

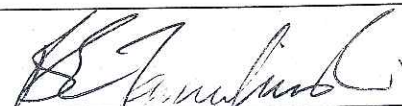
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Kainan University
Department of Applied English
Spring Semester 2008 Course Syllabus

Course Code No.	Course Title	Instructor	Subject	Level of Course		
3250M0120, 01	Chinese:	Brian Zamulinski	<input type="checkbox"/> elective	Year: Masters Class(AorB):		
	English: Negotiation Theory	e-mail/phone ext: <u>brianz@mail.knu.edu.tw</u> 6213	Credits: 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	<input type="checkbox"/> practical training <input type="checkbox"/> discussion <input type="checkbox"/> other (details Role playing _____)					
Grading and Evaluation Criteria	Evaluation: Attendance and participation 25% Preparation of materials (planning) 25% Post-negotiation reports 25% Final Examination 25%					
Textbooks	(author, title, edition, publisher, place of publication, year of publication, pages covered)					
	Drew Rogers, English For International Negotiations: A Cross-Cultural Case Study Approach, Cambridge University Press, 1998					
Course Description (including outline and course schedule):						
<table style="width: 100%; border: none;"> <tr> <td style="width: 50%; vertical-align: top;"> Week 1 Introduction to the class Week 3 Cultural Awareness Week 5 An Agency Agreement Week 7A Sales Contract Week 9 Midterm Week 10 Product Presentation Week 12 A Player's Contract Week 14 A Joint Venture Week 16 Game Theory Week 18 Final Examination </td> <td style="width: 50%; vertical-align: top;"> Week 2 The Art of Negotiating Week 4 Compensation for Breach of Agreement Week 6 Tomb Sweeping Day Week 8 Wage Negotiations Week 11 Development of a Project Week 13 Catastrophe and Compensation Week 15 Group Presentation Week 17 Retrospective Discussion & Review </td> </tr> </table>					Week 1 Introduction to the class Week 3 Cultural Awareness Week 5 An Agency Agreement Week 7A Sales Contract Week 9 Midterm Week 10 Product Presentation Week 12 A Player's Contract Week 14 A Joint Venture Week 16 Game Theory Week 18 Final Examination	Week 2 The Art of Negotiating Week 4 Compensation for Breach of Agreement Week 6 Tomb Sweeping Day Week 8 Wage Negotiations Week 11 Development of a Project Week 13 Catastrophe and Compensation Week 15 Group Presentation Week 17 Retrospective Discussion & Review
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Instructions: 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.						

應英系主任 車蓓群

signature of the convener of the curriculum committee


signature of the teacher

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