## Kainan University

Department of Applied English

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	Spring	Semester 2008 Course	Syllabus	TO THE RESERVE TO THE
Course Code No.	Course Title	Instructor	Subject	Level of Course
3250M0120, 01	Chinese:	Brian Zamulinski	□ elective	Year: Masters Class(AorB):
	English:	e-mail/phone ext:	Credits:	
	Negotiation Theory	brianz@mail.knu.edu.t 6213	3	
Teaching Goals and Content	Course Aims: The aims of this course are to help you develop you skills as a negotiator in English, using interest-based bargaining techniques, in a variety of cultural contexts. The instructor will not lecture for the most part but will act as an adviser, moderator, and resource person.			
Teaching Methods	□ practical training □ discussion □ other (details Role playing)			
Grading and Evaluation	Evaluation: Attendance and participation 25% Preparation of materials (planning) 25% Post-negotiation reports 25% Final Examination 25%			
Criteria	1	10		ñ. 89
Criteria	(author, title, edition, pub	lisher, place of publicati	on, year of public	eation, pages covered
Criteria Textbooks		International Negotiations		
Textbooks	(author, title, edition, pub Drew Rogers, English For	International Negotiations versity Press, 1998		
Textbooks	(author, title, edition, pub Drew Rogers, English For Approach, Cambridge Univ	International Negotiations versity Press, 1998		
Textbooks  Course Descrip  Week 1 Introdu	Cauthor, title, edition, public Drew Rogers, English For Approach, Cambridge Universition (including outline and cotion to the class Week 2	International Negotiations versity Press, 1998 I course schedule): The Art of Negotiating	: A Cross-Cultura	
Textbooks  Course Descrip  Week 1 Introdu  Week 3 Cultura	Cauthor, title, edition, public Drew Rogers, English For Approach, Cambridge Universition (including outline and control to the class Week 2 dl Awareness Week 4	International Negotiations versity Press, 1998  I course schedule):  The Art of Negotiating  Compensation for Breach	: A Cross-Cultura	
Textbooks  Course Descrip  Week 1 Introdu  Week 3 Cultura  Week 3 An Age  Week 7A Sales	ction to the class Week 2 Awareness Week 4 Contract Week	International Negotiations versity Press, 1998 I course schedule): The Art of Negotiating	: A Cross-Cultura	
Textbooks  Course Descrip  Week 1 Introdu  Week 3 Cultura  Week 5 An Age  Week 7A Sales  Week 9 Midter	ction to the class Week 2 Awareness Week 4 Contract Week	International Negotiations versity Press, 1998 I course schedule): The Art of Negotiating Compensation for Breach Tomb Sweeping Day Wage Negotiations	: A Cross-Cultura	
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Teachers should fill out this form before the semester begins. After it has been verified by the curriculum committee, the original should be given to the office of curriculum planning and a copy to the head of the department to which the course belongs. In addition, the teacher should explain this syllabus to students at the beginning of a semester.

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signature of the convener of the curriculum committee

signature of the teacher

