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| **Prowadzący** | Jacek Jakubczak |
| **Oferta PJO\*** | TAK |
| **Oferta PJOE\*** | TAK |
| **Kierunek, rok, stopień dla PJO (\*obowiązkowe)** |  |
| **Semestr roku 2022/2023** | letni\*\* |

\* PJO – przedmiot w języku obcym dla studentów polskich / PJOE – przedmiot w języku obcym dla studentów Erasmus+  
\*\* zostawić właściwe

BASIC INFORMATION ABOUT THE SUBJECT (INDEPENDENT OF THE CYCLE)

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| **Module name** | An introduction to contemporary Chinese business culture |
| **Erasmus code** |  |
| **ISCED code** |  |
| **Language of instruction** | English |
| **Website** | <https://www.umcs.pl/en/courses-in-english-2021-2022,21582.htm>  (dla PJOE) |
| **Prerequisites** | None |
| **ECTS points hour equivalents** | Contact hours (work with an academic teacher): 15  Total number of hours with an academic teacher: 15  Number of ECTS points with an academic teacher: 2 Non-contact hours (students' own work): 15 Total number of non-contact hours: 15 Number of ECTS points for non-contact hours: 1  Total number of ECTS points for the module: 3 |
| **Educational outcomes verification methods** | Written examination in the form of a test. A database of single-choice questions will be prepared, from which each student will have 20 questions drawn at random. |
| **Description** | Classes conducted in lecture format. The aim of the course is to introduce contemporary Chinese business culture by presenting the Chinese cultural zone, the contemporary business environment in China, and contemporary business practices, but also to set them in a historical context showing the formation of contemporary basic cultural assumptions and values and the influence of various currents of thought such as Confucianism, Taoism, Buddhism and Chinese communism, among others. |
| **Reading list** | 1. Ambler, T., Witzel, M., Xi, C., Zou, D. (2017). *Doing business in China*. Routledge 4ed 2. Tong, C. K. (Ed.). (2014). *Chinese business: Rethinking guanxi and trust in Chinese business networks*. Springer. 3. Huang, X., & Bond, M. H. (Eds.). (2012). *Handbook of Chinese organizational behavior: Integrating theory, research and practice*. Edward Elgar Publishing. 4. Sun, T. (2010). *Inside the Chinese business mind: a tactical guide for managers*. Bloomsbury Publishing USA. |
| **Educational outcomes** | KNOWLEDGE  K1. Student identifies and correctly names phenomena characteristic of the Chinese business environment.  K2. Student describes the influence of Chinese business culture on operating in the Chinese market  K3. Student identifies cultural differences in the business sphere between Chinese and Western civilisation  SKILLS  S1. Student identifies and interprets specific behaviours through the lens of Chinese business culture.  S2. Student applies specialist terminology related to Chinese business culture  ATTITUDES  A1. Student demonstrates a better understanding of cultural differences in cross-cultural communication. |
| **Practice** | n/a |

INFORMATION ABOUT CLASSES IN THE CYCLE

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| **Website** | <https://www.umcs.pl/en/courses-in-english,21103.htm>  (dla PJOE) |
| **Educational outcomes verification methods** | Written examination in the form of a test. A database of single-choice questions will be prepared, from which each student will have 20 questions drawn at random. |
| **Comments** |  |
| **Reading list** | 1. Ambler, T., Witzel, M., Xi, C., Zou, D. (2017). *Doing business in China*. Routledge 4ed 2. Tong, C. K. (Ed.). (2014). *Chinese business: Rethinking guanxi and trust in Chinese business networks*. Springer. 3. Huang, X., & Bond, M. H. (Eds.). (2012). *Handbook of Chinese organizational behavior: Integrating theory, research and practice*. Edward Elgar Publishing. 4. Sun, T. (2010). *Inside the Chinese business mind: a tactical guide for managers*. Bloomsbury Publishing USA. |
| **Educational outcomes** | KNOWLEDGE  K1. Student identifies and correctly names phenomena characteristic of the Chinese business environment.  K2. Student describes the influence of Chinese business culture on operating in the Chinese market  K3. Student identifies cultural differences in the business sphere between Chinese and Western civilisation  SKILLS  S1. Student identifies and interprets specific behaviours through the lens of Chinese business culture.  S2. Student applies specialist terminology related to Chinese business culture  ATTITUDES  A1. Student demonstrates a better understanding of cultural differences in cross-cultural communication. |
| **A list of topics** | 1. China as a civilisation - understanding the sinosphere. 2. The contemporary Chinese business environment. 3. The roots and basic assumptions of Chinese business culture. 4. Understanding core Chinese values. 5. Guanxi and business. 6. Basic Chinese business etiquette. 7. The Art of Chinese Negotiation |
| **Teaching methods** | E-learning:   * in synchronous mode - online lecture with multimedia presentation, * in asynchronous mode - provision of teaching materials. |
| **Assessment methods** | Credit of the lecture on the basis of: final test (K1, K3, S1, S2), and activity during the lecture (K2, A1). |