

## Course Syllabus ( International Business Negotiation)

<b>Course Chinese Title:</b> 国际商务谈判	<b>Course Category (Compulsory/ Elective) :</b> Elective	
<b>Course English Title:</b> International Business Negotiation		
<b>Total Hours/ Hours Per Week/ Credit(s):</b> 32/2/2	<b>Lab Practice/ Practical Hours:</b> 16	
<b>Prerequisites:</b> International Business Practice		
<b>Follow-up course:</b> None		
<b>Time:</b> 10 :25- 12:00, Monday 1-16weeks	<b>Classroom:</b> 5208 Guancheng Campus	
<b>Class:</b> 2021 International Business (Industry-University International Program)Class 1 (2021 国际商务产学国际 1 班)		
<b>College:</b> School of Economics and Management		
<b>Instructor Name/ Academic Title:</b> Lu Xiaoqing/Associate Professor		
<b>Office Hour:</b> By Appt. at Room 3203, Guancheng Campus		
<b>Course Assessment Method:</b> Open book test () Close book test (✓) Report () Other (), see <b>Assessment and Grading table below</b>		
<b>Required Textbook:</b> Hu Linzhu, etc International Business Negotiation (April, 2021) , China Renmin University Press		
<b>Supplementary Materials:</b> Liu Yuan, International Business Negotiation (5th Edition July 2022), University of International Business and Economics Press		
<b>Course Description:</b> International business negotiation is a process in which international business activities are conducted by business participants from different countries in order to reach a certain transaction and negotiate with each other through information exchange. In a sense, international business negotiation is competition for comprehensive strength in terms of knowledge, skills, perseverance and finance.		
<b>Course Learning Objectives and its supporting on the requirement for graduation:</b>		
<b>Course Learning Objectives</b>	<b>Measurements on Requirement for Graduation</b>	<b>Requirement for Graduation</b>
<b>CO1:</b> To have a general idea of theories, modes and rules of international trade; ● To know Composition, Classification and Basic Procedure of international trade	2.1 Students should have basic knowledge of economic management courses in	2 Economics knowledge and skills: students should master the basic knowledge of economics disciplines and be familiar with the relevant guidelines, policies, regulations and international practices and rules of

negotiation ; ● To know Negotiation Styles in Different Countries ● To know how to sign and perform a contract for international trade.				economics, management, international trade and international investment practice.	import and export trade, and have the ability to operate the whole process of international trade as well as the ability to engage in international trade, international investment, transnational business and management and economic theory and policy research in import and export trade enterprises, multinational corporations and government departments.			
CO2: To apply professional knowledge and create new methods to settle the problem.				6.3 Students shall have the ability to apply and innovate knowledge.	6. Practical knowledge and practical ability: students should have strong sense of autonomous learning, knowledge renewal and lifelong learning, and have practical knowledge and sustainable practical ability of their major.			
CO3: To understand and be familiar with the relevant conventions, treaties and laws when dealing with international business. To have a good logical thinking and communication skills				7.1 Students should have effective business communication, good logical thinking and language skills.	7 Communication Skills and Writing Expressions: Students should have strong communication skills good logical thinking, language communication skills and professional leadership  Domain's written writing ability.			
Lecturing Plan								
Week	Topic	Instructor	Hours	Contents （Key point、Difficulty、 Ethical and political learning）	Instructional Mode （Blending/	Activities	Assignment	Supporting Course Objectives

					Offline)			
1	1. Introductions to International Business Negotiation (IBN)	Lu Xiaoqing	2	<b>Keypoints:</b> Definition and Characteristics of International Business Negotiation  <b>Difficulty:</b> Main Theory and Principle of International Business Negotiation	Offline	Lecture	<b>Reading:</b> Chapter 1 P1-15	<b>CO1</b>
2	Composition, Classification and Basic Procedure of (IBN)	Lu Xiaoqing	2	<b>Keypoints:</b> Types and Basic procedure of IBN  <b>Difficulties:</b> Apply different types of IBN under different circumstances	Offline	Lecture/TBL	Difficulties review/Online Exercises	<b>CO1</b>
3	Preparation for IBN	Lu Xiaoqing	2	<b>Keypoints:</b> master the staffing and structure of negotiation team  <b>Difficulties:</b> know the contents of negotiation plan and the ways of making negotiation plan  <b>Ethical and political learning:</b> cultivate the spirit of cooperation and sense of responsibility	Offline	Lecture/PBL	Difficulties review/Online Exercises	<b>CO1</b>
4	Opening for IBN	Lu Xiaoqing	2	<b>Keypoints:</b> Know various types of strategies in the opening stage of IBN  <b>Difficulties:</b>	Offline	Lecture/TBL	None	<b>CO1</b>

				Identify different types of negotiation atmosphere				
5	Consultation for IBN	Lu Xiaoqing	2	<b>Keypoints:</b> familiarize with the procedures in the consultation stage <b>Difficulties:</b> Master the strategies of bargaining <b>Ethical and political learning:</b> <b>Cultivate the sense of win-win</b>	Offline	Lecture	Online Exercises	<b>CO1</b>
6	Closing of IBN	Lu Xiaoqing	2	<b>Keypoints:</b> Master how to judge the end of the negotiation; Draft the contract <b>Difficulties:</b> familiarize with strategies to facilitate the transaction	Offline	Lecture	Online Exercises	<b>CO1</b>
7	Negotiation Styles in Different Countries	Lu Xiaoqing	2	<b>Keypoints:</b> familiarize with the styles of negotiators from major trading countries <b>Difficulties:</b> master the tactics to deal with foreign negotiators <b>Ethical and political learning:</b> <b>Abide by different cultures and maintain confidence</b>	Offline	Lecture	Online Exercises	<b>CO1</b>
8	Review of the whole text book	Lu Xiaoqing	2	<b>Keypoints:</b> Review and Summarize and Disabuse	Offline	Lecture/TBL	Online Exercises	<b>CO1</b>
Total:			16					

Practice Plan							
Week	Topic	Instructor	Hours	Contents (Key point、Difficulty、 Ideological and political learning)	Practice Type (Verified / Integrated / Designed)	Activities	Supporting Course Objectives
9-16	Practice	Lu Xiaoqing	16	Simulating negotiation according to the above procedure. <b>Ethical and political learning: cultivate the spirit of cooperation and sense of innovation to solve problems .</b>	Integrated	By group or individual	CO2&CO3
Total:			16				

Grading						
Course Learning Objectives	Supported Measurements	Assessments and grading Percentage (%)				Supporting Course Objectives
		Homework	Practice	Final Term Paper		
CO1	2.1	30	0	0		30
CO2	6.3	0	10	25		35
CO3	7.1	0	10	25		35
Total		30	20	50		100

**Syllabus Submission Date: Feb.22nd, 2024**

**School Reviewal:** Agree

Signature: 范鹏

Date: 2024.2.29

## Appendix: Rubrics

### Homework

Measurement	Criteria			
	A (100)	B (85)	C (60)	D (0)
Understanding and Answer (40%)	Shows a full understanding of class concepts.	Shows a good understanding of class concepts.	Shows an average understanding of class concepts	Shows no understanding of class concepts
Accuracy and Logical Thinking (40%)	Very strong supporting material, logical explanations, and elaboration	Moderately strong supporting material, logical explanations, and elaboration	Average strong supporting material, logical explanations, and elaboration	Very weak supporting material, logical explanations, and elaboration.
Attitude to Homework (20%)	Takes homework seriously	Takes a better attitude to homework	Takes an average attitude to homework	Takes a bad attitude to homework

**Practice**

Measurement	Criteria			
	A (100)	B (85)	C (60)	D (0)
Business Letter Practice (100%)	Showsexcellent communication skills and abilities;	Showsbetter communication skills and abilities;	Showsmediocre communication skills and abilities;	Showspoor communication skills and abilities;