



ÇANKAYA UNIVERSITY
Faculty of Economics and Administrative Sciences

Course Definition Form

This form should be used for either an elective or a compulsory course being proposed and for a curriculum development process for an undergraduate curriculum at Çankaya University, Faculty of Economics and Administrative Sciences. Please fill in the form completely and submit the print-out carrying the approval of the Department Chair to the Dean's Office and mail its electronic copy to aysemat@cankaya.edu.tr. After receiving *both copies*, the print-out will be forwarded to the Faculty Academic Board for approval. Incomplete forms will be returned to the Department. The approved form is finally sent to the President's office for approval by the Senate.

Part I. Basic Course Information

Department Name	International Trade				Dept. Numeric Code	3	3
Course Code	I	N	T	T	4	3	0
	Number of Weekly Lecture Hours		3	Number of Weekly Lab/Tutorial Hours		-	Number of Credit Hours
Course Web Site	http:// xxx.cankaya.edu.tr				ECTS Credit	0	5

Course Name <i>This information will appear in the printed catalogs and on the web online catalog.</i>	
English Name	Intercultural Management & Negotiation
Turkish Name	Kültürler Arası Yönetim ve Müzakere

Course Description <i>Provide a brief overview of what is covered during the semester. This information will appear in the printed catalogs and on the web online catalog. Maximum 60 words.</i>
Examines theories and practices of management in a cross-border context along with different cultures. Focuses on strategies and their implementation in international markets and how management is subject to changes when it is applied internationally.

Prerequisites (if any) <i>Give course codes and check all that are applicable.</i>	1 st	2 nd	3 rd	4 th
	<input type="checkbox"/> Consent of the Instructor	<input type="checkbox"/> Senior Standing	<input type="checkbox"/> Give others, if	
Co-requisites (if any)	1 st	2 nd	3 rd	4 th
Course Type <i>Check all that are applicable</i>	<input checked="" type="checkbox"/> Must course for dept. <input type="checkbox"/> Must course for other dept.(s) Elective course for dept. <input checked="" type="checkbox"/> Elective			

Part II. Detailed Course Information**Course Objectives***Maximum 100 words.*

This course aims to enable students to critically analyze the international environment and consider the crucial factors that influence international management and cross border strategy formulation and implementation. This course examines the critical aspects of international strategy and management including international strategy formulation and implementation, cross-border collaboration, learning and innovation, global interdependence, cross-cultural management, international human resource management, organizational behavior as well as especially inter-cultural management and negotiation

Learning Outcomes*Explain the learning outcomes of the course. Maximum 10 items.*

By the end of this course, students are expected to:

1. Critically assess the international environment, and evaluate how it influences international management, strategy formulation and implementation,
2. Consider the factors that impact strategy formulation, development and implementation in the international context,
3. Appreciate the role and influences of culture in international management, and
4. Understand the key concepts in international human resource management and international organizational behavior.
5. To comprehensively understand intercultural management and negotiation.

Textbook(s)*List the textbook(s), if any, and other related main course material.*

Author(s)	Title	Publisher	Publication Year	ISBN
Helen Deresky	International Management: Managing Across Borders and Cultures	Pearson	2014, 8/E	9780133062120
Arvind Phatak, Rabi Bhagat, Roger Kashlak	International Management: Managing in a Diverse and Dynamic Global Environment	McGraw-Hill	2013	ISBN-13: 978-0073210575
Claude Cellich, Subhash Jain	Global Business Negotiations: A Practical Guide	Thomson	2013	ISBN-13: 978-0538726580

Reference Books*List, if any, other reference books to be used as supplementary material.*

Author(s)	Title	Publisher	Publication Year	ISBN

Teaching Policy*Explain how you will organize the course (lectures, laboratories, tutorials, studio work, seminars, etc.)*

Teaching policy is based on lectures in the class and comprehensive case studies.

Laboratory/Studio Work

Give the number of laboratory/studio hours required per week, if any, to do supervised laboratory/studio work and list the names of the laboratories/studios in which these sessions will be conducted.

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Computer Usage

Briefly describe the computer usage and the hardware/software requirements for the course.

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Course Outline

List the weekly topics to be covered.

Week	Topic(s)
1	Assessing the Environment: Political, Economic, Legal, Technological
2	Managing Interdependence: Social Responsibility, Ethics, Sustainability
3	Understanding the Role of Culture
4	Communicating Across Cultures
5	Cross-Cultural Negotiation and Decision Making
6	The Role of Culture in Cross-Border Negotiations
7	Mid-Term Exam
8	Undertaking Negotiations
9	Communication Skills for Effective Negotiations
10	Sources of Power in Negotiations
11	Global Negotiation Differences
12	Developing a Global Management Cadre
13	Motivating and Leading
14	Review & Case Studies

Grading Policy

List the assessment tools and their percentages that may give an idea about their relative importance to the end-of-semester grade.

Assessment Tool	Quantity	Percentage	Assessment Tool	Quantity	Percentage	Assessment Tool	Quantity	Percentage
Mid-Term Exam	1	30%	Mid-Term Exam					
Case Study and/or Term Project	1	30%	Mid-Term Exam					
Final-Exam	1	%40	Final-Exam					
Total		% 100	Total					

ECTS Workload			
<i>List all the activities considered under the ECTS.</i>			
Activity	Quantity	Duration (hours)	Total Workload (hours)
Attending Lectures (<i>weekly basis</i>)	1	3	3
Attending Labs/Recitations (<i>weekly basis</i>)			
Compilation and finalization of course/lecture notes (<i>weekly basis</i>)	1	8	8
Collection and selection of relevant material (<i>once</i>)	1	8	8
Self-study of relevant material (<i>weekly basis</i>)	1	8	8
Take-home assignments	2	25	40
Preparation for quizzes			
Preparation for mid-term exams (<i>including the duration of the exams</i>)	1	20	20
Preparation of term paper/case-study report (<i>including oral presentation</i>)			
Preparation of term project/field study report (<i>including oral presentation</i>)			
Preparation for final exam (<i>including the duration of the exam</i>)	1	40	40
TOTAL WORKLOAD / 25			127/25=5.08
ECTS Credit			5

Program Qualifications vs. Learning Outcomes <i>Consider the program qualifications given below as determined in terms of learning outcomes and acquisition of capabilities for all the courses in the curriculum. Look at the learning outcomes of this course given above. Relate these two using the Likert Scale by marking with X in one of the five choices at the right.</i>						
No	Program Qualifications	Contribution				
		0	1	2	3	4
1	Be able to understand the relationships of several aspects of doing business globally within an interdisciplinary approach.					X
2	Have necessary and sufficient knowledge as well as the analytical ability to evaluate his/her knowledge and information in his/her field.					X
3	Be able to adapt to rapidly changing global business environment and be open to new ideas and business practices.				X	
4	Have necessary skills required to implement his/her knowledge in real life situations and to develop an effective problem solving and decision making capabilities.					X
5	Have the sufficient technical knowledge and the ability to improve his/her professional qualifications.				X	
6	Be able to understand and evaluate the problems in his/her field and to discuss and express his/her opinions clearly.					X
7	Be able to understand the obstacles he/she faces in his/her field and to criticize them within an analytical point of view.				X	
8	Be able to propose possible solutions to problems faced within both national and international arena with an understanding of the importance of life-long learning and social responsibilities.				X	

9	Be able to use the theoretical and practical knowledge obtained in his/her field in analyzing and evaluating data.					X
10	Be able to learn the second foreign language, if taken, at least in the European Language Portfolio B1 General Level					X
11	Be able to work both independently and as a team member to solve problems in his/her field.					X
12	Develop effective communication skills.					X

Scale for contribution to a qualification: **0**-none, **1**-little, **2**-moderate, **3**-considerable, **4**-highest