DESCRIPTION:

Objectives. As the second of the three courses during the six-week summer study program in Shanghai (China LBAT), this is an intensive, 3 week, 3 credit, 3rd year level proficiency based language course to simultaneously develop listening, speaking, reading, and writing skills in Mandarin Chinese. The in-class instruction will stress oral-aural facility, focusing on grammar and vocabulary drills, listening and conversation practices. The student is expected to continue expanding his/her knowledge of vocabulary (approximately 600-700 vocabulary written in characters), grammar and sentence structures.

The curriculum includes three components:

First, the structured in-class instruction from Monday to Thursday in the mornings will be centered on 9 selected lessons of the textbook, *A Practical Business Chinese Reader*, Revised Edition (Peking University Press, 2003). With the scenarios revolving around an American delegation’s visit to China, the textbook introduces important aspects of commercial and business activity and the related social activities in a succinct, vivid and humorous language. The rate of study is about 1 day/lesson.

Second, one-on-one individual sessions each Monday and Wednesday afternoon will provide more individualized help tailored to each student. The students work with the tutor on the pronunciation, grammar, text, conversation skills, and written journals.

Third, our curriculum is designed to mutually integrate in-class learning and activities outside of classroom. Three mandatory cultural or business site visits are included and usually take place on Fridays. Two optional cultural courses in Martial Arts and Tai Chi (Taijiquan) are offered to our students in Monday and Wednesday afternoon. Besides, students are highly encouraged to interact with local Chinese people in order to increase their understanding of Chinese business culture and to practice the language skills learned in the classroom. The students are required to submit a written journal about their practicum activities each week. The city is the classroom and the community is your laboratory!
REQUIRED TEXTS (provided):


GRADING:

1. Attendance and Class Participation/Discussion (10%)

   You’re expected to actively participate in a variety of class activities geared toward language acquisition including, but not limited to, drills, conversation practices, pair works, dialogues, discussions, debates, skit performances, etc.

2. Vocabulary Dictations/Quizzes (30%)

   One vocabulary quiz will be held for each lesson. The format includes character, pinyin & definition.

3. Written Journal (15%)

   You should finish one written journal entry each week and a total of three entries for this course. The topic can draw from your site visit and other practicum activities. You should bring your journal to your individual session in the following week (either Monday or Wednesday). The instructor will grade your journal and also work with you to improve your writing, grammar, and other communication skills.

4. Final Oral Presentation (15%)

   Students will prepare a final oral presentation of a topic chosen from the text (think of a dress rehearsal). Students should draw on their own photographs taken during cultural and/or business site visits, as well as other activities outside of class. Students should endeavor to demonstrate their acquisition of vocabulary, sentence structures, and business cultural understanding during this program.

5. Final Exam (30%)

   The final written exam will be completed using Chinese characters.

Ga. Tech Scale:  100—90 A;  89—80  B;  79—70  C;  69—60  D;  59—0  F.

SCHEDULE
Note: This schedule may be adjusted slightly depending on class progress.

<table>
<thead>
<tr>
<th>LBAT Week</th>
<th>Date</th>
<th>Day</th>
<th>In-Class Activities</th>
<th>Assignments</th>
</tr>
</thead>
</table>
| #4        | 6/1  | Monday | Lesson 1 — arrival in China 到达中国  
Go over the syllabus  
Dictation  
Vocab and grammar drills  
Go over the text  
Conversation practice  
Discussion | Preview L1, and prepare dictation |
|           | 6/2  | Tuesday | Lesson 1 — arrival in China 到达中国  
Go over the syllabus  
Dictation  
Vocab and grammar drills  
Go over the text  
Conversation practice  
Discussion | Preview L2, and prepare dictation |
|           | 6/3  | Wed. | Lesson 2 — at hotel 在旅馆  
Dictation  
Vocab and grammar drills  
Go over the text  
Conversation practice  
Discussion | Preview L3, and prepare dictation |
|           | 6/4  | Thurs. | Lesson 3 — formal meeting 正式见面  
Dictation  
Vocab and grammar drills  
Go over the text  
Conversation practice  
Discussion | Preview L4, and prepare dictation |
| 5         | 6/8  | Monday | Lesson 4 — scheduling 日程安排  
Dictation  
Vocab and grammar drills  
Go over the text  
Conversation practice  
Discussion | Preview L5, and prepare dictation |
6/9  Tuesday  Lesson 5 – attending business dinner 出席宴会
Dictation
Vocab and grammar drills
Go over the text
Conversation practice
Discussion

6/10  Wed.  Lesson 6 – initial negotiation 初步洽谈
Dictation
Vocab and grammar drills
Go over the text
Conversation practice
Discussion

6/11  Thurs.  Lesson 7 – visit factory 参观工厂
Dictation
Vocab and grammar drills
Go over the text
Conversation practice
Discussion

6/15  Monday  Lesson 8 – negotiate price 谈判 价格
Dictation
Vocab and grammar drills
Go over the text
Conversation practice
Discussion

6/16  Tuesday  Lesson 9 – cultural similarity and difference 文化异同
Dictation
Vocab and grammar drills
Go over the text
Conversation practice
Discussion

6/17  Wed.  Lesson 9 – cultural similarity and difference 文化异同
Go over the text
Conversation practice
Discussion

Preview L6, and prepare dictation
Preview L7, and prepare dictation
Preview L8, and prepare dictation
Preview L9, and prepare dictation
Prepare final presentation and exam
Prepare final presentation and exam
### ML PERFORMANCE GOAL #1: PROFESSIONAL COMMUNICATION

<table>
<thead>
<tr>
<th>ML Learning Outcome</th>
<th>CHIN 3692:</th>
<th>Note</th>
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</thead>
<tbody>
<tr>
<td>1: <strong>Demonstrate oral and aural proficiency in the target language</strong></td>
<td>Students will demonstrate oral proficiency at the Intermediate low ACTFL level</td>
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<tr>
<td>2: Demonstrate effective presentation skills in the target language</td>
<td>Students will demonstrate the ability to present in class for 10 minutes with minimal notes</td>
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<tr>
<td>3: <strong>Demonstrate writing proficiency in the target language</strong></td>
<td>Students will produce a range of writing from simple written description to half page report at the Intermediate-Low level on the ACTFL scale</td>
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<tr>
<td>4: Demonstrate proficiency in comprehension of authentic written texts in the target Language</td>
<td>Students will demonstrate comprehension of authentic business topics drawn from textbook</td>
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### ML PERFORMANCE GOAL #2: INTERCULTURAL SKILLS AND KNOWLEDGE

<table>
<thead>
<tr>
<th>ML Learning Outcome 5:</th>
<th>CHIN 3692:</th>
<th>Note</th>
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<tbody>
<tr>
<td><strong>Demonstrate in-depth knowledge of a specific target-language country or region</strong></td>
<td>Students will learn to successfully discuss topics related to business in China arrival, hotels, formal meetings, scheduling, business banquets, negotiation, factory visits and payments</td>
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<td>6: Demonstrate the ability to analyze an issue from target-culture perspective(s)</td>
<td>Students will display the ability to analyze basic topics related to doing business in China drawn from textbook topics: arrival, hotels, formal meetings, scheduling, business banquets, negotiation, factory visits and payments</td>
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<td>ML Learning Outcome 7:</td>
<td>CHIN 3692: Students will display the ability to analyze and compare textbook business topics to their home culture</td>
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<td>Demonstrate critical reflection on cultural complexity and context</td>
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