

Course Schedule of Shanghai Jianqiao University

1. Basic Information

Course Code	1060004	Course Name	International Business Negotiation (Bilingual Course)
Course Credits	2	Total Course Hours	32
Instructor	Naidan Zhang	Email	Nicola.Zhangn@outlook.com
Class	Business Administration B20-6.7.8.9	Classroom	2-308
Q&A Time	Tuesday 12:45-14:15		
Textbooks	International Business Negotiation, BAI Yuan, China Renmin University Press, 2019		
Bibliography	<p>【 International Business Negotiations: Theory and Practice, Pervez N.Ghauri, Ursula F.Ott and Hussain G.Rammal, Edward Elgar Publishing Ltd, 2020 】</p> <p>【 Private Dispute Resolution in International Business: Negotiation, Mediation, Arbitration, Klaus Peter Berger, Kluwer Law International, 2015 】</p> <p>【 Roleplays for International Business and Negotiations, Piotr Jednaszewski, CreateSpace Independent Publishing Platform, 2014 】</p>		

2. Course Schedule

Week/Times	Topics	Teaching Methods	Tasks
1	Negotiation Motives and Key Terminology	Bilingual Lecture. Group work. Case Study. Brainstorm.	Textbook task
2	Negotiation Procedure and Structure	Bilingual Lecture. Seminar. Group work. Brainstorm.	Textbook task
3	Negotiation Lubrication	Bilingual Lecture. Seminar. Group work. Case Study.	Textbook task
4	Win-win Concept	Bilingual Lecture. Group work. Case Study. Brainstorm.	Textbook task

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5	Collaborative Principled Negotiation	Bilingual Lecture. Seminar. Group work. Brainstorm.	Textbook task
6	Law of Interest Distribution	Bilingual Lecture. Case Study. Brainstorm.	Textbook task
7	Simulation: A Dam on the River	Seminar. Group work. Case Study. Brainstorm.	Textbook task
8	Case Report: A Dam on the River	Seminar. Group work. Case Study. Brainstorm.	Textbook task
9	Negotiating Power and Related Factors	Bilingual Lecture. Seminar. Case Study. Brainstorm.	Textbook task
10	Law of Trust	Bilingual Lecture. Case Study. Brainstorm.	Textbook task
11	Personal Styles vs. Negotiation Modes	Bilingual Lecture. Group work. Case Study.	Textbook task
12	Game Theory and Negotiation Application	Bilingual Lecture. Group work. Brainstorm.	Textbook task
13	Distributive Negotiations vs. Integrative Negotiations	Bilingual Lecture. Seminar. Group work.	Textbook task
14	Group Presentation 1	Peer Grading	Revision
15	Group Presentation 2	Peer Grading	Revision
16	In-class Exam	Open-book Quiz	


3. Grading Policy

Grading Computation	Exams and Assignments	Percentage
X1	Class Participation	10%
X2	Business Negotiation Plan	35%
X3	Group Presentation	30%
X4	In-class Exam	30%

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Instructor: 张乃丹

Time: Feb 12, 2023

Dean's signature: 

Time: Feb 12, 2023