I. COURSE TITLE: Communication and Intercultural Negotiation in International Business

Course Code: INBU 7140

Credits: 3

II. COURSE DESCRIPTION:

Analysis of the impact of communication in different cultures for commercial purposes. Application of skills in communication in multicultural commercial scenarios. Inference of the implications of intercultural negotiations in domestic and international multicultural companies.

III. GENERAL AND SPECIFIC OBJECTIVES:

By the end of the course the students will be able to:

1. explain the concepts, principles, and theories of intercultural communication and interactions
   provide a theoretical and conceptual framework for understanding intercultural communication and interactions
   explain the differences among specific cultures and co-cultures

2. apply the concepts, principles, and theories of intercultural communication and interactions to situations in commercial environments
   demonstrate increased awareness of and sensitivity to cultural differences
   develop strategies for effective intercultural communication and interactions
   communicate and interact effectively in an intercultural context
   2.4 demonstrate increased tolerance for ambiguity
   2.5 utilize flexible communication patterns
   2.6 communicate with others in a respectful and nonjudgmental manner

IV. COURSE CONTENTS

A. Foundations of Intercultural Communication
B. Intercultural Communication Processes
   1. Identity and Intercultural Communication
C. History and Intercultural Communication
D. Language and Intercultural Communication
E. Cultural Spaces and Nonverbal Communication  
F. Communication and Intercultural Transitions  
G. Communication and Intercultural Relationships  
H. Conflict, Communication and Culture  
I. Ethics and Intercultural Communication  
J. Intercultural Negotiations  
   1. Intercultural negotiation process and strategies

V. ACTIVITIES

   A. Class discussions  
   B. Group dynamics  
   C. Team presentation

VI. TEXTBOOK

No textbook is required but the following are highly recommended:


VII. RESOURCES

A. Readings:

Topic: Foundations of Intercultural Communication

Wiseman, R. (Ed.) Intercultural Communication Theory. Chapters to be assigned by the professor.

Topic: Intercultural Communication Processes


**Topic: History and Intercultural Communication**


**Topic: Language and Intercultural Communication**


**Topic: Cultural Spaces and Nonverbal Communication**


**Topic: Communication and Intercultural Transitions**


**Topic: Communication and Intercultural Relationships**


**Topic: Conflict, Communication and Culture**


**Topic: Ethics and Intercultural Communication**


**Topic: Intercultural Negotiations**


**VIII. COURSE EVALUATION:**

**A. Evaluation Criteria:**

Final grades will be cumulative and based on:

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<th>%</th>
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<tbody>
<tr>
<td>Class Attendance</td>
<td>10</td>
</tr>
<tr>
<td>Homework</td>
<td>10</td>
</tr>
<tr>
<td>Paper</td>
<td>20</td>
</tr>
<tr>
<td>Presentation</td>
<td>5</td>
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<tr>
<td>Midterm</td>
<td>20</td>
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<tr>
<td>Final exam</td>
<td>35</td>
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<td><strong>Total</strong></td>
<td>100</td>
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**B. Policies and Expectations:**

1. You must be familiar with the computer e-mail system.
2. You must attend class in order to participate in exercises and discussions. If you miss more than two class meetings, you will lose attendance/participation course credit (points) as follows: 2 points per class missed.
3. All written assignments must be typed. Presentation will be evaluated based on five elements:

   *what (the content)*
   *how (the process of information collection)*
   *style (the way you present yourself and your work)*
   *cooperation (between you and your teammate)*
   *time (12-15 minutes)*

**IX. BIBLIOGRAPHY**
A. Books:


B. Journals and Newspapers

- Academy of Management Journal
- Administrative Management
- Advanced Management Journal
- Caribbean Business Review
- Comercio y Produccion
- Foreign Affairs
- Harvard Business Review
- International Organizational Behavior
- International Studies of Management and Organizations
- Journal of Business Ethics
- Journal of Cross Cultural Psychology
- Journal of International Business Studies
Journal of Management Development
Journal of Management Studies
Management International Review
Management Review
Management Science
Management Solutions
Management Today
New York Times
Organization Studies
Organizational Dynamics
Organizational Studies
The Negotiator Magazine

C. Websites

Academy of Management (www.aom.pace.edu)
American Communication Association (www.americancom.org)
Asian Institute for Development Communication (Aidcom) (www.aidcom)
Asoc. Latinoamericana de Investigadores de la Comunicacion (ALAIC) (http://alaic.net)
Association for Business Communication (www.businesscommunication.org)
Association for Women in Communication (www.womcom.org)
Business Research (www.hoovers.com)
Business Week (www.businessweek.com)
Center for Global Communication (GLOCOM) (www.glocom.ac.jp/e)
Center for Research in Conflict and Negotiation (CRCN) (www.smeal.psu.edu/crcn)
Entrepreneur (www.entrepreneur.com)
Entrepreneur Magazine (www.entrepreneurmag.com)
European Communication and Research Education Association (ECREA) (www.ecrea.edu)
Forbes (www.forbes.com)
Harvard Business Review (www.hbsp.harvard.edu)
Intercultural Communication Institute (www.intercultural.org)
International Association for Business Communication (www.iabc.com)
International Communication Association (www.icahdq.org)
Society for Intercultural Education, Training and Research (SIETAR) (www.sietar.org)
Strategic Management Society (www.smsweb.org)
The Center for International Development at Harvard University: Global Trade Negotiations (www.cid.harvard.edu/cidtrade)
The Centre for the Study of Communication and Culture (CSCC) (www.csecc.scu.edu)
Wall Street Journal (www.wsj.com)
World Communication Association (http://facstaff.uww.edu/wca)