

## Tamkang University Academic Year 109, 2nd Semester Course Syllabus

Course Title	INTERNATIONAL NEGOTIATION	Instructor	I-CHING, CHEN
Course Class	TRDXB3A DEPARTMENT OF DIPLOMACY AND INTERNATIONAL RELATIONS (ENGLISH-TAUGHT PROGRAM), 3A	Details	<ul style="list-style-type: none"> <li>◆ General Course</li> <li>◆ Selective</li> <li>◆ One Semester</li> </ul>
Relevance to SDGs	SDG4 Quality education SDG17 Partnerships for the goals		
<b>Departmental Aim of Education</b>			
To provide students with an understanding of the major theories in diplomacy & international relations and to equip students with practical skills and help them become outstanding members of the diplomatic and international relations community.			
<b>Subject Departmental core competences</b>			
A. Every student will process essential understanding of theories of international relations. (ratio:30.00)  C. Every student will become capable of Independent thinking and information processing to further improve international relations.(ratio:50.00)  D. Every student will process essential knowledge of participation in governmental & non-governmental affairs.(ratio:20.00)			
<b>Subject Schoolwide essential virtues</b>			
1. A global perspective. (ratio:30.00)  2. Information literacy. (ratio:30.00)  5. Independent thinking. (ratio:40.00)			
Course Introduction	International relations are full of impetus generated by different types of international negotiations and international negotiations is a process that implies the dynamics and mechanisms utilized by different players with different goals and interests. The course will provide an overview of the basic concepts of international negotiations and introduce specific strategies that are required for negotiations. Through discussion and simulation, the course will also include practical exercises for students to understand the challenges faced during a negotiation process.		

**The correspondences between the course's instructional objectives and the cognitive, affective, and psychomotor objectives.**

Differentiate the various objective methods among the cognitive, affective and psychomotor domains of the course's instructional objectives.

I. Cognitive : Emphasis upon the study of various kinds of knowledge in the cognition of the course's veracity, conception, procedures, outcomes, etc.

II. Affective : Emphasis upon the study of various kinds of knowledge in the course's appeal, morals, attitude, conviction, values, etc.

III. Psychomotor: Emphasis upon the study of the course's physical activity and technical manipulation.

No.	Teaching Objectives	objective methods
1	The general purpose of the course is to provide students with an overview of the theoretical and practical skills that are required in daily life, business, and international negotiations. Although everything negotiation situation is different and negotiating training cannot resolve all the conflicts, the course aims to equip students to with certain skills as negotiators from theoretical analysis and practical exercises.	Cognitive

The correspondences of teaching objectives : core competences, essential virtues, teaching methods, and assessment

No.	Core Competences	Essential Virtues	Teaching Methods	Assessment
1	ACD	125	Lecture, Discussion, Experience	Discussion(including classroom and online), Report(including oral and written), Activity Participation

**Course Schedule**

Week	Date	Course Contents	Note
1	110/02/22 ~ 110/02/28	Course overview	
2	110/03/01 ~ 110/03/07	International Negotiation Perspectives and Approaches	
3	110/03/08 ~ 110/03/14	International Negotiation Strategies: Interests or Positions? I	
4	110/03/15 ~ 110/03/21	International Negotiation Strategies: Interests or Positions? II	
5	110/03/22 ~ 110/03/28	Creating Mutual Gain -- The Intangibilities of Negotiations	
6	110/03/29 ~ 110/04/04	Key Element of International Negotiation -- People?	
7	110/04/05 ~ 110/04/11	Imbalance of Power -- Objective Criteria	

8	110/04/12 ~ 110/04/18	Best Alternative to a Negotiation Agreement is the Best?	
9	110/04/19 ~ 110/04/25	Multimedia and Discussion I	
10	110/04/26 ~ 110/05/02	Midterm Exam Week	
11	110/05/03 ~ 110/05/09	Multimedia and Discussion I	
12	110/05/10 ~ 110/05/16	International Negotiation Outcomes I	
13	110/05/17 ~ 110/05/23	International Negotiation Outcomes II	
14	110/05/24 ~ 110/05/30	Simulation Course	
15	110/05/31 ~ 110/06/06	Simulation Course	
16	110/06/07 ~ 110/06/13	Simulation Course	
17	110/06/14 ~ 110/06/20	Simulation Course	
18	110/06/21 ~ 110/06/27	Final Exam Week	
Requirement			
Teaching Facility	Computer, Projector		
Textbooks and Teaching Materials	Roger Fisher and William Ury, Getting to Say Yes, Random House Business Books 2012. David Sally, One Step Ahead, Mastering the Art and Science of Negotiation, St. Martin's Press 2020.		
References			
Number of Assignment(s)	2 (Filled in by assignment instructor only)		
Grading Policy	◆ Attendance : 20.0 %   ◆ Mark of Usual : 15.0 %   ◆ Midterm Exam : 15.0 % ◆ Final Exam : 50.0 % ◆ Other < > : %		
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/CS/main.php">http://www.acad.tku.edu.tw/CS/main.php</a> . <b>※ Unauthorized photocopying is illegal. Using original textbooks is advised. It is a crime to improperly photocopy others' publications.</b>		