

Tamkang University Academic Year 111, 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"> ◆ General Course ◆ Selective ◆ One Semester
Relevance to SDGs	SDG4 Quality education SDG10 Reducing inequalities SDG16 Peace, justice and strong institutions SDG17 Partnerships for the goals		
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			
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.			
Subject Departmental core competences			
<ul style="list-style-type: none"> A. Every student will process essential understanding of theories of international relations. (ratio:30.00) B. Every student will have primary perception of current international issues.(ratio:10.00) C. Every student will become capable of Independent thinking and information processing to further improve international relations.(ratio:30.00) D. Every student will process essential knowledge of participation in governmental & non-governmental affairs.(ratio:20.00) E. Every student will display high-level competence in English.(ratio:10.00) 			
Subject Schoolwide essential virtues			
<ul style="list-style-type: none"> 1. A global perspective. (ratio:30.00) 2. Information literacy. (ratio:10.00) 3. A vision for the future. (ratio:10.00) 4. Moral integrity. (ratio:5.00) 5. Independent thinking. (ratio:25.00) 6. A cheerful attitude and healthy lifestyle. (ratio:5.00) 7. A spirit of teamwork and dedication. (ratio:10.00) 8. A sense of aesthetic appreciation. (ratio:5.00) 			

Course Introduction	<p>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.</p> <p>The course will also include practical exercises for students to understand the challenges faced during a negotiation process through discussions and simulations.</p>
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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	ABCDE	12345678	Lecture, Discussion, Experience	Discussion(including classroom and online), Report(including oral and written), Activity Participation

Course Schedule

Week	Date	Course Contents	Note
1	112/02/13~ 112/02/19	Course overview	

2	112/02/20 ~ 112/02/26	International Negotiation Perspectives and Approaches	
3	112/02/27 ~ 112/03/05	International Negotiation Strategies: Interests or Positions? I	
4	112/03/06 ~ 112/03/12	International Negotiation Strategies: Interests or Positions? II	
5	112/03/13 ~ 112/03/19	Creating Mutual Gain -- The Intangibilities of Negotiations	
6	112/03/20 ~ 112/03/26	Key Element of International Negotiation -- People?	
7	112/03/27 ~ 112/04/02	Best Alternative to a Negotiation Agreement is the Best?	
8	112/04/03 ~ 112/04/09	University Teaching Administration Week	
9	112/04/10 ~ 112/04/16	Imbalance of Power -- Objective Criteria	
10	112/04/17 ~ 112/04/23	Midterm Exam Week	
11	112/04/24 ~ 112/04/30	Multimedia and Discussion	
12	112/05/01 ~ 112/05/07	International Negotiation Outcomes I	
13	112/05/08 ~ 112/05/14	International Negotiation Outcomes II	
14	112/05/15 ~ 112/05/21	Group Presentation	
15	112/05/22 ~ 112/05/28	Group Presentation	
16	112/05/29 ~ 112/06/04	Group Presentation	
17	112/06/05 ~ 112/06/11	Group Presentation	
18	112/06/12 ~ 112/06/18	Final Exam Week	
Requirement			
Teaching Facility		Computer, Projector	
Textbooks and Teaching Materials		Self-prepared Teaching Materials	
References		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.	

Number of Assignment(s)	2 (Filled in by assignment instructor only)
Grading Policy	◆ Attendance : 20.0 % ◆ Mark of Usual : 40.0 % ◆ Midterm Exam : % ◆ Final Exam : 40.0 % ◆ Other () : %
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.