

Georgia Institute of Technology

School of Modern Languages

CHINESE 3692: BUSINESS CHINESE LBAT 2020 SYLLABUS

Class hours: M-R 8:30 am -11:45 am

Instructors: LBAT co-directors Mr. Chao Li, Dr. Jin Liu and local tutors

emails: chao.li@modlangs.gatech.edu; jin.liu@modlangs.gatech.edu

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 tailed 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):

《基础实用商务汉语》(修订版) “A Practical Business Chinese Reader (Revised Edition)”
edited by Guan Daoxiong (Peking University Press, 2003).

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.

LBAT Week	Date	Day	In-Class Activities	Assignments
#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	Preview L6, and prepare dictation	
6/10	Wed.	Lesson 6 – initial negotiation 初步洽谈 Dictation Vocab and grammar drills Go over the text Conversation practice Discussion	Preview L7, and prepare dictation	
6/11	Thurs.	Lesson 7 – visit factory 参观工厂 Dictation Vocab and grammar drills Go over the text Conversation practice Discussion	Preview L8, and prepare dictation	
6	6/15	Monday	Lesson 8 –negotiate price 价格谈判 Dictation Vocab and grammar drills Go over the text Conversation practice Discussion	Preview L9, and prepare dictation
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	Prepare final presentation and exam	
6/17	Wed.	Lesson 9 – cultural similarity and difference 文化异同 Go over the text Conversation practice Discussion	Prepare final presentation and exam	

Review for the final exam

6/18 Thurs. Final Written Exam
Final Oral Presentation

ML PERFORMANCE GOAL #1: PROFESSIONAL COMMUNICATION	
ML Learning Outcome 1 : Demonstrate oral and aural proficiency in the target language	<i>CHIN 3692: Students will demonstrate oral proficiency at the Intermediate Low ACTFL Level</i>
ML Learning Outcome 2: Demonstrate effective presentation skills in the target language	<i>CHIN 3692: Students will demonstrate the ability to present in class for 10 minutes with minimal notes</i>
ML Learning Outcome 3: Demonstrate writing proficiency in the target language	<i>CHIN 3692: Students will produce a range of writing from simple written description to half page report at the Intermediate-Low level on the ACTFL scale</i>
ML Learning Outcome 4: Demonstrate proficiency in comprehension of authentic written texts in the target Language	<i>CHIN 3692: Students will demonstrate comprehension of authentic business topics drawn from textbook</i>
ML PERFORMANCE GOAL #2: INTERCULTURAL SKILLS AND KNOWLEDGE	
ML Learning Outcome 5: Demonstrate in-depth knowledge of a <i>specific</i> target-language country or region	<i>CHIN 3692: Students will learn to successfully discuss topics related to business in China arrival, hotels, formal meetings, scheduling, business banquets, negotiation, factory visits and payments</i>
ML Learning Outcome 6: Demonstrate the ability to analyze an issue from target-culture perspective(s)	<i>CHIN 3692: 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</i>

<p>ML Learning Outcome 7: Demonstrate critical reflection on cultural complexity and context</p>	<p>CHIN 3692: <i>Students will display the ability to analyze and compare textbook business topics to their home culture</i></p>
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