

## Course Schedule of Shanghai Jianqiao Unibersity

### 1. Basic Information

Course Code	2060847	Course Name	Business Negotiation (English Course)
Course Credits	2	Total Course Hours	32
Instructor	OEXLE Georg	Email	20094@gench.edu.cn
Class	International Economy and Trade – Grade20-2、3、4	Classroom	No1 Teaching Building Room 310、114、201
Q&A Time	Monday, 13:00 - 17:00		
Textbooks	International Business Negotiation (Sixth Edition), Roy J. LEWICKI, Bruce BARRY, David M. Saunders, Mc Graw Hill Education, 中国人民大学出版社		
Bibliography	International Business Negotiation, LIU Yuan, University of International Business and Economics Press, 2017 English for International Business Negotiation, ZHANG Liyu, Wuhan University Press, 2014 Practical Solutions To Global Business Negotiations, Claude Cellich, Subhash C. Jain, China Renmin University Press 2016; International Business Negotiation, BAI Yuan, China Renmin University Press, 2019; Practical Cases In International Business Negotiation, WANG Hui, China Customs Press, 2016		

### 2. Course Schedule

Week/ Times	Topics	Teaching Methods	Tasks
1	CHAPTER 1 OVERVIEW OF INTERNATIONAL NEGOTIATION CONTENT: 1.1 The basic concept about negotiation 1.2 Goal of negotiation and process of negotiation 1.3 BATNA	Lecture, In-class discussion	Discussion, Chapter Tasks
2	CHAPTER 2 CROSS-CULTURAL NEGOTIATION CONTENT: 1.1 Cultural difference between the Eastern and the Western	Lecture, In-class discussion	Discussion, Chapter Tasks

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	1.2 Negotiation under the difference cultures 1.3 Useful sentences 1.4 Scenario discussion		
3	CHAPTER 3 NEGOTIATING STYLE CONTENT: 1.1 Negotiating style 1.2 Confirming your own style and its features 1.3 Understand other party's style	Lecture, In-class discussion	Discussion, Chapter Tasks
4	CHAPTER 4 PRE-NEGOTIATION CONTENT: 1.1 Find your partners 1.2 Build negotiating relationship 1.3 Preparation	Lecture, In-class discussion	Discussion, Chapter Tasks, Situational Dialogue
5	Scenario Negotiation: Introduction of company and products	Case Study, In-class discussion	Situational Dialogue
6	CHAPTER 5 ENQUIRY AND OFFER CONTENT: 1.1 Enquiry and offer 1.2 Pricing policy in offering 1.3 Bargaining	Lecture, In-class discussion	Discussion, Chapter Tasks, Situational Dialogue
7	Scenario Negotiation: Practice of enquiry and offer	Case Study, In-class discussion	Situational Dialogue
8	CHAPTER 6 CONCESSION CONTENT: 1.1 Concession policy 1.2 Flexibility in negotiation	Lecture, In-class discussion	Discussion, Chapter Tasks,
9	CHAPTER 7 PRICING CONTENT: 1.1 Pricing factors 1.2 Methods of pricing 1.3 Terms of price	Lecture, In-class discussion	Discussion, Chapter Tasks, Situational Dialogue

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10	Scenario Negotiation: Practice of pricing negotiation	Case Study, In-class discussion	Situational Dialogue
11	CHAPTER 7 TERMS OF PAYMENT CONTENT: 1.1 Terms of payment 1.2 L/C 1.3 Installment 1.4 Partial payment	Lecture, In-class discussion	Discussion, Chapter Tasks, Situational Dialogue
12	CHAPTER 9 TRANSPORTATION CONTENT: 1.1 Direct transportation 1.2 Partial shipment 1.3 Air transport	Lecture, In-class discussion	Discussion, Chapter Tasks, Situational Dialogue
13	Scenario Negotiation: Practice of negotiation about payment and transportation	Case Study, In-class discussion	Situational Dialogue
14	CHAPTER 10 CONTRACT CONTENT: 1.1 Vague languages in negotiation 1.2 Confirming the contract 1.3 Modifying the contract	Case Study, In-class discussion	Discussion, Chapter Tasks,
15	CHAPTER 11 COMPLAINTS AND CLAIMS CONTENT: 1.1 Claims for the quality issues 1.2 Claims for short loading issues 1.3 Dealing with complaints and claims	Lecture In-class discussion	Discussion, Chapter Tasks,
16	Foreign Trade Case Practice	Scenarios simulation	Situational Dialogue

### 3. Grading Policy

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<b>Grading Computation</b>	<b>Exams and Assignments</b>	<b>Percentage</b>
X1	Foreign Trade Case Practice	40%
X2	Chapter Tasks	30%
X3	Situational Dialogues	20%
X4	In-class Discussion	10%

Instructor: Georg Oexle

Dean's signature:



Time: 2023.02.10

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