朝陽科技大學 091學年度第2學期教學大綱
Commercial Negotiation 商務談判

當期課號	2147	Course Number	2147
授課教師	王馬克	Instructor	O'BRIEN,MARK WILLIAM
中文課名	商務談判	Course Name	Commercial Negotiation
開課單位	應用外語系(四日)二A	Department	
修習別	選修	Required/Elective	Elective
學分數	3	Credits	3
課程目標	本課程目標即是以商業談判相關英文商業個案爲藍本，讓同學實際分組以英文談判，從中學習談判技巧及商業知識。	Objectives	The students will have to study some commercial negotiation cases as the basic skills. The students will learn the business knowledge and commercial negotiation skills on real negotiation practice.
教材	Readings: Students are expected to have read the assigned readings prior to class. All assignments are from the Text unless noted otherwise.	Teaching Materials	
成績評量方式	期末考40%,第一個案例30%,第二個案例30%	Grading	Grades: Final Case 40%, Case One 30%, Case Two 30%
教師網頁			
教學內容		Syllabus	NEGOTIATING Spring 2003 Mark O'Brien Office: T2 #704 Thursday: 1:30 to 3:20 p.m. Extension: 7269 Office Hours: Wed. & Fri. 10:10-12:00

尊重智慧財產權，請勿非法影印。