The University of North Carolina at Greensboro  
The Bryan School of Business and Economics  
Department of Consumer, Apparel, and Retail Studies

CRS 363: Global Sourcing of Apparel & Related Consumer Products (WI)  
Fall 2017  
Monday, Wednesday, & Friday 11:00-11:50 AM, Nursing Building, Moore 330

INSTRUCTOR

Dr. Jin Su

Email: j_su@uncg.edu
Office: 214 Stone Building
Office Phone: 336-256-0290
Office Hours: Monday & Friday: 12:00 – 1:00pm  
Or by appointment

PREREQUISITES

GPA of 2.0 (C) or better in CRS 231

COURSE DESCRIPTION

Sourcing strategies for apparel and related consumer products, global platforms, business and cultural environments, and financial transactions used in conducting business in the international marketplace.

REQUIRED TEXT


- Additional required readings will be distributed during class or available electronically on Canvas.

GENERAL EDUCATION WRITING INTENSIVE STUDENT LEARNING OUTCOME

Students will be able to write in genres appropriate to the discipline(s) of the primary subject matter of the course. Students demonstrate their understanding of its concepts and materials through writing, using constructive criticism from readers to revise drafts and produce one or more clear, coherent, and effective written assignments appropriate to the field.

COURSE STUDENT LEARNING OUTCOMES
Upon completion of the course, students should be able to:

- Think critically, analyze consistency and conflicts in information, synthesize responses, and professionally present the results of your reading, listening, discussing, observing, and thinking.
- Critique the economic and business, political and government, social and labor, and cultural and ethical perspectives related to global sourcing of apparel and related products.
- Apply global, regional, and national trade regulations, including the impact of the World Trade Organization in a business and global context.
- Understand the nature of sourcing as the process of globalization and appreciate the strategic impact of sourcing on the competitive success of apparel and related consumer product businesses.
- Understand the relationship between sourcing and other functional activities, such as marketing, trend forecasting, product development, manufacturing, and retailing.
- Evaluate the feasibility of producing apparel in specific locations.
- Explore the trends that impact the future of the apparel and related consumer products complex.
- Appreciate different cultures around the world and develop professional demeanors for global business communications.
- Have mastery of the terminology used in global sourcing of apparel and related consumer products.

TEACHING TECHNIQUES

A variety of techniques, methodologies, strategies and/or procedures will be used for teaching, learning, and lectures, including class presentations, class discussions/group studies, informal discussion; assigned readings, in-class activities; visual aids; library assignments, projects, and/or oral case study reports.

TECHNOLOGY APPLICATIONS

There would be some coverage of technological advances relating to dress in the course.

GLOBAL PERSPECTIVES

There would be some coverage of global perspectives in this course.

DEMOPGRAPHIC DIVERSITY PERSPECTIVES

There would be some coverage of the impact of demographic diversity in this course.

ETHICAL PERSPECTIVES

There would be some coverage of ethical issues as they relate to the course.

POLITICAL, SOCIAL, LEGAL, ENVIRONMENTAL, AND REGULATORY PERSPECTIVES
Political, social, legal, and regulatory issues, to the extent applicable, will be covered in this course. It is anticipated that there would be some coverage of these issues.

**E-MAIL POLICY**

Your UNCG email is the only email address that the professors will use to contact you. It is expected that all communications are prepared and presented professionally. To communicate professionally and respectfully with the professors, your email should include:
- Email subject including CRS 363
- A greeting
- Clearly written paragraph(s) indicating the question or concern you have
- End the message politely
- Be sure to include your name at the end

**ATTENDANCE, CLASS PARTICIPATION AND CLASS ETIQUETTE**

- The attendance policy for this course conforms to the Class Attendance Policy stated in the University’s Undergraduate Bulletin. All students are expected to attend and participate in class to enhance their learning. **Attendance will be checked promptly and recorded at the beginning of class.**

**Arriving Late:** If you arrive after roll has been called, it is incumbent on you, the student, to indicate at the end of class that you were late but present for class. Tardiness is disruptive to the instructor and fellow students. If any student is more than 15 minutes tardy for class, she/he will be considered absent. If tardiness becomes a problem, the instructor reserves the right to deduct points for tardiness at any time during the semester.

**Leaving Early:** Students who leave the classroom before the scheduled end of class without any prior notice will be viewed as absence for the day.

**Attendance policy** recognizes students’ need to miss class because of illness or personal emergency, or athletic team events. Inform the professor as far in advance as possible when conflicts or absences can be anticipated (e.g., athletic team events, work, medical procedures, etc.) by e-mail, phone, or by contacting the main office of the department that offers the course. **If you have an unavoidable “excused” absence (family crisis, death, or personal illness, or athletic team events), you must provide the professor with some type of documentation** such as an obituary, funeral card, or doctor’s excuse form. **Documentation is accepted up to 2 weeks after the absence.** After the absence, it is your responsibility to arrange a time with the instructor to find out what material you have missed.

Class attendance is your responsibility and your choice: if you choose to miss class, you are choosing to accept the consequences of your actions. It is your responsibility to find out what you missed and to prepare accordingly. **If you are not in class, you are still expected to have the assigned homework complete by the due date.**

- **All students are expected to conduct themselves in a professional manner at all times.** It is expected that you will be respectful to both the professor and other classmates. Class professionalism will be based upon timeliness to class, participation in class discussions, and professional class behavior.
Anything that is disruptive to the class is deemed disrespectful and unprofessional behavior, including the following behavior:

➢ Consistently arriving late to class without providing a valid reason to the professor
➢ Leaving early without telling the professor beforehand (The only exception to this is if you become ill during class.)
➢ Frequent side conversations with other students or talking loudly during lecture that is not related to the course
➢ Packing your bag before class is finished
➢ Listening to your music player when lecture is in session
➢ Inappropriate comments
➢ Rudeness toward any person
➢ Sleeping during class
➢ Doing other course-work in class
➢ Text Messaging
➢ Other disrespectful and unprofessional behaviors

Classroom disruptions will NOT be tolerated. The professor reserves the right to ask a student to take his/her belongings and leave the class if the student’s behavior is inappropriate and disrespectful, and lower his/her grade accordingly if the student repeatedly disrupt class.

▪ Turn off cell phones and other electronic devices that are not relevant to class. If a student’s cell phone rings or buzzes during class, the student will receive a first warning. For any further offense, one interruption will equal one absence.

▪ Your attendance and class participation is tied to your final grade for this class.

Points for attendance and class participation will be factored into the grade at the end of the semester. Class participation includes all in-class activities. If you are not in class, you will not receive credit for the in-class activity. No penalty will be given for 3 or fewer unexcused absences. However, 4-6 unexcused absences will result in a penalty of 20% points deduction from the class participation and professionalism points; 7-9 unexcused absences will result in a penalty of 50% points deduction; and 10-11 unexcused absence will lead to zero in class participation and professionalism. 12 or more unexcused absences will result in an automatic failure.

▪ There are NO MAKE-UPS FOR IN-CLASS ACTIVITIES! If you are not in class, you will not receive credit for in-class activity.

ASSIGNMENT REQUIREMENTS

▪ All take-home assignments must be turned in at the beginning of the scheduled class. Assignments turned in after class starts will be counted as late. Do not wait until the last minute to make printouts. Any computer problems will not be excused.

Email submission of written assignments WILL NOT BE ACCEPTED!
Late assignments WILL NOT BE ACCEPTED!

Please be aware of the fact that absence from class does NOT relieve the student of the responsibility of turning in the assignments on time.

The only exception to this rule is if you have documentation of an excused absence (i.e., doctor’s note, obituary, funeral card). If you have an excused absence the date an assignment is due, your assignment will be expected during the next class period after your return. If you have prior knowledge of an absence, it is expected that your assignment be turned in PRIOR to your absence.

▪ There are NO MAKE-UPS FOR IN-CLASS ASSIGNMENTS! If you are not in class, you will not receive credit for in-class activity.

▪ Written Assignments: All documents must satisfy the requirements as follows:
 ➢ typed and printed on printer,
 ➢ stapled,
 ➢ double-spaced,
 ➢ 10-12 font,
 ➢ 1-inch margins on all sizes,
 ➢ title of assignment centered on first page,
 ➢ use of header containing student name at left side and due date on right side,
 ➢ use of appropriate page number,
 ➢ appropriate citation for all references and quotations (APA style in the Publication Manual of the American Psychological Association, 6th edition),
 ➢ accurate spelling and grammar.

Citation Guides: APA Style on the webpage of UNCG Libraries (University Libraries—Research Guides—Citation Guides—APA Style):
http://uncg.libguides.com/citation/apa

The Writing Center at UNCG provides some information about APA Style:
https://writingcenter.uncg.edu/writing-assistance/grammar-and-usage/

EXAMS

There are two exams (midterm exam and final exam) to assess your knowledge of concepts and terms. Each exam will cover not only the assigned text material, but will also cover lectures, group exercises, and class discussions. In other words, you are responsible for everything that takes place in class.

Exams will primarily consist of multiple choices, matching, true/false, short answers, and essay questions, etc. If a student is late for a test, they will NOT be given additional time to complete the exam.

DO NOT MISS ANY EXAMS. Makeup exams will NOT be given except in very extenuating circumstances. In documented cases of emergency, please notify the instructor as soon as possible to arrange a makeup test.

GRADING POLICY
You are responsible for your own learning. Work with your own preferred style of learning to optimize your performance. We will make every effort to keep accurate records. However, it is also students’ responsibility to monitor grade reports and keep all materials related to the course.

Your grade will be determined entirely by your performance on the exams, in-class activities, assignments, course projects, class participation, class attendance and etc. Therefore, we cannot adjust grades due to factors outside of the course (e.g., GPA trouble, work conflicts, personal problems, etc.). Please feel free to come and speak with us about your performance in the course at any time during the semester. However, do not tell us that you need a certain grade or ask for extra assignments for the purpose of raising a grade. We have to treat everyone fairly.

Grades are based on the following point system (please refer to the tables below):

<table>
<thead>
<tr>
<th>Grading Systems</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Two Exams</td>
<td>300</td>
</tr>
<tr>
<td>Five Book Journals</td>
<td>100</td>
</tr>
<tr>
<td>Project: Domestic Sourcing (including Presentation)</td>
<td>120</td>
</tr>
<tr>
<td>Project: Global Sourcing (including Peer Review Process)</td>
<td>200</td>
</tr>
<tr>
<td>Doing Business with Global Suppliers Presentation</td>
<td>60</td>
</tr>
<tr>
<td>Assignment: Connection Between Fashion and the World</td>
<td>40</td>
</tr>
<tr>
<td>Assignment: Sustainability in the Garment Industry</td>
<td>60</td>
</tr>
<tr>
<td>In-class Activities</td>
<td>60</td>
</tr>
<tr>
<td>Attendance and Professionalism</td>
<td>60</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1000</strong></td>
</tr>
</tbody>
</table>

Your Final Grade (%) = Total points you have earned / 1000

The letter grade breakdown is shown below:

<table>
<thead>
<tr>
<th>Grade</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>A+</td>
<td>100 – 97%</td>
</tr>
<tr>
<td>B+</td>
<td>89 – 87%</td>
</tr>
<tr>
<td>C+</td>
<td>79 – 77%</td>
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<tr>
<td>D+</td>
<td>69 – 67%</td>
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<tr>
<td>F</td>
<td>Below 60%</td>
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<tr>
<td>A</td>
<td>96 – 93%</td>
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<tr>
<td>B</td>
<td>86 – 83%</td>
</tr>
<tr>
<td>C</td>
<td>76 – 73%</td>
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<tr>
<td>D</td>
<td>66 – 63%</td>
</tr>
<tr>
<td>A−</td>
<td>92 – 90%</td>
</tr>
<tr>
<td>B−</td>
<td>82 – 80%</td>
</tr>
<tr>
<td>C−</td>
<td>72 – 70%</td>
</tr>
<tr>
<td>D−</td>
<td>62 – 60%</td>
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</table>
Incomplete (for entire course)

Grades of incomplete will only be given to those students who have participated fully in the majority of the class and are under extenuating circumstances of which the instructor must be notified and provided adequate documentation of the excuse. An option to receive an incomplete will be at the discretion of the instructor. In addition, the reason for the incomplete must be verified and there must be a written agreement with the student that specifies the work to be performed and an according timetable for completion must be submitted.

ACADEMIC INTEGRITY

Students will be expected to do his/her own original work for exams and assignments. Students are responsible for familiarizing themselves with the UNCG policy on issues such as cheating, plagiarism, misuse of academic resources, falsification and facilitation of dishonest conduct. Procedures and penalties related to these and other violations of the Academic Honor Policy are found in the undergraduate bulletin as well as via the following web site: http://academicintegrity.uncg.edu/. Any violation of the Honor Policy may result in failure of the assignment and subsequently the entire course. Therefore, DO NOT JEOPARDIZE YOUR ACADEMIC FUTURE by participating in, or facilitating, any act of academic dishonesty.

SPECIAL NEEDS AND ACCOMMODATIONS

Please speak with us as soon as possible regarding any special needs or special accommodations that you require.

Accommodations: UNC-Greensboro seeks to comply fully with the Americans with Disabilities Act (ADA). Students requesting accommodations based on a disability must be registered with the Office of Disability Services in 215 Elliot University Center (EUC) or call 334-5440, or visit its website at http://ods.dept.uncg.edu, ods@uncg.edu. Please discuss your needs with us so that reasonable accommodations can be made.
# CRS 363: Global Sourcing of Apparel & Related Consumer Products (WI)

## Course Topics and Tentative Course Schedule for Fall 2017

<table>
<thead>
<tr>
<th>Week</th>
<th>Date</th>
<th>Topics and Assignments</th>
<th>Due</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>08/16 W</td>
<td>Course Introduction</td>
<td>Read Syllabus and Ch1</td>
</tr>
<tr>
<td></td>
<td>08/18 F</td>
<td>Ch1 – Introduction to Global Sourcing</td>
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<tr>
<td></td>
<td></td>
<td>Assignment #1 – Connection Between Fashion and the World: Survey of Your Wardrobe</td>
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<tr>
<td>2</td>
<td>08/21 M</td>
<td>Ch1 – Continue</td>
<td></td>
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<tr>
<td></td>
<td>08/23 W</td>
<td>Ch1 – Continue</td>
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<tr>
<td></td>
<td>08/25 F</td>
<td>Ch2 – Theoretical Perspective of Global Sourcing</td>
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<td></td>
<td></td>
<td>Doing Business with Global Suppliers Presentation</td>
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<tr>
<td></td>
<td></td>
<td>(Forming Groups &amp; Selecting Topics)</td>
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<tr>
<td></td>
<td></td>
<td>Project: Global Sourcing</td>
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<td>Project: Domestic Sourcing</td>
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<tr>
<td></td>
<td></td>
<td>Book Journal #1</td>
<td></td>
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<tr>
<td>3</td>
<td>08/28 M</td>
<td>Ch2 – Continue</td>
<td>Assignment #1 Due on 08/28</td>
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<tr>
<td></td>
<td>08/30 W</td>
<td>Ch3 – Trends in Global Sourcing</td>
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<td></td>
<td>09/01 F</td>
<td>Ch3 – Continue</td>
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<tr>
<td>4</td>
<td>09/04 M</td>
<td>(NO CLASS) Labor Day Holiday</td>
<td>Book Journal #1 Due on 09/08</td>
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<tr>
<td></td>
<td>09/06 W</td>
<td>Global Sourcing Library Resources Workshop by Mr. Cramer (177A Library Computer Classroom)</td>
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<td></td>
<td>09/08 F</td>
<td>Ch4 – Global Sourcing Options</td>
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<td></td>
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<td>Assignment #2 -- Sustainability in TA Industries</td>
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<td></td>
<td></td>
<td>Book Journal #2</td>
<td></td>
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<tr>
<td>5</td>
<td>09/11 M</td>
<td>Ch4 – Continue</td>
<td>Book Journal #2 Due on 09/13</td>
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<tr>
<td></td>
<td>09/13 W</td>
<td>Ch4 – Continue</td>
<td></td>
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<tr>
<td></td>
<td>09/15 F</td>
<td><strong>Exam #1 (Ch1-Ch4)</strong></td>
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<td><strong>Book Journal #3</strong></td>
<td></td>
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<tr>
<td>6</td>
<td>09/18 M</td>
<td>Ch5 – Step 1: New Product Development</td>
<td>Book Journal #3 Due on 09/20</td>
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<td></td>
<td>09/20 W</td>
<td>Ch5 – Continue</td>
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<tr>
<td></td>
<td>09/22 F</td>
<td>Ch5 – Continue</td>
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<td><strong>Book Journal #4</strong></td>
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<tr>
<td>7</td>
<td>09/25 M</td>
<td>Ch6 – Step 2: Macro Environmental Analysis</td>
<td>Book Journal #4 Due on 09/27</td>
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<td></td>
<td>09/27 W</td>
<td>Ch6 – Continue</td>
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<tr>
<td></td>
<td>09/29 F</td>
<td>Global Sourcing Project</td>
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<td></td>
<td><strong>Book Journal #5</strong></td>
<td></td>
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<tr>
<td>Week</td>
<td>Dates</td>
<td>Assignments</td>
<td>Notes</td>
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</tbody>
</table>
| 8    | 10/02 M  
10/04 W  
10/06 F | Ch7 – Step 3: Micro-Level Supplier Analysis  
Ch7 – Continue  
Ch7 – Continue | Book Journal #5 Due on 10/04 |
| 9    | 10/09 M  
10/11 W  
10/13 F | *(NO CLASS) Fall Break*  
Ch8 – Step 4: Purchase Order and Methods of Payment  
Ch9 – Step 5: Preproduction, Production, and Quality Assurance  
*Project: Domestic Sourcing* | Assignment #2 Due on 10/11 |
| 10   | 10/16 M  
10/18 W  
10/20 F | Ch10 – Step 6: Logistics and Importing Processes  
Global Sourcing Project  
Presentation – Doing Business with Global Suppliers (Group 1) | Group 1 PPT Due 10/20 |
| 11   | 10/23 M  
10/25 W  
10/27 F | Presentation – Doing Business with Global Suppliers (Group 2)  
Peer Review of Global Sourcing Project Paper  
Peer Review of Global Sourcing Project Paper | Group 2 PPT Due 10/23  
Global Sourcing Project Paper Draft Due 10/23 |
| 12   | 10/30 M  
11/01 W  
11/03 F | Presentation – Doing Business with Global Suppliers (Group 3)  
Presentation – Doing Business with Global Suppliers (Group 4)  
Global Sourcing Project | Peer Review Due 10/30  
Group 3 PPT Due 10/30  
Group 4 PPT Due 11/01 |
| 13   | 11/06 M  
11/08 W  
11/10 F | Ch11 – Step 7: Sourcing Performance Evaluation  
Ch12 – Current and Future Global Sourcing  
Domestic Sourcing Project | Global Sourcing Project FINAL Paper Due 11/06 |
| 14   | 11/13 M  
11/15 W  
11/17 F | Domestic Sourcing Project  
Domestic Sourcing Project  
Domestic Sourcing Project | Return Global Sourcing Papers to Peers |
| 15   | 11/20 M  
11/22 W  
11/24 F | Presentation – Domestic Sourcing Project  
*(NO CLASS) Thanksgiving Holiday*  
*(NO CLASS) Thanksgiving Holiday* | Domestic Sourcing Project Paper & PPT Due on 11/20 |
| 16   | 11/27 M  
11/29 W | Presentation – Domestic Sourcing Project  
Review for Final Exam | |

*Final Examination (Ch5-Ch12): 12:00 – 3:00 P.M.*

The schedule and procedures in this course, as outlined in this syllabus, are subject to change in the event of extenuating circumstances and/or as deemed appropriate by the professor.