

## 课程教学进度计划表

### 一、基本信息

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	1675	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 B22-4	班级人数	26	上课教室	Room 408 2 <sup>nd</sup> 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


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

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: 

系主任审核: 

日期: 2025/2/15