

Course Schedule of Shanghai Jianqiao University

1. Basic Information

Course Code	0060440	Course Name	International Business Negotiation (Bilingual Course)
Course Credits	2	Total Course Hours	32
Instructor	ZHU Hui	Email	18109@gench.edu.cn
Class	Business Administration B22-2	Classroom	Room 408 3 rd Teaching Building
Q&A Time	Wednesday, 17:45-21:00		
Textbooks	International Business Negotiation, BAI Yuan, China Renmin University Press, 2019		
Bibliography	【International Business Negotiations: Theory and Practice, Pervez N.Ghauri, Ursula F.Ott and Hussain G.Rammal, Edward Elgar Publishing Ltd, 2020】 【Private Dispute Resolution in International Business: Negotiation, Mediation, Arbitration, Klaus Peter Berger, Kluwer Law International, 2015】 【Roleplays for International Business and Negotiations, Piotr Jednaszewski, CreateSpace Independent Publishing Platform, 2014】		

2. Course Schedule

Week/Times	Topics	Teaching Methods	Tasks
1	Negotiation Motives and Key Terminology Negotiation Procedure and Structure	Bilingual Lecture. Group work. Case Study. Brainstorm.	Textbook task
2	Negotiation Lubrication Win-win Concept	Bilingual Lecture. Seminar. Group work. Brainstorm.	Textbook task
3	Collaborative Principled Negotiation Law of Interest Distribution	Bilingual Lecture. Seminar. Group work. Case Study.	Textbook task
4	Simulation & Case Report: A Dam on the River	Seminar. Group work. Case Study. Brainstorm.	Textbook task
5	Negotiating Power and Related Factors Law of Trust	Bilingual Lecture.	Textbook task

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		Seminar. Group work. Brainstorm.	
6	Personal Styles vs. Negotiation Modes Game Theory and Negotiation Application Distributive Negotiations vs. Integrative Negotiations	Bilingual Lecture. Case Study. Brainstorm.	Textbook task
7	Group Presentation	Peer Grading	Revision
8	In-class Exam	Open-book Quiz	

3. Grading Policy

Grading Computation	Exams and Assignments	Percentage
X1	Group Presentation	10%
X2	Case Report	20%
X3	In-class Exam	20%
X4	Terminal exam	50%

Instructor: Wang xiaofei

Dean's signature:



Time: August 27, 2023

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