朝陽科技大學 099學年度第2學期教學大綱
Commercial Negotiation 商務談判

當期課號	2092	Course Number	2092
授課教師	楊凱富	Instructor	YANG,KAI FU
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	2	Credits	2
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	開學第一節課宣佈。	Teaching Materials	To Be Announced.
成績評量方式	期中考: 25 % 期末考: 25 % 平時考核: 50 %	Grading	Mid Term Exam: 25 % Final Term Exam: 25 % General Evaluation: 50 %
教師網頁			
教學內容	本課程目標即是以商業談判相關之商業個案爲藍本，讓同學實際分組以進行談判模擬，從中學習談判技巧及商業知識。	Syllabus	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.

尊重智慧財產權，請勿非法影印。