

SUSTech NEW COURSE APPLICATION FORM

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| Course Title | Business Negotiations | Department | Division of Information System and Management Engineering |
| | | Course Code | MIS 212 |
| Majors the course is open to | | Undergraduate | |
| Course Category | C | <input type="checkbox"/> A. Major Foundational Courses <input type="checkbox"/> B. Major Core Courses <input checked="" type="checkbox"/> C. Major Elective Courses <input type="checkbox"/> D. GE Required Courses <input type="checkbox"/> E. GE Elective Courses | |
| Course Credits | | 3 | Credit for Lab Sessions |
| | | | 1 |
| Course Hours | | 64 | Lab Hours |
| | | | 32 |
| Delivery Type | <input type="checkbox"/> A. Lecture <input type="checkbox"/> B. Lab <input checked="" type="checkbox"/> C. Lecture/ Lab <input type="checkbox"/> D. Lecture Series | | |
| Semester | Spring | Prerequisites | None |
| Assessment | Participation 30%, Paper submission 20%, in-class negotiation 30%, Group Project 20% | | |
| Grading system | | <input checked="" type="checkbox"/> A. Letter grading <input type="checkbox"/> B. Pass/Fail grading | |
| Textbooks | <input checked="" type="checkbox"/> A. Textbook in English published outside China <input type="checkbox"/> B. Textbook in Chinese <input type="checkbox"/> C. Coursepacks in English <input type="checkbox"/> D. Coursepacks in Chinese | | |
| Instruction Language | <input checked="" type="checkbox"/> A. English <input type="checkbox"/> B. Chinese <input type="checkbox"/> C. Bilingual | | |
| Required facilities | It would be helpful to have small rooms reserved for students to negotiation in groups. If this is not possible, it would be helpful to have a relatively big room where students can have some space as they negotiate. | | |
| Instructors | Name | Title | Teaching Experience (Courses Undertaken) |
| | Jae Yun Kim | Assistant Professor | EBA 106 Management in Fall 2020 Semester |
| | Please attach the instructor(s)'s CV. <i>See attachment.</i> | | |
| Why is this course needed? | Please state why this course is needed, what students will learn, how the course will be delivered. (SUSTech Course Specification Form required.) 1、 The role of this course in discipline development. If there is no similar course in the discipline, please describe the role of the setting of this course in the curriculum system; if there is a similar course in the discipline, please focus on describing the difference between this course and the existing one. | | |

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| | <p>2、 The role of this course in postgraduate education. Please focus on what abilities of postgraduates can be improved.</p> <p>3、 Preparations related to this course. Please focus on the ways in which the two roles mentioned above can be achieved, including teachers training, teaching methods, teaching contents, class hours allocation and assessment methods of this course as well as textbooks and main reference materials.</p> <p>Signature of the Instructor:</p> <p>Date: 28/10/2020</p> | |
| <p>Comments by the Department</p> | <p>Please comments on the reasons to open the course, instructors, course content, and the availability of the required teaching facilities.</p> <p>This course is a major elective course. The setting of the course conforms to the needs of students' major elective course, which can help students improve their professional skills and lay a good foundation for their employment or further study. The research direction of the lecturer is in line with the course direction, and the course setting is reasonable. At present, the department already has the hardware and software environment for opening the course.</p> <p>This course uses a foreign language textbook and has examined the ideology of the foreign language textbook, the issue of unconscious ideology.</p> <p>Signature of the Department Chair:</p> <p>Date: 9/11/2020</p> | |
| <p>Department Approval</p> | <p>Consent.</p> <p>Signature of Approval: _____ Date:9/11/2020</p> <p>(Signature or Stamp)</p> | |
| <p>University Approval</p> | <p>Teaching Affairs Office (Stamp)</p> <p>Date:</p> | <p style="text-align: center;">Approval Record</p> <p>Course Title _____ Department _____</p> <p>Course Code _____ Credits _____ Category _____</p> <p>Credit Hours: _____</p> <p>Hours for Lecture _____ Lab _____ Internship _____ Project _____</p> <p>Course to be offered from _____ Semester _____ Year _____</p> |