

# Tamkang University Academic Year 101, 2 Semester

## Course Syllabus

Course Title	Negotiation Theories and Cases in American Diplomacy	Instructor	Tai, Wan-Chin	
Department/Year/Class	Course Details			
TIFXD1A	<input type="checkbox"/> Required <input checked="" type="checkbox"/> Selective	<input checked="" type="checkbox"/> 0 ( One Semester ) <input type="checkbox"/> 1 ( 1st Semester ) <input type="checkbox"/> 2 ( 2nd Semester ) <input type="checkbox"/> 3 ( 3rd Semester )	Credits	2
Aim of Education (Ph.D.)		Core Competences (Ph.D.)		
1. To foster experts in American affairs 2. To educate experts engaging in teaching America related knowledge 3. To train students with excellent English proficiency		1. To cultivate students' academic research abilities 2. To nourish students' capabilities in using and realizing international relation theories 3. To educate students with critical and independent thinking and judgment 4. To foster students fully understanding American affairs 5. To cultivate students with professional expertise in English communication and writing		
<b>Course Introduction (50 to 100 words)</b>	The course will explore the major theories in connection with negotiations. It will introduce how cognition theory and organizational theory are important tools for analyzing negotiating behaviors. It will also discuss the utility of the third-party mediation theory and crisis negotiation theory. It will apply the aforementioned theories to review the failure of George Marshall's mediation mission to China, U.S.-china negotiations at Warsaw Talks as well as the conduct by Nixon Administration in negotiating with China over the Shanghai Communique in 1972.			

## The Relevance among Teaching Objectives, Objective Levels and Core Competences

### I. Objective Levels (select applicable ones) :

**(I) Cognitive Domain : C1 Remembering 、 C2 Understanding 、 C3 Applying 、 C4 Analyzing 、 C5 Evaluating 、 C6 Creating**

**(II) Psychomotor Domain : P1 Imitation 、 P2 Mechanism 、 P3 Independent Operation 、 P4 Linked Operation 、 P5 Automation 、 P6 Origination**

**(III) Affective Domain : A1 Receiving 、 A2 Responding 、 A3 Valuing 、 A4 Organizing 、 A5 Charaterizing 、 A6 Implementing**

### II. The Relevance among Teaching Objectives, Objective Levels and Core Competences :

- (I) Determine the objective level(s) in any one of the three learning domains (cognitive, psychomotor, and affective) corresponding to the teaching objectives. Each objective should correspond to the objective level(s) of ONLY ONE of the three domains.
- (II) If more than one objective levels are applicable for each learning domain, select the highest one only. (For example, if the objective levels for Cognitive Domain include C3, C5, and C6, select C6 only and fill it in the boxes below. The same rule applies to Psychomotor Domain and Affective Domain.)
- (III) Determine the core competences that correspond to each teaching objective. Each objective may correspond to one or more core competences at a time. (For example, if one objective corresponds to three core competences: A, AD, and BEF, list all of the three in the box.)

Teaching objectives	Relevance	
	Objective Levels	Core Competences
1. To enable students to understand the major negotiation theories.	C4	BC
2. To enable students to explore the process of some important negotiation cases between the U.S. and China.	C4	BD
3. To enable students to write research papers.	C4	E

### Teaching Objectives, Teaching Methods and Assessment

Teaching Objectives	Teaching Methods	Assessment
1. To enable students to understand the major negotiation theories.	Teaching, Discussion, Report	Term paper, class participation and performance.
2. To enable students to explore the process of some important negotiation cases between the U.S. and China.	Teaching, Discussion, Report	Term paper, class participation and performance.
3. To enable students to write research papers.	Teaching, Discussion, Report	Term paper, class participation and performance.

This course has been designed to cultivate the following essential qualities in TKU students.

Essential Qualities of TKU Students	Description
<input checked="" type="checkbox"/> global perspectives	翻譯建構中
<input type="checkbox"/> a vision for the future	

<input checked="" type="checkbox"/> information literacy			
<input checked="" type="checkbox"/> ethical and moral principles			
<input type="checkbox"/> independent thinking			
<input checked="" type="checkbox"/> an awareness of healthy living			
<input type="checkbox"/> effective teamwork			
<input type="checkbox"/> an appreciation of the arts			
Course Schedule			
Week	Date	Subject/Topics	Note
1		Cognition theory and negotiation	
2		Organizational theory and negotiation	
3		Cultural aspects of international negotiation	
4		Metaphors for understanding international negotiation	
5		Structure of negotiation	
6		Strategy in negotiation	
7		Actors in negotiation	
8		Outcomes of negotiation	
9		Third-party mediation	
10		Midterm Exam Week (Consultation on term papers)	
11		Conflict management and negotiation	
12		Crisis negotiating behavior	
13		Negotiating with villains	
14		Marshall's medication mission to China	
15		U.S. negotiation with China at Warsaw Talks	
16		U.S. negotiation with China over Shanghai Communique in 1972	
17		U.S. Position in Diaoyutai Dispute	
18		Final Exam Week	
Requirement			
Teaching Facility	<input type="checkbox"/> Computer <input type="checkbox"/> Overhead Projector <input type="checkbox"/> Other ( _____ )		
Textbook(s)	1. Victor Kremenjuk, ed., International Negotiation. 2. Boy J. Lewicki, Alexander Hiam, and Karen Wise Olander, Think Before You Speak. 3. Raymond Cohen, Negotiating Across Cultures.		
Suggested Readings	1. Kenneth T. Young, Negotiating with the Chinese Communists: The United States Experience, 1953-1967. 2. Kramer and Messick, eds., Negotiation as a Social Process. 3. Gaham T. Allison, Essence of Decision: Explaining the Cuban Missile Crisis.		
Number of Assignment(s)	(Filled in only for those courses that apply)		

<b>Grading Policy</b>	Class performance: 50 %; Final paper: 50%
Note	This syllabus may be uploaded at the website of Course Syllabus Management System at <a href="http://info.ais.tku.edu.tw/csp">http://info.ais.tku.edu.tw/csp</a> or through the link of Course Syllabus Upload posted on the home page of TKU Office of Academic Affairs at <a href="http://www.acad.tku.edu.tw/index.asp">http://www.acad.tku.edu.tw/index.asp</a> . <b>※Unauthorized photocopying is illegal. Using original textbooks is advised. It is a crime to improperly photocopy others' publications.</b>

Form No. : ATRX-Q03-001-FM201-05