

课程教学进度计划表

一、基本信息

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|----------|--|------|-------|---------|--|
| 课程名称 | 国际商务谈判（双语） International Business Negotiation (Bilingual) | | | | |
| 课程代码 | 1060004 | 课程序号 | 1700 | 课程学分/学时 | 3/32 |
| 授课教师 | 叶明珠 | 教师工号 | 24411 | 专/兼职 | 专职 |
| 上课班级 | Business Administration B22-5 | 班级人数 | 26 | 上课教室 | Room 406 2 nd Teaching Building |
| 答疑安排 | 周四, 09.00-12.00 | | | | |
| 课程号/课程网站 | | | | | |
| 选用教材 | International Business Negotiation, BAI Yuan, China Renmin University Press, 2022 ISBN: 978-7-300-30477-9 | | | | |
| 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 |

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| 3 | 2 | Negotiation Lubrication | Bilingual Lecture. Seminar. Group work. Case Study. | Textbook 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 & Discussion | Revision |

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| 14 | 2 | Group Presentation 2 | Peer Grading & Discussion | Revision |
| 15 | 2 | Group Presentation 3 | Peer Grading & Discussion | Revision |
| 16 | 2 | Group Presentation 4 | Peer Grading & Discussion | Revision |

三、考核方式

| 总评构成 | 占比 | 考核方式 |
|------|-----|------------------------|
| X1 | 50% | Group Presentation |
| X2 | 20% | Case Report |
| X3 | 20% | Self-evaluation Report |
| X4 | 10% | Class Participation |

任课教师:

叶明珠

系主任审核:

王明

日期: 2025/2/15