

# Unit 6 Assignment 2: International Consulting

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## Outcomes addressed in this activity:

### Unit Outcomes:

- Analyze issues that arise from working on international projects.
- Apply the principle of research to a consultant's job.

### Course Outcomes:

- **IT402-4:** Appraise historical and international facets of IT consulting.

## Assignment instructions and requirements

First make sure you have done the unit reading (both the textbook chapters and the Reading resource document) to understand the concepts relating to issues that arise with consulting in other countries.

You have a client who is interested in expanding business into another country but does not know where to start. Your first action is to do a little research and send a letter to the client explaining some of the things you have learned.

Pick **one country** (but not the United States) for this Assignment. Search for 1–2 online articles (not a book) that explain some of the potential opportunities as well as pitfalls of doing projects in that country. Ideas to get you started with your research: cultural differences that affect sales of a particular good or service, logistics that affect the delivery of goods, laws that prohibit certain actions or goods, etc. It is not required that you find articles relating these concepts purely to technology goods and services, but such articles are certainly welcome.

### Content requirements:

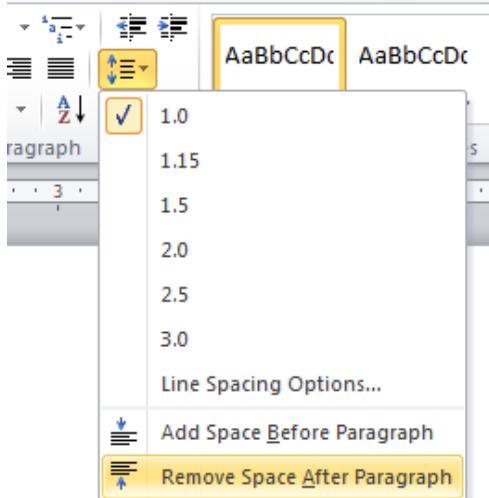
In the body of your letter, include the following, writing 250–350 words:

- Explain what country you chose and share some of the main concepts you have learned from your research. Do not quote from your sources, but write in your own words.
- In a separate paragraph or two, relate what information you might have found to be surprising and what you had instead expected. If you did not find anything surprising, what lessons can the consultant learn from the information?

### Formatting requirements:

All content must be left-aligned and without paragraph indenting. Margins must be 1" on all sides. Single space your letter; blank lines are as indicated below. Make sure your letter fits on one page.

For the best control over blank lines in your document, you may wish to set the document for 1.0 line spacing and remove space before and after paragraphs:



- At the top, provide your name, full address, and phone number. It is acceptable to make up the address and phone if you are uncomfortable sharing it with your professor.
- Leave a blank line and then type the date in this format: September 15, 2014.
- Leave a blank line and then type a client name and full address. You can use a real name/address or invent one.
- Leave another blank line and type a salutation followed by a colon. Example: Dear Mr. Smith:
- Leave another blank line and type the body of your letter, leaving a blank line between each paragraph.
- After you are done typing the body, leave a blank line and provide a closure such as Sincerely yours or Best regards (it should be followed by a comma). Do *not* use abbreviations such as v/r.
- Leave a few blank lines and type your first and last names.

Press the enter key until you have reached a second page. There, provide the URL for any sources you used (APA referencing is not required).

## Naming your Assignment

As you save this document, name it according to the following formula (using your own name, of course): IT402-Unit6-Assign2-LastName-FirstName (example: IT402-Unit6-Assign2-Lincoln-Abraham).

**Unit 6 Assignment 2 grading rubric = 30 points**

| Assignment Requirement  | Points possible              | Points earned |
|---|------------------------------|---------------|
| 1. International concerns for the consultant are researched, explained, and interpreted in regard to one country's potential pitfalls and/or opportunities. Wording requirement: 250-350 words.                     | 0-20                         |               |
| 2. Block-style formatting was applied as instructed.  | 0-5                          |               |
| 3. Appropriate source materials were chosen and URL(s) provided on the second page of the document.   | 0-5                          |               |
| <b>Total (Sum of all points)</b>  | <b>0-30</b>                  |               |
| Points deducted for spelling, grammar, and/or APA errors.<br>The Assignment <i>must</i> be submitted as a business letter; this is not an APA Assignment.<br>All wording must be the student's (no quotes allowed). |                              |               |
|   | <b>Adjusted total points</b> |               |