NYU STERN Global Education

# Global Education

NYU Stern School of Business &
University of Cape Town Graduate School of Business

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## Doing Business in South Africa (Cape Town)
## DBIN-GB.3318.D1

**Cape Town, South Africa**
January 11 – 22, 2027

**Pre-departure Class**: December 1, 2026

## The Course

Cape Town and its hinterland boast a distinctive history, character, climate, and environment. Our city serves as a gateway to understanding the diversity and complexity of South Africa as a nation, and Africa as a continent. the end of your time with us, you will have an in depth understanding of some of the key issues that shape the economy and society of the city today.

The program we've created for you is shaped by the relationship between inequality and opportunity. Based on household income, South Africa is the most unequal country in the world, which results in high unemployment and underemployment, limited access to healthcare, housing, education, and other essential services, as well as tightly restricted markets for consumer goods and services. Still, South Africa also presents important opportunities: high levels of creativity, a young population, access to the wider markets of sub-Saharan Africa, energy, and resilience.

Our first theme will focus on "adding value," covering small business incubation, entrepreneurship, and creativity in the face of adversity. You will have the chance to connect with people from across the economic spectrum, from Cape Town's townships to the wealth of the CBD and Waterfront area. Our second theme addresses food and energy security, both of which are important national priorities. Our third theme explores the role of the informal economy in generating economic value. Taken together, these three themes will provide you with insights into the business environment of Cape Town, augmented by expert perspectives on "South Africa today and tomorrow."

In preparation for this course, and to get the most out of your time with us in Cape Town, you should read all the recommended sources. This will prepare you for your team project, position you to appraise other team project presentations critically, and enable you to make the best choice of topic for your individual assignment. By the end of this course, you will:

1. Develop an understanding of the challenges and opportunities of doing business in an emerging economy, including how specific political, economic, and historical factors shape business in South Africa today, and of the importance of leadership;
2. Be capable of evaluating claims for opportunities at the "base of the pyramid" against the realities of creating value through enterprise development in low-income communities;
3. Value the principles of food security and sustainable energy, and the significance of a suitable mix of government practices and business innovation;
4. Grasp the necessity for appropriate leadership models.

We look forward to welcoming you to Cape Town.

Martin Hall
Emeritus Professor, University of Cape Town
Program Convenor

## Group Projects, Individual Assignments and Grading

Check back later for more information on the deliverables.

### Grading

DBi courses are developed by Stern in collaboration with its partner schools. Therefore, DBi courses follow the same grading policies of all Stern courses. Letter grades are given and recorded on the student's Stern transcript. The final grade is calculated into the Stern GPA. All course requirements stated on the syllabus must be met to receive a passing letter grade. Assignments are graded by the host school faculty member. Final credit is awarded once the official transcript is received from the school abroad.

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| A | Excellent |
| A- | |
| B+ | |
| B | Good |
| B- | |
| C+ | |
| C | Poor |
| C- | |
| D+ | |
| D | Minimum requirements for credit |
| F | Failing |

Students who fail a DBi course will not receive credit and must make up these credits through additional coursework.

### *Mandatory Pre-Departure Class

A mandatory pre-departure class will be held in February from 5:00 – 6:00 pm at Stern to meet in study groups, review logistics, and discuss pre-trip work. The room for the session will be emailed to enrolled students prior to the date. Please contact the Global Education team if you have any concerns or questions on attending the pre-departure class session.

### Attendance

Due to its accelerated nature, each class session or company visit missed will be recorded as an individual absence and impact the student's grade by one level (e.g. for each unexcused absence, a B becomes a B-, a B- becomes a C+). Only documented serious illness, family emergency, religious observance, or civic obligation will be considered for excused absences.

## Course Requirements

- Attend all lectures, presentations and site visits during the academic program
- Complete all assessments
- Actively participate in class discussions and debates

### Important Information Available on NYU Brightspace

On the NYU Brightspace site for this course, enrolled students can see view additional information related to this course under specific tabs, including (but not limited to):

- Visa: Learn more about any visa requirements for US and non-US citizens. It is the student's responsibility to apply and receive the appropriate visas for their passports in a timely manner for the course. Stern is not responsible for determining your country's visa requirements or securing your visa for you. International students must review information from the NYU Office of Global Services. Please visit the OGS website for

additional travel details or schedule an appointment with an adviser to renew/obtain the appropriate travel signatures.

- Online Forms: Submit required passport scans, resumes, and dietary needs
- Safety & Health: View emergency contacts/procedures as well as regional safety information
- Readings: access required readings
- Accommodations: Lodging and breakfast is included in the DBi program fee (as are meals indicated as such in the schedule. Students will have double occupancy bedroom accommodations. If you would like to book additional nights, you will be able to do so at your own expense either on your own or through the travel agency contracted by NYU Stern for support during the DBi. If you would like to upgrade to single occupancy bedroom, you will also be able to do so at your own expense through the travel agency. Please note that due to high demand during the busy travel season, the option to upgrade to a single room may become unavailable. To secure your upgrade, make sure to submit your request and payment to our travel provider within the specified timeframe. Please note that the cost of the rooms that you book through the travel agency may include additional costs.
- Destination Info: Access links relevant to visiting the DBi area

## Deliverables

## Course Deliverables

### Pre-Readings

Required pre-readings and videos have been uploaded into NYU Brightspace under the "Pre-Readings" tab.

### Assignments

For academic questions, please contact Prof. Martin Hall via martin.hall@uct.ac.za.

Additional information will be shared on Brightspace at a later time.

## Academic and Classroom Information

### Course Materials

Materials will consist of articles and case studies which will be provided to students in advance of the course start date via a class website and/or as hard copies through Stern.

### Study Groups

Study groups of 5-7 students will be randomly assigned before the Pre-Departure class.

### Internet

During the program, students will have access to the facilities at the Graduate School of Business Breakwater Campus. Internet access will be via the Eduroam service, with authentication through student registration at NYU Stern. While bandwidth and connection speed in Cape Town will be fine for routine web browsing, email communication and the like, please remember that this is not New York; large file downloads and demanding, real-time services can be a challenge.

### Student Wellness

Our aim is for students to be as successful academically as they can, and to help them overcome any impediments to that. Any student who may be struggling and believes this may affect their performance in this course is urged to contact the Moses Center for Student Accessibility (see also the Student Accessibility section of this syllabus) at 212-998-4980 to discuss academic accommodations. If mental health assistance is needed, call the NYU's 24/7 Wellness Exchange hotline 212-443-9999. Furthermore, please approach the Global Education team if you feel comfortable

doing so. This will enable them to provide relevant resources or referrals. There are also drop in hours and appointments. Find out more at http://www.nyu.edu/students/health-and-wellness/counseling-services.html

Graduate students can also reach out to the Academic Advising team at academicaffairs@stern.nyu.edu if you would like to receive more information or further support.

## Students Accessibility

If you will require academic accommodation of any kind during this course, you must notify the Global Education team at the beginning of the course and provide a letter from the Moses Center for Student Accessibility (212-998-4980, mosescsa@nyu.edu) verifying your registration and outlining the accommodations they recommend. If you will need to take an exam at the Moses Center for Student Accessibility, you must submit a completed Exam Accommodations Form to them at least one week prior to the scheduled exam time to be guaranteed accommodation. For more information, visit the CSA website: https://www.nyu.edu/students/communities-and-groups/student-accessibility.html

## Pre-Requisites

Full-time MBA students are eligible to register for a DBi in the same semester in which they are registered to complete their Stern Core requirements (except Professional Responsibility). Langone MBA students are eligible to register for a DBi in the same semester in which they are registered to complete their 15th credit and must have completed one year at NYU Stern.

## Activities

This course requires some physical activity, including walking outdoors for multiple hours on varying terrain. Students should pack appropriate clothing for such activity.

## Prescriptions

Students are responsible for checking their medical prescriptions, and gaining legal clearance to bring those prescriptions to the destination from a doctor or licensed medical professional.

## Name Pronunciation and Pronouns

NYU Stern students now have the ability to include their pronouns and name pronunciation in Albert. We encourage you to share your name pronunciation and preferred pronouns this way. Please utilize this link for additional information: Pronouns & Name Pronunciation

## Religious Observances and Other Absences

NYU's Calendar Policy on Religious Holidays states that members of any religious group may, without penalty, absent themselves from classes when required in compliance with their religious obligations. You must notify the Global Education team in advance of religious holidays or observances that might coincide with exams, assignments, or class times to schedule mutually acceptable alternatives. Students may also contact religiousaccommodations@nyu.edu for assistance.

NYU Stern is committed to ensuring an equitable educational experience for all students regardless of identity or circumstances and strives to recognize the obligations its students have outside of Stern. Please review all class dates at the start of the semester and review all course requirements to identify any foreseeable conflicts with exams, course assignments, projects, or other items required for participation and attendance. If you are aware of a potential conflict, please contact the Global Education team as soon as possible to discuss any potential conflicts to determine whether/how they can be accommodated.

## Inclusion Statement

This course strives to support and cultivate diversity of thought, perspectives, and experiences. The intent is to present materials and activities that will challenge your current perspectives with a goal of understanding how

others might see situations differently. By participating in this course, it is the expectation that everyone commits to making this an inclusive learning environment for all.

## Program Costs

1. Stern tuition for 3 credits
2. $3,150 DBi Program Fee (to be confirmed) for Cape Town, South Africa
    a. Includes:
        - Site visits with bus transport
        - Group meals and activities as indicated on the final schedule. We cannot guarantee that all dietary preferences or allergies can be accommodated.
        - Shared Accommodations with a roommate, includes breakfast for 11 nights
3. Additional Expenses to be Covered by Student (EXCLUDED from DBi Program Fee):
    - Airfare and visa fees
    - Incidentals at hotel (e.g., telephone, laundry, minibar, room service, fax, etc.)
    - Transfer to and from airport
    - Personal Expenses
    - Entertainment
    - Local transport (taxis etc.) unless otherwise noted
    - All other meals not arranged by the program

It is your responsibility to confirm that your scholarships and/or other financial aid will cover your DBi tuition and/or other expenses. If you receive financial aid, scholarships or other financial benefits, you will need to meet with the Financial Aid office or other relevant departments in a timely manner to understand your coverage for the DBi.

The DBi Program Fee for this course is non-refundable after the communicated date. There are no partial refunds provided for students who do not participate for any reason in program activities. Students who do not join activities included in the schedule for any reason will not be reimbursed or refunded for the cost of those activities. Students who do not eat during group meals for any reason will not be reimbursed or refunded for the cost of the meal and must make alternative arrangements on their own.

## Policies

All students on this course are expected to abide by the Stern Code of Conduct and DBi Community Conduct & Responsibilities. Please review all policies and procedures through the links below.

### DBi Program Policies

https://nyustern.campusgroups.com/global/course-policies/
In particular, please review the DBi Community Conduct:
https://nyustern.campusgroups.com/global/dbi-community-conduct/

### NYU Stern Code of Conduct:

https://www.stern.nyu.edu/portal-partners/student-engagement/student-life/life-stern/code-conduct#t

### NYU Travel Release Agreement

https://drive.google.com/file/d/164xaVhhNjnmcgpaK9M2N6o9xCZTJObV1/view

Students are required to submit their own work. Ideas, data, direct quotations, paraphrasing, or any other incorporation of the work of others must be clearly referenced. To do otherwise constitutes plagiarism. Students suspected of any form of plagiarism will be subject to disciplinary action.

Please pay special attention to the policies regarding punctuality and attendance – infractions of which can result in grade deductions.

What this means for you:

- Take action if you think either of these codes may have been violated
- Inform the student who may be breaking it
- If appropriate, speak with the DBi Stern administrator on the program
- You are not expected to police your peers…but are encouraged to speak up so that we all are able to learn and enjoy the experience.

These guidelines and policies are designed for everyone's safety and learning. One person's actions or behavior should never negatively impact another student's experience, inside or outside of the classroom, or tarnish the reputation of the class and school. Code of Conduct violations will be reported to and handled by the MBA Judiciary Council and/or the MBA Academic Policy Board upon return to Stern.

NYU Stern reserves the right to bar, remove, or dismiss any student with a code of conduct violation from participating in a global course.

## Academic Integrity

We take pride in our well-rounded education and approach our academics with honesty and integrity. Indeed, integrity is critical to all that we do here at NYU Stern. As members of our community, all students agree to abide by the NYU Academic Integrity Policies as well as the NYU Stern Student Code of Conduct, which includes a commitment to:

- Exercise integrity in all aspects of one's academic work including, but not limited to, the preparation and completion of exams, papers and all other course requirements by not engaging in any method or means that provides an unfair advantage.
- Clearly acknowledge the work and efforts of others when submitting written work as one's own. Ideas, data, direct quotations (which should be designated with quotation marks), paraphrasing, creative expression, or any other incorporation of the work of others should be fully referenced.
- Refrain from behaving in ways that knowingly support, assist, or in any way attempt to enable another person to engage in any violation of the Code of Conduct. Our support also includes reporting any observed violations of this Code of Conduct or other School and University policies that are deemed to adversely affect the NYU Stern community.