

COURSE DETAIL

INTERNATIONAL BUSINESS NEGOTIATION

Country

China

Host Institution

Fudan University

Program(s)

Fudan University

UCEAP Course Level

Upper Division

UCEAP Subject Area(s)

Communication Business Administration

UCEAP Course Number

168

UCEAP Course Suffix**UCEAP Official Title**

INTERNATIONAL BUSINESS NEGOTIATION

UCEAP Transcript Title

INTL BUS NEGOTIATN

UCEAP Quarter Units

3.00

UCEAP Semester Units

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 Campus

Host Institution Faculty

Host Institution Degree

Host Institution Department

Economics

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