Course title: Intercultural Communication and Negotiation
Course code: BUSI 3005 SBLC / COMM 3001 SBLC
Programs offering course: Accelerated Chinese Language, Business, Language and Culture, China in a Global Context
Language of instruction: English
U.S. semester credits: 3.00
Contact hours: 45.00
Term: Spring 2021

Course Description
This is a theory and application class. This course is for students who want to expand their communication skills, while examining the culture of communications and negotiations internationally and in China. We will discuss current issues in international communications with a focus on China. We will have discussions with legal professionals, business owners and executives who are living and working in China. We will discuss negotiations, communications and the international business environment in China and the different ethnicities and sub-cultures of Chinese people in China.

Learning Objectives
By completing this course, students will:

- Examine and evaluate communication techniques and skills.
- Apply elements and aspects of international communications, speaking and negotiation skills.
- Develop an understanding of the influence of culture on communication.
- Speak with confidence, knowledge and poise.

Course Prerequisites
None

Methods of Instruction
The Socratic Method with be used to facilitate class discussions. Materials will be provided by the professor. Classes will be discussion based and will include the use of PowerPoint, video, guest lecturers, fieldtrips, class debates, and lectures. All reading assignments and class material will be provided by the professor in advance of each class. Students are expected to have read the material before class for discussion in class.

Assessment and Final Grade
1. Pop Quizzes (2) 20%
2. Midterm Exam 20%
3. Culture Partner Interview/Presentation 20%
4. Final Debate Exam 20%
5. Class Participation 20%
TOTAL 100%

Course Requirements
Pop Quizzes (2)
Expect two (2) unannounced (pop) quizzes related to assigned readings. Each quiz will consist of ten (10) simple questions (multiple-choice and/or fill-in-the-blank). Each quiz will be given at the beginning of a class, without prior notice. No more than 30 minutes will be allowed for completion. The aim of these quizzes is to encourage you to keep up with assigned readings and to provide you with additional objective grading components for your final grade. Together, these two pop quizzes will constitute 25% of your final grade.

Midterm Exam
There will be an in-class midterm exam. The exam will be mainly short answer essay questions and will take place in Week Seven. Specific instructions about the exam will be announced before Week Five.

**Culture Partner Interview/Presentation**

Students must find a local cultural partner who is Chinese from mainland China. Students will prepare a 15 question survey and interview their cultural partner.

- The survey must cover three different aspects and elements of both subjective culture and objective culture. (Examples may include food, transportation, entertainment, art, music, education, fashion, travel, etc.).
- Students will have no more than 10 minutes to present the findings of their survey to the class. Please keep in mind while preparing your survey that some culturally sensitive topics, such as politics, may be off limit.
- Students must email their 15 question survey to the professor by the end of class on Week 7.

**Final Debate Exam**

On the final day of class, each student will participate in a formal debate. The topic (resolved) will be selected from class discussions and topics.

Final Debate – students are judged on:

- the quality of their arguments in supporting their position
- evidence used to support statements
- depth of research in using supporting documents, articles and papers to support position
- ability to rebut opponent’s position
- questions asked and answered
- exhibit knowledge of material discussed in class

The students must show their use of communications skills and techniques learned in class. Students must provide persuasive reasons for their arguments with supporting evidence.

**Class Participation**

- Participate and contribute actively to class discussions;
- Read assigned materials in advance of each class to facilitate class discussions; and
- Ask and answer questions when called upon by the professor or classmates

Active class participation means coming to class prepared to discuss the assigned topic and then participating in classroom discussions as prompted by the professor and your classmates. Repeated failures to prepare for or participate in class will affect this grading component.

**Class Attendance and Field Trip:**

Students are to:

- Arrive on time and attend all class sessions; and
- Attend all guest lectures and field trips associated with the course.

Up to three absences may be excused by the professor for good cause. Any absences beyond three will result in failure of this grading component unless excused by the professor for very good cause. For further information on attendance, refer to the Section on Academic Standard & Disciplinary Procedure in the BLC Academic Handbook.

Students must attend each field trip and discuss what they learned during review in the next class.

- Students must arrive on time and leave together for the field trip.
- Students must stay together during the field trip.
- Students must leave together to go back to the university after the field trip. The ride back to the university is part of the field trip.
- Students cannot leave the site of the field trip on their own, without permission from the professor.

**Attendance**

Regular class attendance is required throughout the program, and all absences will result in a lower participation grade for any affected CIEE course. Due to the intensive schedules for Open Campus and Short Term programs,
absences that constitute more than 10% of the total course will result in a written warning.

Students who transfer from one CIEE class to another during the add/drop period will not be considered absent from the first session(s) of their new class, provided they were marked present for the first session(s) of their original class. Otherwise, the absence(s) from the original class carry over to the new class and count against the grade in that class.

For CIEE classes, excessively tardy (over 15 minutes late) students must be marked absent.

Attendance policies also apply to any required co-curricular class excursion or event, as well as to any required field placement. Students may not miss placement/work hours at an internship or service learning site unless approved in advance by the Academic Director and placement supervisor. All students must complete all of the requisite 100 minimum work hours on site at the internship or service learning placement to be eligible for academic credit.

Students who miss class for personal travel, including unforeseen delays that arise as a result of personal travel, will be marked as absent. No make-up or re-sit opportunity will be provided.

Attendance policies also apply to any required class excursion, with the exception that some class excursions cannot accommodate any tardiness, and students risk being marked as absent if they fail to be present at the appointed time.

Absences for classes will lead to the following penalties:

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<thead>
<tr>
<th>Percentage of Total Course Hours Missed</th>
<th>Minimum Penalty</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to 10%</td>
<td>Participation graded as per class requirements</td>
</tr>
<tr>
<td>10 – 20%</td>
<td>Participation graded as per class requirements, 3% grade penalty &amp; <strong>written warning</strong></td>
</tr>
<tr>
<td>More than 20%</td>
<td><strong>Automatic course failure</strong>, and possible expulsion</td>
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N.B. Course schedule is subject to change due to study tours, excursions, or local holidays. Final schedules will be included in the final syllabus provided to students on site.

**Weekly Schedule**

**Week 1**

Class: Introduction and Overview

Syllabus review: What is this class? What are the course requirements and how is your grade assessed?

Introducing yourself

**Week 2**

Class: Intercultural Communications in China/Culture Analysis

What is Culture/Intercultural Communications/Intercultural Competence?

Chinese Business Communications Culture

Ethnicity in China

Readings:
Week 3
Class: Culture Class and Field Trip
Shanghainese Culture as a Subculture of Chinese Culture – China is not monolithic.
Shanghai Urban Planning Exhibition Center at People’s Square

Week 4
Class: Communications Skills
Extemporaneous/Impromptu Speaking in Business/Speaking on Your Feet
The Three T’s of Public Speaking
Readings:
- Intercultural Communications Definitions and Notes (handout by professor)
- Elements of Public Speaking (handout by professor)

Week 5
Class: Stereotypes, Cultural Generalizations and Cultural Value Patterns
Readings:
- Bennett 1998, pp. 5 – 32
- Plous 2003, pp. 3 – 48

Week 6
Class: Communications Class and Field Trip
Shanghainese people in Shanghai
A Walking Tour of Old Shanghai
Lao Xi Men
Confucius Temple

Week 7
Class: Chinese Communications and What You Think You Know
Communicating the Chinese Way
Midterm exam
Readings:
- Zhang, Hai Hua and Geoff Baker 2008, pp. 80 - 98

Cultural Partner Interview/Presentation
Students must email their 15 question survey to the professor by the end of class on Week 7.

Week 8
Class: Negotiations and Cultural Assumptions
The Chinese Negotiation
Readings:
- Graham, John L. and N. Mark Lam 2004, pp. 31 – 55
- De Mente 1998, pp. 121 – 150
Week 9
Class: Business in China class and Field Trip
Visit to a local business to discuss cultural challenges in doing business in China

Week 10
Class: Social Media in China
Readings:
- Understanding Social Media in China (handout by professor)
- Digital, Social and Mobile in China (handout by the professor)

Week 11
Class: What is Your Story of China?
Video: “The Danger of a Single Story,” Ted Talk by Chimamanda Ngozi Adichie
Course Wrap Up
Preparation for the Final Class Debate

Week 12
Class: Final - Class Debate

Course Materials
Readings
Covino, William A. The Elements of Persuasion. Allyn & Bacon, 1997
De Mente, Boye Lafayette. Etiquette Guide to China: Know the rules that make the difference! Tuttle, 1998

Media Resources