# **Syllabus of International Business Negotiation**

# **国际商务谈判教学大纲**

# Course Code（课程代码）: MGT 4103E

**Course Name（课程名称）:** International Business Negotiation/国际商务谈判

**Semester（开课学期）: 6**

**Credits（学分）**/**Academic Hours（学时）:** 3/48

**Course Type（课程类别）:** Specialized Course（专业拓展课）

**Prerequisite(s)（先修课程）:** Principles of Marketing

**Offered by（开课单位）:** School of Economics and Management （经济与管理学院）

**Prepared by（执笔人）:** Bi Zhantian（毕占天）

**Reviewed by（审核人）:** Xu Xiangdong（徐向东）

**Approved by（审批人）:** LiuHonggmin（刘洪民）

**1. Course Overview (including course description, objectives, outcomes, content)【课程简介（包含课程性质、目的、任务和内容）】**

This course is an introduction to the art and science of negotiating. Course includes both theoretical and professional readings. Negotiation is placed within the context of decision-making behavior, as defined in the psychology literature. Comparisons are made between "western" and "eastern" modes of negotiating. Including reference to the "san shi liu ji". Students will conduct one-on-one negotiations in class. This course references negotiations within the context of labor-management contracts and group negotiation, but is not focused on those skills. Upon completion of the course, the students should be able to:

* Demonstrate their understanding of core negotiation concepts and terminologies.
* Demonstrate their understanding of negotiation law.
* Demonstrate an in-depth understanding of negotiation procedures and techniques.
* Demonstrate their understanding of business negotiation strategy and related skills.
* Demonstrate their understanding of western and eastern modes of negotiation.
* Exhibit their ability to use basic negotiate models and skills to real negotiation situation.

**2. Methods of Instruction（教学方法）**

Lecturing, Q & A, class discussion, and demonstrating methods are mainly used for most of lectures. In addition, presentation, quizzes, research paper and homework assignment are also given in due time to check the students’ learning outcomes.

**3. In-class and Extracurricular Teaching and Learning Arrangement and Basic Requirements（课内外教学环节教学安排及基本要求）**

Teaching and Learning components and academic hour allocation are shown in Table 3-1

**Table 3-1 Teaching and Learning Components and Academic Hour Allocation**

| No. | Course Content | In-class Academic Teaching Hours | Extracurricular Hours |
| --- | --- | --- | --- |
| 1 | Overview: Theory of Conflict & Bargaining | 3 | 3 |
| 2 | Decision-making Under Stress – A Model | 4 | 4 |
| 3 | Chinese management articles | 4 | 4 |
| 4 | Theory and Practice- Distributive Bargaining | 4 | 4 |
| 5 | Negotiation in Class – buying/selling a bicycle | 4 | 4 |
| 6 | In-class Negotiation - Renting an Apartment | 4 | 4 |
| 7 | Theory and Practice- Integrative Bargaining | 4 | 4 |
| 8 | In-class Negotiation - Pakistani Prunes | 4 | 4 |
| 9 | Cultural Concepts, The Chinese Concept | 3 | 3 |
| 10 | In class negotiation - 500 English Sentences; Individual Differences and Power | 6 | 6 |
| 11 | Resolving Differences, Escalation, and Communication | 4 | 4 |
| 12 | In class negotiation - Sick Leave; salary Negotiation; Sick Leave, number 2; Summing Up | 4 | 4 |
| Total |  | 48 | 48 |

**4. Extracurricular Learning Requirements（课外学习要求）**

Students are required to spend extracurricular hours before class, to acquaintance themselves with the basic concepts and terminologies, as well as after class, for homework assignments.

For extracurricular learning materials, see the references listed in Part 7. Learning through search engines and E-Learning are also encouraged.

There will be homework assignments every 1-2 weeks. You may discuss homework questions with your classmates; however, it has to be your individual work. You have to submit your solution file for each assignment immediately after you are notified. The due date for each assignment will be announced when the homework are assigned. Late submission will cause penalty on the grade. Plagiarism in assignments is considered as academic dishonesty and failing grades in a particular assignment will be given for the students involved in plagiarism according to the seriousness of offense.

The students may also be required to submit a research paper which is regarding negotiation theory and/or its applications, one current and real-world business negotiation issue and so on. The purpose of this paper is to improve the ability of academic research. The topic of the paper can either be chosen by the students themselves based on discussion with the teacher or be given by the teacher directly. The final version of the paper should be submitted no later than 12th week of the semester. Late submission will cause penalty on the grade.

**5. Grading Policy（考核内容及方式）**

**Grading System:** Hundred-mark system (√); Five-grade system ( ); Two-grade system ( )

(1) Five-grade system: A: from 100 to 90; B: from 89 to 80;

C: from 79 to 70; D: from 69 to 60; F: below 60

(2) Two-grade system: P: from 100 to 60; F: below 59

**Evaluation Type:** Exam based (√); Non-Exam based ( )

The course evaluation grade is proportionately composed of in-semester evaluation and final exam as follows:

* 50% assessment in in-semester evaluation which includes class attendance (10%), homework assignments/presentations (20%), quizzes/research paper (20%).

School policy dictates that attendance is mandatory. Students should come to every class on time, stay for the entire class, and be attentive during the class except for family or health related emergencies. If you do miss a class it is your responsibility to get lecture notes and assignments from another student. If you miss more than three classes the Instructor reserves the right to drop you from the course.

* 50% assessment in final exam. The exam duration is 2 hours. The final exams will focus on the text, lectures and homework assignments. It will consist of 10 true and false questions, 15 multiple-choice questions or 5 Terms Explanation, 4-5 short answers and 2 application questions.

**Academic Honesty Standards**

It is the student’s responsibility to familiarize himself or herself with and adhere to the University standards set forth in the policies on cheating and plagiarism.

**6. Continuous Improvement（持续改进）**

According to the feedbacks from students and supervisors of teaching and learning during in-semester evaluation, class discussions, final exam, etc., teaching and learning approaches of this course should be improved timely and continuously so that attainment of the corresponding graduate attributes can be guaranteed.

**7. Textbook(s) and References（教材及参考资料）**

**Suggested Textbook(s):**

Roy J. Lewicki. 国际商务谈判 (第6版)，英文版。 ISBN 9787300181745。中国人民大学出版社，2014年。

**References:**

1. Getting to Yes by Roger Fisher, William Ury, and Bruce Patton. 2nd Edition. New York: Penguin Books, 1991 (paperback)
2. 白远主编，《国际商务谈判》（英文版第二版），中国人民大学出版社，2008年
3. 珍妮·M·布雷特著，《全球谈判：跨文化交易谈判、争端解决与决策制定》，中国人民大学出版社，2005年