



Syllabus, Fall Semester, 2008-2009 School Year

Course: GS 2201, Culture of International Commerce – China **Credit Hours:** 3

Time and Location: Th, 6:00-8:50, B-202.

Instructor: Paul G. Fendos, Jr. **Cell Phone:** 952-846-4792.

Office Hours: Th, 5:00-6:00 PM.

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Required Texts: *Understanding China: A Guide to China's Economy, History, and Political Culture.* John Bryan Starr. New York: Hill & Wang, 2001.
Chinese Business Etiquette: A Guide to Protocol, Manners, and Culture in the People's Republic of China. Scott D. Seligman. New York: Warner Business Books, 1999.

Additional readings will also be passed out in class.

Course Description: This is a one-semester course on the culture of Chinese commerce. It aims to examine the historical, social, and ethical foundations of commerce in China by exploring a wide range of issues, including: the trends and patterns in evolving attitudes towards commerce among Chinese that can be used to further understanding of present-day business realities; the themes and patterns that dictate interaction among the Chinese people; and philosophical, political, religious, and linguistic differences that might engender cross-cultural conflict. One major goal of this course is to develop a protocol for everyday interaction that will 1) contribute to the establishment of successful interaction between Chinese and Westerners, 2) mitigate cross-cultural conflict, and 3) enhance possibilities of success in the international world of business.

Course Objectives: See **Abbreviated Schedule of Classes and Assignments** below.

Grading: The final grade for this course will be based on the following: a take-home mid-term exam (200 points); an 8-10 minute oral presentation (300 points); a 5-8 page short research paper (300 points); completion of a protocol for interaction with Chinese (200 points); and attendance (200 points). (A total of 1,200 points.) As is stated below, there will also be 160 extra-credit points that can be earned on the **D2L Discussion Board**.

Final grades will be calculated by applying a student's cumulative point total to the following scale:

90% of total possible points and above = A
80%-89% = B
70%-79% = C
60%-69% = D
Below 60% = F

A running total of your points can be seen by going online to the **D2L** site for this course and clicking on Grades.

Extra-Credit is offered for active participation in a **weekly Discussion Board** that can also be found at the **Desire 2 Learn (D2L)** web site for this course. Students are encouraged to ask questions on material in any of these weekly discussion boards, or offer their answers to questions already posted. The teacher will monitor both questions and answers, adding his own comments when appropriate. A point will be rewarded weekly for each question asked or answer provided on any of these Discussion Boards, up to a total of 10 points per week, or a total of 160 possible points for the whole semester. Questions and answers must, of course, be related to class discussions, text materials, or China and interacting with the Chinese. But it is easy to see that active participation in these Discussion Boards could raise your grade one level (for example, from a 'B' to an 'A'). **Students will be introduced to the D2L web site and how to navigate around in it during the first week of class.**

Peer Review & Question/Answer Sessions: Discussed in class.

Academic Progress Policy: Six Credits and above—2.0 GPA and 67% Completion Rate.

ADA Statement: Reasonable accommodations that make sure all materials, discussions, and activities that are part of this course are accessible will be provided to students with physical, sensory, cognitive, systemic, and psychiatric disabilities. To discuss accommodations for this course, please visit the Disability Services Office (L 224) or contact by phone (651-450-8628 or TTY 651-450-8369) and contact the instructor.

Religious Accommodation Statement: Inver Hills strongly supports the principles of free expression and respect for the diversity of beliefs, including religious observances, among our academic community. It is the policy of the college to provide reasonable accommodations for students when religious observances conflict with classroom activities or course requirements. It is the responsibility of students to inform instructors in a timely fashion of such conflicts. If a mutually agreed accommodation is not possible, students may initiate an appeal. The procedure for this appeal is the same as the Grade Appeal Policy described in the Catalog and on the IHCC website.

Student's Right to Know: Policies on Harassment and Discrimination, Crime Awareness and Campus Security Report, Drug- and Alcohol-Free Campus, Student Conduct, and Academic Honesty are available on the IHCC website. Inver Hills has established policies and procedures to handle violations in a timely manner.

Incomplete Grade and Withdrawal Information: Students must initiate requests for either an incomplete grade or withdrawal from a course by filing the appropriate form with Enrollment Services. Students who stop attending classes without completing the withdrawal process may receive a grade of "F," and are responsible for all tuition/fees associated with the course registration. Please see the current Class Schedule or Catalog for details on forms and deadlines.

Abbreviated Schedule of Classes and Assignments: The following is a general tentative schedule. Changes in this schedule may occur, and it is the student's responsibility

to note any such changes. All changes in—as well as further details of—this schedule will be announced in class. Specific class assignments can be found on the D2L site for this course.

Week 1: August 28, Introduction to Course, Syllabus, and D2L
(History of Commerce)

Week 2: September 4, Patterns of Economic & Commercial Development in China
Neolithic Cultures to Chou Dynasty (1045-256 B.C.E.)

Week 3: September 11, Patterns of Economic & Commercial Development in China
Ch'in Dynasty (221-206 B.C.E.) to Northern & Southern Dynasties (304-589)

Week 4: September 18, Patterns of Economic & Commercial Development in China
T'ang Dynasty (618-906) to Sung Dynasty (960-1279)

Week 5: September 25, Patterns of Economic & Commercial Development in China
Yuan Dynasty (1279-1368) to Present Day (P.R.C. & Taiwan)

Week 6: October 2, Clan, Family, and Social Order in the Shang Dynasty
(1576-1059 B.C.E.) & Chou Dynasty (1045-256 B.C.E.)
(Value Systems & Cross-Cultural Conflict)

Week 7: October 9, Mid-term Take Home Exam

Week 8: October 16, Off Week

Week 9: October 23, Imperial Confucianism and Rule of the Elite in the
Han Dynasty (206 B.C.E.-220 C.E.)

Week 10: October 30, Philosophy & Religion: Confucianism and Taoism

Week 11: November 6, Philosophy & Religion: Yin/Yang, Legalism, and Buddhism.

Week 12: November 13, Language, Culture, and Foreign Devils.
(Business Ethics)

Week 13: November 20, Party State, The People's Republic of China; Law and
Contracts; Human Rights and Democracy; Intellectual and Artistic Freedom;
Regionalism and Minorities.

Week 14: November 27, Thanksgiving Day Holiday.

Week 15: December 4, Individual vs. Group; Harmony & Etiquette; Mianzi (Face);
Guanxi (Relationships); Reciprocity; Getting Things Done.
(A Protocol for Interaction)

Week 16: December 11, Communication from Afar; Face-to-Face; Social vs. Business;
Non-Verbal Communication; Saying No; Things Not to Do; Interaction and Fitting
in—How Far Should You Go?

Week 17: December 18, Final Exam Week

**Daily Class Schedule will be uploaded to the Course D2L site
before the Fall 2008 session begins.**

(Students can see info at D2L site only after registering for course.)

**Do not know what D2L (Desire to Learn OnLine Course System) is?
Go to [D2L Login](#) and register now. It is free if you are an enrolled student.**



**Worried you might not know how to use D2L? Not a problem.
We will go over how to use D2L for this class the first day of the course.**