# COURSE DETAIL

| INTERNATIONAL BUSINESS NEGOTIATION |
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| **Country**<br>China |
| **Host Institution**<br>Fudan University |
| **Program(s)**<br>Fudan University |
| **UCEAP Course Level**<br>Upper Division |
| **UCEAP Subject Area(s)**<br>Communication Business Administration |
| **UCEAP Course Number**<br>168 |
| **UCEAP Course Suffix** |
| **UCEAP Official Title**<br>INTERNATIONAL BUSINESS NEGOTIATION |
| **UCEAP Transcript Title**<br>INTL BUS NEGOTIATN |
| **UCEAP Quarter Units**<br>3.00 |
| **UCEAP Semester Units**<br>2.00 |

**Course Description**

This course is designed to improve students' communicative skills in the business world. It is targeting at upper-intermediate to advanced students of business. It helps students to use English more effectively and professionally. The texts offer an insight into topical biz issues and invite students to explore current thinking on important biz topics and trends. They are accompanied by authentic recorded interviews with top biz people and authentic texts from prominent biz publications and the media. Skilled based units provide an in-depth focus on presentations, negotiations and meetings, adequate scope for students to practice the language and communicative skills, interaction and communication to develop interpersonal skills as well as to improve students' performance and increase confidence in these areas. The format includes introduction, texts reading, English vocabulary, language practice, listening, case studies, and writing.

**Language(s) of Instruction**

**Host Institution Course Number**
ECON130168

**Host Institution Course Title**
INTERNATIONAL BUSINESS NEGOTIATION

**Host Institution Course Details**

**Host Institution Campus**

**Host Institution Faculty**

**Host Institution Degree**

**Host Institution Department**
Economics

**Course Last Reviewed**

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