

(International Business Negotiation) Course Syllabus

Course Chinese Title: 国际商务谈判	Course Category (Compulsory/ Elective) : Compulsory
Course English Title: International Business Negotiation	
Total Hours/ Hours Per Week/ Credit(s): 32/2/2	Lab Practice/ Practical Hours: 16
Prerequisites: None	
Teaching Time: Tuesday 10:25-12:00	Classroom: 6401 Guancheng Campus
Class: 2018 International Economics and Trade (International Business Industry-University International Program)	
College: Economic and Management	
Instructor Name/ Academic Title: Xinyao Huang	
Office Hour: Monday 14:30-16:30	
Course Assessment Method: Open book () Close book () Report () Other (✓)	
Required Textbook: Claude Cellich & Subhash C. Jain: Practical Solutions to Global Business Negotiations. China Renmin University Press, 2013.	
Supplementary Materials: 刘园：国际商务谈判（第四版），中国人民大学出版社，2019	
Course Description: International Business Negotiation is a course which offers the basic definitions, processes, and strategies of negotiations in the context of international business, as well as some other related concepts and rationales in social exchange and cultures. In this course, some topics such as what is negotiation, to whom negotiate, why to negotiate and how to negotiate are demonstrated and discussed. As negotiation is an activity in human communication in social life, some cases on successful and unsuccessful negotiations are presented and analyzed, through which the important principles and tactics are proved to be significant and necessary.	
Course Objectives Knowledge Object: LO1: Understand the basic knowledge and theoretical viewpoints of business negotiation. LO2: Master the basic principles and methods of business negotiation	本课程与学生核心能力培养之间的关联(授课对象为理工科专业学生的课程填写此栏) : <input type="checkbox"/> LOs 1. <input type="checkbox"/> LOs 2. <input type="checkbox"/> LOs 3.

<p>Ability Object:</p> <p>LO3: Cultivate the basic principles and methods of business negotiation</p> <p>LO4: Use the concepts of business negotiation to analyze cases in reality</p> <p>Quality Object:</p> <p>LO5: Be able to broaden international vision</p> <p>LO6: Develop good professional ethics, excellent capability in interpersonal and social activities</p>	<p>☐LOs 4.</p> <p>☐LOs 5.</p> <p>☐LOs 6.</p> <p>☐LOs 7.</p> <p>☐LOs 8.</p>
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Course Plan (以《有机化学》课程部分知识点为例)

Week	Topic	Instructor	Hours	Expected Learning Outcomes	Instructional Mode (Online/Blending/Offline)	Activities	Assignment	Supporting Course Objectives
1	Introduction	Xinyao Huang	2	Overview of international negotiation Key points: Nature Difficulties: characteristics & process	Blending: U-learning	Lecture		LO1
2&3	Factors that affect negotiation	Xinyao Huang	4	2 kinds of factors that affect negotiation Key points: Objective factors Subjective factors Ethical and Political Learnings: Through case study, cultivate students' self-discipline	Blending: U-learning	Lecture Discussion		LO1.2.5.6

				consciousness				
4&5	International & cross-cultural negotiation	Xinyao Huang	2	<p>Role of culture in negotiations Key points: Difference in different countries Difficulties: simulation Ethical and Political Learnings: Through cross-cultural negotiations, establish the concept of intercultural communication</p>	Blending: U-learning	Lecture; Discussion; Simulate negotiation	Further readings	LO1.3.4
6	Negotiating style	Xinyao Huang	1	<p>Selecting your negotiating style Key points: pros & cons of different styles Difficulties: application</p>	Blending: U-learning	Lecture; Discussion; Simulate negotiation		LO1.2.3
7&8	The beginning of negotiation	Xinyao Huang	2	<p>Prepare negotiation Key points: What needs preparation? Difficulties: Set plans</p>	Blending: U-learning	Lecture		LO1.2
10	Strategies	Xinyao Huang	1	<p>Strategies in each period Key points: 5 situations Difficulties: what to do in 5 situations Ethical and Political Learnings: Through case study, cultivate students' the</p>	Blending: U-learning	Lecture; Discussion	Further readings	LO1.2

				traditional Chinese culture and cultivate cultural confidence			
11	Skills	Xinyao Huang	1	Skills of Listen, Ask, Answer, Look, Negotiate, etc. Difficulties: Applications	Blending: U-learning	Lecture: Discussion	LO1.2.3
13	Etiquettes	Xinyao Huang	1	Protocols & Etiquettes Key points: Concepts Difficulties: Application		Lecture: Discussion	LO1.2.3.5.6
14	Strategies for small enterprises negotiating with large firms	Xinyao Huang	2	Key points: Difficulties:	Blending: U-learning	Lecture	LO1.2.3.4.5
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
4&5	International & cross-cultural negotiation	Xinyao Huang	2	Role of culture in negotiations Key points: Difference in different countries Difficulties: simulation	Verified	Simulate Negotiation	LO1.3.4
6	Negotiating style	Xinyao Huang	1	Selecting your negotiating style Key points: pros &	Verified	Simulate Negotiation	LO1.2.3

				cons of different styles Difficulties: application			
7&8	The beginning of negotiation	Xinyao Huang	2	Prepare negotiation Key points: What needs preparation? Difficulties: Set plans	Verified	Simulate Negotiation	LO1.2
9&12	Case Study	Xinyao Huang	4	Cases	Verified	Discussion/Simulate Negotiation	LO3.4.5.6
10	Strategies	Xinyao Huang	1	Strategies in each period Key points: 5 situations Difficulties: what to do in 5 situations	Verified	Discussion Simulate Negotiation	LO1.2
11	Skills	Xinyao Huang	1	Skills of Listen, Ask, Answer, Look, Negotiate, etc. Difficulties: Applications	Verified	Simulate Negotiation	LO1.2.3
13	Etiquettes	Xinyao Huang	1	Protocols & Etiquettes Key points: Concepts Difficulties: Application	Verified	Simulate Negotiation	LO1.2.3.5.6
15&16	Final: Simulate Negotiation	Xinyao Huang	4	Simulate Negotiation	Verified	Simulate Negotiation	LO1.2.3.4.5
Total:			16				
Assessment and Grading							
Assessment Method				Evaluation Criteria		Percentage (%)	Supporting Course Objectives
Attendance & Participation				Late (-2 points), Absent (-5 points), Active (2-5 points)		25%	CO1.2
Discussion & Performance				5-class system		25%	CO1.2.3.4

Final Simulate Negotiation	100-points system	50%	CO3.4.5.6
Syllabus Submission Date: 2020.8.26			
School Reviewal:			
Approved			
Signature: 洪志远			
Date: 2020.08.29			