



UNIVERSITI TEKNOLOGI MARA

EIC503: ENGLISH FOR INTERCULTURAL NEGOTIATIONS

Course Name (English)	ENGLISH FOR INTERCULTURAL NEGOTIATIONS APPROVED
Course Code	EIC503
MQF Credit	4
Course Description	This course is designed to develop the students' understanding of the fundamentals of intercultural communication in order to negotiate effectively in English in intercultural situations. It will equip students with the skills to successfully manage conflicts while maintaining mutual respect and minimising antagonism.
Transferable Skills	Verbal & Writing Skills
Teaching Methodologies	Lectures, Blended Learning, Case Study, Presentation, Role Play, Collaborative Learning
CLO	CLO1 Apply advanced knowledge in describing concepts and theories of intercultural negotiations CLO2 Display practical language and linguistic skills in analyzing the differences in intercultural negotiations. CLO3 Demonstrate negotiation skills in appropriate intercultural settings.
Pre-Requisite Courses	No course recommendations
Topics	
1. Definition of Intercultural Negotiation 1.1) Culture 1.2) Negotiation	
2. Aspects of Intercultural Negotiations 2.1) Expectation of Outcomes 2.2) Negotiating Outcomes	
3. Orientation of the Negotiating Team 3.1) Role of Team Members 3.2) Members of a Negotiating Team 3.3) Analysis of the Other Side's Team	
4. The Physical Context 4.1) Site and Space 4.2) Schedule and Agenda 4.3) Use of Time 4.4) Host Hospitality	
5. Communication and Style of Negotiating 5.1) Differences in Focus 5.2) Honour 5.3) Form 5.4) Emotion 5.5) Silence	
6. The Phases of Negotiating Interculturally 6.1) Development of a Relationship 6.2) Information Exchange 6.3) Persuasion 6.4) Concession and Agreement	

7. Language and Intercultural Negotiation

- 7.1) The Role and Force of Words
- 7.2) Language Structure and Thinking
- 7.3) Formal and Informal language
- 7.4) Organising Messages

Assessment Breakdown		%		
Continuous Assessment		100.00%		
Details of Continuous Assessment	Assessment Type	Assessment Description	% of Total Mark	CLO
	Group Project	Role Play	40%	CLO3
	Presentation	Presentation	30%	CLO2
	Test	Test	30%	CLO1
Reading List	Recommended Text	<ul style="list-style-type: none"> • Galluccio, M. 2015, <i>Handbook of International Negotiation</i>, Springer International Publishing Switzerland • Gates, S. 2016, <i>The Negotiation Book: Your Definitive Guide to Successful Negotiating</i>, 2nd ed. Ed., Wiley West Sussex, UK • Hames, D. S. 2012, <i>Negotiation: Closing Deals, Settling Disputes, and Making Team Decisions.</i>, Sage . Los Angeles, USA • Sycara, K; Gelfand, M & Abbe, A. (Eds.) 2013, <i>Models for Intercultural Collaboration and Negotiation</i>, Springer. New York • Thomas, David C. 2015, <i>Cross-cultural Management: Essential Concepts</i>, 3rd ed. Ed., Sage CA • Wilbaut, M. 2012, <i>Intercultural Negotiation</i>, Management Books 2000 Gloucestershire 		
Article/Paper List	This Course does not have any article/paper resources			
Other References	This Course does not have any other resources			