

## Course Schedule of Shanghai Jianqiao Unibersity

### 1. Basic Information

Course Code	1060066	Course Name	Business Negotiation (English Course)
Course Credits	2	Total Course Hours	32
Instructor	LI Xianxian	Email	2079222643@qq.com
Class	International Economy and Trade – Grade20-5,6	Classroom	No1 Teaching Building Room106、 Room110
Q&A Time	Thursday, 8:30-11:30		
Textbooks	International Business Negotiation, Roy J. Lewicki, China Renmin University Press, 2020		
Bibliography	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 1.2 Negotiation under the difference cultures 1.3 Useful sentences	Lecture, In-class discussion	Discussion, Chapter Tasks

注：课程教学进度计划表电子版公布在本学院课程网站上，并发送到教务处存档。

	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
10	Scenario Negotiation: Practice of pricing negotiation	Case Study, In-class	Situational Dialogue

注：课程教学进度计划表电子版公布在本学院课程网站上，并发送到教务处存档。

		discussion	
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

Grading Computation	Exams and Assignments	Percentage
------------------------	-----------------------	------------

注：课程教学进度计划表电子版公布在本学院课程网站上，并发送到教务处存档。

X1	Foreign Trade Case Practice	40%
X2	Chapter Tasks	30%
X3	Situational Dialogues	20%
X4	In-class Discussion	10%

Instructor: 李星星

Time: 2023.02.10

Dean's signature: 刘晗辉

Time: 2023.02.10