



# Syllabus

## 2016

INSTITUTE  
OF INTERNATIONAL  
RELATIONS  
UNIVERSITY  
OF WARSAW



CENTRE  
FOR  
CONTEMPORARY  
CHINA  
STUDIES

### Dealing with China – Intercultural Management



**“Increase of EU's economic potential in relations with China”  
Leonardo da Vinci – Transfer of Innovation**

### General Information

Course title		Dealing with China – Intercultural Management
Faculty/Institute		UW
Programme for which the course is offered		
Course ID		
Erasmus code		
Course group		
Didactic cycle		
Type/form of class		Seminar
Brief course description		<p>Western business men facing failure of business deals with a Chinese counterpart are legion. Many times this is due to a lack of understanding of the Chinese partner.</p> <p>Therefore, to an important extent, this course will explain Chinese daily life and business behavior from a cultural perspective: cross cultural awareness, impact of ideology on corporate culture, specific characteristics of the economy in China, corporate organizations, leadership, work ethics, interference of the Chinese government in economy, business etiquette (do's and don'ts),</p>
Full course description		<p>Western business men facing failure of business deals with a Chinese counterpart are legion. Many times this is due to a lack of understanding of the Chinese partner.</p> <p>Therefore, to an important extent, this course will explain Chinese daily life and business behavior from a cultural perspective: cross cultural awareness, impact of ideology on corporate culture, specific characteristics of the economy in China, corporate organizations, leadership, work ethics, interference of the Chinese government in economy, business etiquette (do's and don'ts),</p> <p>Chinese strategic thinking and specific aspects of business negotiations will be discussed. Furthermore, the course informs about the various points of attention in doing business with China.</p> <p>Finally the course also deals with some aspects of Human Resources Management applied to China and foresees in a workshop on Change Management in China</p> <p>.</p>
Prerequisites	Formal prerequisites	—
	other prerequisites	Basic knowledge about Chinese culture and role of culture in China.
Learning outcomes		The aim of this course is to make the student familiar with the characteristics of the Chinese culture. The graduate will be able to

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	<p>properly deal with Chinese people in general and business men in particular. More specific, the learning objectives are:</p> <p>Become aware of one's own cultural background.</p> <p>Gain insight in the underlying cultural patterns of Chinese culture.</p> <p>Gain insight in the link between culture in general and corporate and business culture in China.</p>
ECTS credits	
Assessment methods and criteria	<p>Written exam (35%)</p> <p>Case studies (45%)</p> <p>Class participation (20%)</p>
Type of examination	Exam and case studies
Type of course	seminar
Mode of delivery	In-class seminars
Language of instruction	English
Bibliography	<ul style="list-style-type: none"> <li>- J. Boden, The Wall Behind China's Open Door.</li> <li>- Towards efficient intercultural management in China, ASP, 2008.</li> <li>- Keyong Dong, Ying Liu, (2010) "Cross-cultural management in China", Cross Cultural Management: An International Journal, Vol. 17 Iss: 3, pp.223 – 243.</li> <li>- Nikolaus S. Lang, Intercultural Management in China Strategies of Sino-European and Sino-Japanese Joint Ventures, 1998.</li> <li>- Cora Jungbluth, Going global, crossing cultures: intercultural management in Chinese enterprises, Int. J. of Chinese Culture and Management, 2008 Vol.1, No.3, pp.274 – 288</li> <li>- Power point presentations delivered during seminar</li> </ul>
Work placement(s)	-
Course coordinator	Krzysztof Gawlikowski
Academic teachers	Krzysztof Gawlikowski
Remarks	—

#### Detailed Information

Name of the academic teacher	Krzysztof Gawlikowski

Academic degree	Professor
Form of the class	Seminar
Learning outcomes	
Assessment methods and criteria for this course	Written exam (35%) Case studies (45%) Class participation (20%)
Type of examination	Exam
A list of topics	<ol style="list-style-type: none"> <li>1. Chinese Landscape and Scenery</li> <li>2. Communication of Information</li> <li>3. Expression of Honesty</li> <li>4. Nature of the Business Relationship</li> <li>5. Conflict results</li> <li>6. Conflict Resolution</li> <li>7. Guest-Host relations</li> <li>8. Negotiation styles</li> <li>9. How to use intermediaries</li> <li>10. How to establish relationships with government officials</li> </ol>
Learning activities and teaching methods	lecture; text analysis Group work in class;
Bibliography	<ul style="list-style-type: none"> <li>- J. Boden, The Wall Behind China's Open Door.</li> <li>- Towards efficient intercultural management in China, ASP, 2008.</li> <li>- Keyong Dong, Ying Liu, (2010) "Cross-cultural management in China", Cross Cultural Management: An International Journal, Vol. 17 Iss: 3, pp.223 – 243.</li> <li>- Nikolaus S. Lang, Intercultural Management in China Strategies of Sino-European and Sino-Japanese Joint Ventures, 1998.</li> <li>- Cora Jungbluth, Going global, crossing cultures: intercultural management in Chinese enterprises, Int. J. of Chinese Culture and Management, 2008 Vol.1, No.3, pp.274 – 288</li> <li>- Power point presentations delivered during seminar</li> </ul>
Limit of places available	
Time	
Place	



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