

Tamkang University Academic Year 103, 2nd Semester Course Syllabus

Course Title	NEGOTIATION THEORY & US FOREIGN POLICY	Instructor	TAI WAN-CHIN
Course Class	TIFXD1A DOCTORAL PROGRAM, GRADUATE INSTITUTE OF THE AMERICAS, 1A	Details	<ul style="list-style-type: none"> ◆ Selective ◆ One Semester ◆ 1 Credits
D e p a r t m e n t a l A i m o f E d u c a t i o n			
<p>I. To foster the development of experts in American affairs.</p> <p>II. To fully equip specialists for teaching important aspects of American life.</p> <p>III. To provide students an environment for achieving a high level of English proficiency.</p>			
D e p a r t m e n t a l c o r e c o m p e t e n c e s			
<p>A. To cultivate student academic research abilities.</p> <p>B. To refine student capabilities in understanding and applying theories in international relations.</p> <p>C. To promote critical and independent thinking and judgment.</p> <p>D. To foster a full understanding of and appreciation for American affairs.</p> <p>E. To empower students with professional expertise in English communication and writing.</p>			
Course Introduction	<p>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.</p>		

The Relevance among Teaching Objectives, Objective Levels and Departmental 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-Characterizing, A6-Implementing

II. The Relevance among Teaching Objectives, Objective Levels and Departmental core competences :

- (i) Determine the objective level(s) in any one of the three learning domains (cognitive, psychomotor, and affective) corresponding to the teaching objective. 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 Departmental core competences that correspond to each teaching objective. Each objective may correspond to one or more Departmental core competences at a time. (For example, if one objective corresponds to three Departmental core competences: A, AD, and BEF, list all of the three in the box.)

No.	Teaching Objectives	Relevance	
		Objective Levels	Departmental 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

No.	Teaching Objectives	Teaching Methods	Assessment
1	To enable students to understand the major negotiation theories.	Lecture, Discussion, Report	Report, 出席率、討論
2	To enable students to explore the process of some important negotiation cases between the U.S. and China.	Lecture, Discussion, 報告	Report, 出席率、討論
3	To enable students to write research papers.	Lecture, Discussion, 報告	Report, 出席率、討論

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

Essential Qualities of TKU Students	Description
◆ A global perspective	Helping students develop a broader perspective from which to understand international affairs and global development.
◇ Information literacy	Becoming adept at using information technology and learning the proper way to process information.
◆ A vision for the future	Understanding self-growth, social change, and technological development so as to gain the skills necessary to bring about one's future vision.
◆ Moral integrity	Learning how to interact with others, practicing empathy and caring for others, and constructing moral principles with which to solve ethical problems.
◇ Independent thinking	Encouraging students to keenly observe and seek out the source of their problems, and to think logically and critically.
◆ A cheerful attitude and healthy lifestyle	Raising an awareness of the fine balance between one's body and soul and the environment; helping students live a meaningful life.
◇ A spirit of teamwork and dedication	Improving one's ability to communicate and cooperate so as to integrate resources, collaborate with others, and solve problems.
◇ A sense of aesthetic appreciation	Equipping students with the ability to sense and appreciate aesthetic beauty, to express themselves clearly, and to enjoy the creative process.

Course Schedule

Week	Date	Subject/Topics	Note
1	104/02/24 ~ 104/03/01	Cognition theory and negotiation	
2	104/03/02 ~ 104/03/08	Organizational theory and negotiation	
3	104/03/09 ~ 104/03/15	Cultural aspects of international negotiation	
4	104/03/16 ~ 104/03/22	Metaphors for understanding international negotiation	
5	104/03/23 ~ 104/03/29	Structure of negotiation	
6	104/03/30 ~ 104/04/05	Strategy in negotiation	
7	104/04/06 ~ 104/04/12	Actors in negotiation	
8	104/04/13 ~ 104/04/19	Outcomes of negotiation	
9	104/04/20 ~ 104/04/26	Third-party mediation	
10	104/04/27 ~ 104/05/03	Consultation on term papers	
11	104/05/04 ~ 104/05/10	Conflict management and negotiation	
12	104/05/11 ~ 104/05/17	Crisis negotiating behavior	

13	104/05/18 ~ 104/05/24	Negotiating with villains	
14	104/05/25 ~ 104/05/31	Marshall' s medication mission to China	
15	104/06/01 ~ 104/06/07	U.S. negotiation with China at Warsaw Talks	
16	104/06/08 ~ 104/06/14	U.S. negotiation with China over Shanghai Communique in 1972	
17	104/06/15 ~ 104/06/21	U.S. Position in Diaoyutai Dispute	
18	104/06/22 ~ 104/06/28	期末考	
Requirement			
Teaching Facility	(None)		
Textbook(s)	1.Victor Kremenyuk, ed., International Negotiation, 2002 2.Boy J. Lewicki, Alexander Hiam, and Karen Wise Olander, Think Before You Speak, 1996. 3.Raymond Cohen, Negotiating Across Cultures, 1997.		
Reference(s)	1.Kenneth T. Young, Negotiating with the Chinese Communists: The United States Experince, 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 by assignment instructor only)		
Grading Policy	◆ Attendance : % ◆ Mark of Usual : 50.0 % ◆ Midterm Exam : % ◆ Final Exam : % ◆ Other 〈Final paper〉 : 50.0 %		
Note	This syllabus may be uploaded at the website of Course Syllabus Management System at http://info.ais.tku.edu.tw/csp or through the link of Course Syllabus Upload posted on the home page of TKU Office of Academic Affairs at http://www.acad.tku.edu.tw/CS/main.php . ※ Unauthorized photocopying is illegal. Using original textbooks is advised. It is a crime to improperly photocopy others' publications.		