explain the risks to the current and future state of the organization.
 - Consider all options to help the organization overcome the objections related to the ethical dilemma.
 - Formulate innovative solutions to the ethical dilemma that will lead to the development of a press release.
 - Develop a strategy to mitigate the risk associated with the business dilemma.
 - Demonstrate critical thinking, ethical decision making, and problem solving in the analysis.
 - **Deliverable 2:** Develop a 8-10 slide narrated PowerPoint presentation that demonstrates an intellectual argument on the key points of the ethical business dilemma as it pertains to the key ethical principles, concepts, and frameworks used to make the ethical decision to mitigate the risk, capitalize on the opportunity, or to effectively address the challenge to the organization.
 - The argument should clearly address the ethical dilemma, and should negotiate your position on how to handle the ethical dilemma.
 - Argue the principals, concepts, and frameworks identified in the research.
 - Make a conclusive statement to solve the dilemma.
 - **Deliverable 3:** Develop a 1-2-page Press Release to propose to the company to help solve the ethical business dilemma.

- You may choose formats that inform, persuade, or argue a point to your audience from an ethical perspective. Understanding your audience and targeting this press release to emotionally connect with your audience is a huge advantage. This is especially the case when it comes to quality and effectiveness of a press release. The emotional message has fine boundaries. If you choose to deliver this press release as an emotional message, you must be sure not to cross those ethical boundaries or to be too forceful in the message. Finding a balance is integral to the success of an emotional message. It's important to be able to interpret those boundaries, controlling that emotional message so that it's received well by the audience. You may choose other forms of messages as well. Do research to find out more about the various message formats and themes to consider which you'll apply in this press release.
- Use inductive, abductive, or creative reasoning and critical thinking techniques to construct your press release.

Notes:

- Be sure to work a minimum of 10 hours per week for your internship employer.
- Be sure to submit these two deliverable no later than the end of Unit 8.
- Research and APA style referencing is required in all of your work. Be sure to substantiate any thoughts, ideas, opinions, information, etc.... with viable research resources from the Library.

Grading Rubric: Unit 8 Assignment 3			
Criteria:	Points Possible	Points Earned	Comments
<input type="checkbox"/> Well Done (86-95 pts.) <input type="checkbox"/> Acceptable (76-85 pts.) <input type="checkbox"/> Weaknesses (66-75 pts.) <input checked="" type="checkbox"/> Problematic (0-65 pts.)			
Ethical Dilemma Analysis			
A current business dilemma experienced by an organization is analyzed. Analysis report is professionally formatted.	5		
Analysis report explains the risks to the current and future state of the organization	5		
Analysis report presents formula for innovative solutions to the ethical dilemma that will lead to the development of a press release	5		
Demonstrate critical thinking, ethical decision making, and problem solving in the analysis	5		
3-Research sources used to inform the Analysis	5		
Debate Presentation			
Debate on principles, concepts, and frameworks pertaining to ethical decision-making is carried out by a minimum of two factions within the team.	5		
Debate Presentation is 8-10 narrated slides	5		
Mitigation of risk associated with the ethical dilemma was a primary focus of the debate	5		
Negotiation is evident and conclusions on how to handle ethical dilemmas are skillfully drawn and presented	5		
Presentation Quality			
Clear discussions on theories related to Principals, Concepts, and Frameworks that influence ethical decision making are held	5		
Appropriate audience is addressed in the format of this presentation	5		
Negotiations are carried out to identify a winner and arrangements	5		

are made to solve the ethical dilemma			
Debate uses a minimum of 5 viable research resources as evidence of fact or fiction	5		
Press Release			
Chooses formats that inform, persuade, or argue a point to audience from an ethical perspective	5		
Press Release is created using emotional messaging tactics (or other format) to inform, persuade or argue the point	5		
Uses inductive, abductive, or creative reasoning and critical thinking techniques to construct the press release.	5		
2-Page Press Release is created	5		
Experiential Learning & Grammar			
Presentation effectively connects theory with practice	5		
No spelling or grammatical errors	5		
Total	95		

Unit 10 Assignment 3 Deliverable:

In Units 9 and 10, you will write a case study on a business dilemma in your internship company related to the topics in course outcome 5: **MT490-5:** Evaluate how economics, government, and law affect value creation in the global context.

The deliverables in this Assignment will vary based on the company, product, and market expansion or divestment. You will need to make decisions based on the best-case scenario for the company, shareholders, and stakeholders with regard to the economic, legal, and governmental factors that may affect value creation. You will have a minimum of three deliverables due by the end of Unit 10, including a thorough feasibility study for to expand or divest in an international market, a proposal for expansion or divestment, and a professionally designed and delivered narrated PowerPoint presentation that provides reasoning to support the proposal. You may consider development of various other deliverables depending upon results of the evaluation of economic, legal, and governmental forces affecting the international expansion or divestment. To successfully complete this Assignment, you should execute the following requirements:

- Conduct field research in your organization to find a need for expansion or divestment in an international market.
- Conduct scholarly research to gain a classical and contemporary understanding for international business expansion or divestment best practices.
- Conduct research to understand how to conduct a feasibility study and the various components of an international business expansion or divestment proposal.
- **Discuss this Assignment with your internship supervisor. Decide on a topic to consider expansion or divestment into or out of the international market. Your instructor will approve/deny the topic, or may require improvements via feedback. The ultimate decision on the topic related to outcome 5 and how it will be delivered in a professionally formatted feasibility study, proposal, and oral presentation of the proposal to the client rests with you.**
 - **Deliverable 1:** Conduct a feasibility study to understand the opportunities and risks associated with the economic, legal, and governmental forces that could impact value creation in an international expansion or divestment initiative for the internship organization.

- Understand the company by studying the brand, business reports, and product mix.
- Describe the type and quality of product(s) or service(s) considered in the expansion or divestment.
- Conduct a PESTLE analysis.
- Conduct a competitive analysis. It's best to consider all forces and their impact on the feasibility of the initiative.
- Explain how the politics (government), economics, and the legal environment might be positively or negatively influenced, either directly or indirectly by the social, technological, and environmental variables in the PESTLE analysis.
- Make important judgments about the expansion project.
 - Explain why/why not and how the expansion or divestment project can/can't be profitable.
 - Explain why/why not and how the expansion or divestment project can/can't be operationally feasible.
- Note any outstanding research and analysis needed to advance the feasibility study.
- Use a minimum of three viable research resources to complete this study. It is anticipated that you will use many more than three research resources.
- **Deliverable 2:** Create a professional proposal to client leadership on the results of the initial feasibility study.
 - Develop a 1-page business letter presenting the results of the feasibility study.
 - Use the research and findings from the feasibility study to creatively present facts and points of interest such as profitability, growth potential, operational efficiency possibilities, etc.
 - Make a convincing presentation to advance the research.
 - Use persuasive selling techniques to make an appeal for funding.
 - Provide any relevant legal forms or documentation needed as supplemental material.
- **Deliverable 3:** Narrated PowerPoint presentation
 - Create a 5–8-slide narrated, professionally designed PowerPoint presentation explaining the results of the feasibility and written proposal.
 - Your presentation should present a call for action to the client leadership to try and strike a deal by the end of the presentation.

Notes:

- Be sure to work a minimum of 10 hours per week for your internship employer.
- Be sure to submit these two deliverable no later than the end of Unit 8.
- Research and APA style referencing is required in all of your work. Be sure to substantiate any thoughts, ideas, opinions, information, etc. with viable research resources from the Library.

Grading Rubric: Unit 10 Assignment 3			
Criteria:	Points Possible	Points Earned	Comments
<input type="checkbox"/> Well Done (86-95 pts.)			
<input type="checkbox"/> Acceptable (76-85 pts.)			
<input type="checkbox"/> Weaknesses (66-75 pts.)			
<input checked="" type="checkbox"/> Problematic (0–65 pts.)			
Feasibility Study			
Team demonstrates a clear understanding of client business idea.	5		
Understands the company by studying the brand, financial reports, and product mix.	5		

Describes the type and quality of product(s) or service(s) considered in the expansion.	5		
Conducts an effective PESTLE analysis.	5		
Conducts a competitive analysis.	5		
Explains how the politics (government), economics, and the legal environment might be positively or negatively influenced, either directly or indirectly by the social, technological, and environmental variables in the PESTLE analysis.	5		
Makes important judgments about the expansion project. <ul style="list-style-type: none"> • Explains why/why not and how the expansion project can/can't be profitable. • Explains why/why not and how the expansion project can/can't be operationally feasible. 	5		
Notes any outstanding research and analysis needed to advance the feasibility study.	5		
Three research sources used to inform the analysis.	5		
Management Consultant Proposal			
Creates a professional proposal to client leadership on the results of the initial feasibility study.	5		
Develops a 3-page business letter presenting the results of the feasibility study.	5		
Uses the research and findings from the feasibility study to creatively present facts and points of interest such as profitability, growth potential, operational efficiency possibilities, etc.	5		
Makes a convincing presentation to advance the research.	5		
Uses persuasive selling techniques to make an appeal for funding.	5		
Provide any relevant legal forms or documentation needed as supplemental material.	5		
Oral Presentation			
Create a 5–8-slide narrated, professionally designed PowerPoint presentation explaining the results of the feasibility and written proposal.	5		
Presentation should present a call for action to the client leadership to try and strike a deal by the end of the presentation.	5		
Experiential Learning and Grammar			
Work effectively connects theory with practice.	5		
No spelling or grammatical errors.	5		
Total	95		

