

课程教学进度计划表

一、基本信息

课程名称	International Business Negotiation (Bilingual)				
课程代码	0060440	课程序号	1020	课程学分/学时	2/32
授课教师	ZHU Hui	教师工号	18109	专/兼职	Full-time
上课班级	Business Administration 23-2	班级人数	33	上课教室	Room 105 4 th Teaching Building
答疑安排	08.30-12.30, Thursday				
课程号/课程网站	https://mooc1.chaoxing.com/mooc-ans/mycourse/teachercourse?moocId=233683150&clazzid=74921848&edit=true&v=0&cpi=69958915&pageHeader=0				
选用教材	International Business Negotiation, BAI Yuan, China Renmin University Press, 2022				
参考教材与资料	<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>				

二、课程教学进度安排

课次	课时	教学内容	教学方式	作业
1	2	Negotiation Motives and Key Terminology	Bilingual Lecture. Group work. Case Study. Brainstorm.	Textbook task
2	2	Negotiation Procedure and Structure	Bilingual Lecture. Seminar. Group work. Brainstorm.	Textbook task
3	2	Negotiation Lubrication	Bilingual	Textbook


			Lecture. Seminar. Group work. Case Study.	task
4	2	Win-win Concept	Bilingual Lecture. Group work. Case Study. Brainstorm.	Textbook task
5	2	Collaborative Principled Negotiation	Bilingual Lecture. Seminar. Group work. Brainstorm.	Textbook task
6	2	Law of Interest Distribution	Bilingual Lecture. Case Study. Brainstorm.	Textbook task
7	2	Law of Interest Distribution--Simulation: A Dam on the River	Seminar. Group work. Case Study. Brainstorm.	Textbook task
8	2	Law of Interest Distribution--Case Report: A Dam on the River	Seminar. Group work. Case Study. Brainstorm.	Textbook task
9	2	Negotiating Power and Related Factors	Bilingual Lecture. Seminar. Case Study. Brainstorm.	Textbook task
10	2	Law of Trust	Bilingual Lecture. Case Study. Brainstorm.	Textbook task
11	2	Personal Styles vs. Negotiation Modes	Bilingual Lecture. Group work. Case Study.	Textbook task
12	2	Game Theory and Negotiation Application	Bilingual Lecture. Group work. Brainstorm.	Textbook task
13	2	Group Presentation 1	Peer Grading	Revision

14	2	Group Presentation 2	Peer Grading	Revision
15	2	Group Presentation 3	Peer Grading	Revision
16	2	Group Presentation 4	Peer Grading	Revision

三、考核方式

总评构成	占比	考核方式
X1	50%	Group Presentation
X2	40%	Case Report
X3	10%	Class Participation

任课教师: 朱慧

系主任审核: 

日期: August, 2024