

2025 English-Taught Course Offering

No.	Course Code	Course Chinese name	Course English Name	School	Day	Session	Credits	Start Week	End Week	Hours	Course Description
1	101019	英美商法(英)	Anglo-American Commercial Law	School of law	2025 Fall	Undergraduate	2	1	16	32	This course will be taught both in Chinese and English, and an American law school casebook will be used for this course. This course investigates the law of business organizations, including partnerships, corporations and limited liability companies, in the United States. The issues covered in this course include, among others, agency relationship, the principle of limited liability, shareholders' rights, fiduciary duties, business judgement rule, takeover and takeover defenses. Each of these topics will be organized around important cases, statutes and other materials.
2	103535	国际商法(英)	International Commercial Law	School of law	2025 Fall	Undergraduate	2	1	16	32	The International Business Law course is taught entirely in English and provides a systematic introduction to the legal framework and rules of international commercial transactions. The course covers core topics such as international law on the sale of goods, international commercial contract law, international payments and letters of credit, and international commercial arbitration. By interpreting international commercial law conventions and practices, combined with practical cases, students will master the legal skills of international commercial transactions.
3	102639	英美金融法(英)	Anglo-American Financial Law	School of law	2025 Fall	Undergraduate	2	1	16	32	Financial Law discusses on monetary law, banking laws, securities laws, payment and credit card system, and international financial supervision. It includes 4 parts. Part I introduces monetary law, including history development of monetary regime, important international agreements, and main contents of international monetary system; Part II is banking laws, which mainly analyzes regulatory issues on banking industry in Mainland China, and also regulation reforms based on Basel system, current renovation of countries' regulation structures; Part III is securities laws, which introduces laws for issuance and transaction of shares and debentures. This part will put emphasis on information disclosure requirements, inside-transaction and manipulation, laws for derivatives products; Part IV is payment law which discusses commercial papers payment system and credit card payment system, and introduces their current developments.
4	101811	英美民事程序法(英)	Civil Procedure	School of law	2025 Fall	Undergraduate	2	1	16	32	This course studies the principal elements of the civil litigation process in Common Law jurisdictions, and is the fundamental building block of any legal professional's knowledge base. It covers both pretrial procedures including questions of the proper court for filing a lawsuit, notice pleading and what body of law must be applied, and trial procedures such as how adversarial trial and jury system works. It also focuses on codified procedures such as the Federal Rules of Civil Procedure (FRCP) and the English Civil Procedure Rules 1999.
5	101807	英美侵权法(英)	Anglo-American Tort Law	School of law	2025 Fall	Undergraduate	3	1	16	48	The Anglo-American tort law course is designed to teach students the system and structure of Anglo-American tort laws. Students are expected to master the basic concepts and types of torts by intensive case studies with this course. The main content of tort law course includes: tort law origins and functions; causation; strict liability; negligence liability and defenses; intentional tort liability and defenses; special liability rules (premises liability, products liability, employers, etc.); damages; tort and contract; immunities; defamation; privacy; misrepresentation.
6	100297	国际经济学	International Economics	School of economics	2025 Fall	Undergraduate	3	1	12	48	The purpose of the course is to help students acquire an analytical framework to examine contemporary international economic issues. It covers the topics about the international trade theory, including the basis of trade, the pattern of trade, the gains of trade and the terms of trade, imperfect competition and trade, international factor movements, trade policies, international finance policy, balance of payments and exchange rates.
7	104162	经贸日语口译	Japanese Trade and Economic Interpretation	School of foreign studies	2025 Fall	Undergraduate	2	1	16	32	経済貿易における通訳士を目指し、通訳の実戦力アップが本コースの狙いである。表敬訪問、引合い、商取引、受付対応、納期、決済、契約などのビジネス実務を内容に、具体的な場面を設定し、口譯、筆口互訳の通訳練習を行う。通訳の技能アップに重点をおいた指導を提供する。
8	100713	日本概論	General Introduction of Japan	School of foreign studies	2025 Fall	Undergraduate	2	1	16	32	本講義は、日本の歴史と社会文化に関連する知識の紹介と討論を通じて、学生に日本社会の主な特徴を学ばせる。講義は主に日本の地理、歴史、政治、経済、風習、宗教などに関する知識と現状をめぐって展開する。本講義で学生に日本の社会事情を全面的に把握させる。習得した言語知識を日本事情に結びつけ、総合的な素養及び学術研究の基礎を築くことができる。
9	104595	商务英语写作	Business English Writing	School of foreign studies	2025 Fall	Undergraduate	2	1	16	32	This course covers English usages in business correspondence, memorandum, and report related to international business activities in terms of format, style and professional terminology. Centering round international trade and relevant business activities, the course introduces the writing skills for these business documents. The course content includes practical English for varied business linkages in the fields of international trade, foreign trade financing, marine insurance, foreign investment, business agency, joint venture, etc. Application of multi-media technology, lecture and class discussion, case study and exercise will help to achieve the teaching objectives set for this course.
10	105267	文学与经济	Literature and Economy	School of foreign studies	2025 Fall	Undergraduate	2	1	16	32	The "Literature and Economy" course provides an interdisciplinary perspective, enabling students to understand how literary works can serve as crucial vehicles for comprehending and critiquing economic phenomena. Through in-depth exploration of classic texts and contemporary cultural products, students will cultivate critical thinking and analytical abilities, and gain a more holistic understanding of the intersections between literature, economics, and society.
11	103578	日语泛读	Japanese Extensive reading	School of foreign studies	2025 Fall	Undergraduate	2	1	16	32	本講義は、日本語科三年生を対象とした必修科目である。小説や散文、新聞記事など、日本の社会や文化に幅広く触れられる文章を教材とし、読解力の向上を中心に、速読などの読解技術も身につけさせることを目的としている。
12	105403	中级宏观经济学(留学生)	Intermediate Macroeconomics	School of economics	2025 Fall	Undergraduate	3	1	12	48	The basic aim of this course is to familiarize students with key barometers of macroeconomic activity and to enable them to understand how these magnitudes are determined and how the major sectors of the economy interact with each other. In this course we will examine the determinants of aggregate income in the economy, both in the long run (where we will be talking about growth) and in the short run (where we will talk about business cycles), we will also study aggregate unemployment, the behavior of the aggregate price level, and the effects of government behavior on the performance of the economy. We wish to enable the students to critically evaluate policy prescribed by the government.
13	105365	博弈论与信息经济学(中外)	Game Theory and Information Economics	School of economics	2025 Fall	Undergraduate	3	1	12	48	This course includes both game theory and information economics. We will introduce a set of tools such as Nash equilibrium, backward induction, and Bayesian Nash equilibrium to analyze strategic interactions. We will cover static games, Bayesian games, dynamic games with complete and with incomplete information, adverse selection, and moral hazard. You will learn how to recognize and model strategic situations, to predict when and how your actions will influence the decisions of others and to exploit strategic situations for your own benefit.
14	101560	中级微观经济学	Intermediate Microeconomics	School of economics	2025 Fall	Undergraduate	3	1	12	48	Microeconomics concerns the rational behavior of individual economic actors in different institutional frameworks. We introduce the rationality of a consumer who chooses her most preferred commodity bundle to maximize her utility and a firm chooses the production plan to maximize its profit. The institutional frameworks describe what the options the individual actors have and what outcomes they receive in the interactions with others. Traditionally, the price mechanism is deemed as the most important impersonal mechanism of aggregation of individual activities. In certain circumstances, it can lead to the efficient resource allocation. We also introduce problems of externalities, public goods etc, where price mechanism does not always achieve the efficient solution, which opens the opportunities of governmental regulation. Microeconomics provides the basic analytic instruments to almost every social science and views of point to understand our society.
15	101568	管理会计	Managerial Accounting	School of accountancy	2025 Fall	Undergraduate	3	1	12	48	Management accounting is a being developed subject. It provides a large of useful information. This information will help manager to plan effectively, make decisions and performance measurement. The course introduces basic theory, basic methods in management accounting. It also deals with some newest research results in this field.
16	104173	大数据分析数据挖掘	Analysis and Mining of Big Data	School of accountancy	2025 Fall	Undergraduate	2	1	16	32	/
17	105356	中级宏观经济学(中外)	Intermediate Macroeconomics	School of economics	2025 Fall	Undergraduate	3	1	12	48	The basic aim of this course is to familiarize students with key barometers of macroeconomic activity and to enable them to understand how these magnitudes are determined and how the major sectors of the economy interact with each other. In this course we will examine the determinants of aggregate income in the economy, both in the long run (where we will be talking about growth) and in the short run (where we will talk about business cycles), we will also study aggregate unemployment, the behavior of the aggregate price level, and the effects of government behavior on the performance of the economy. We wish to enable the students to critically evaluate policy prescribed by the government.
18	101561	博弈论与信息经济学	Game Theory and Information Economics	School of economics	2025 Fall	Undergraduate	3	1	12	48	This course includes both game theory and information economics. We will introduce a set of tools such as Nash equilibrium, backward induction, and Bayesian Nash equilibrium to analyze strategic interactions. We will cover static games, Bayesian games, dynamic games with complete and with incomplete information, adverse selection, and moral hazard. You will learn how to recognize and model strategic situations, to predict when and how your actions will influence the decisions of others and to exploit strategic situations for your own benefit.
19	103082	商务分析实践	Practices of Business Analytics	College of Business	2025 Fall	Undergraduate	2	1	16	32	(This course is exclusively offered to senior students majoring in Business Analytics at the College of Business.) In this course, students will apply the knowledge and skills acquired throughout their degree program to solve real-world business problems. They will collaborate in groups to carry out business analytics projects using large datasets. The instructor will also guide students on how to conduct a business consulting project, as well as perform rigorous research.
20	101005	城市管理学	City Management	School of public administration	2025 Fall	Undergraduate	2	1	11	32	/
21	100348	专业英语(新闻)	Specialized English (Journalism)	School of humanities	2025 Fall	Undergraduate	2	1	16	32	The course aims to provide a though grounding in the knowledge and theory of financial news reporting. It covers the introduction and basic knowledge of the Wall Street Journal and the Financial Times. It will help students to improve their understanding ability and writing tactics of covering business for mass communication.
22	107261	英美法导论1(英)	Introduction to Anglo-American Law	School of law	2025 Fall	Undergraduate	2	1	16	32	Common Law is the system of law that prevails in the United States and Commonwealth countries. As opposed to Civil Law, Common Law is the law developed by judges through decisions of courts and similar tribunals, while the recent move towards codification in many Common Law jurisdictions have made the distinction between Common Law and Civil Law even smaller. Due to the relatively high economic status of many Common Law countries in modern times, the global influence of Common Law has become increasingly more significant, and it is therefore advisable for Chinese law students to have earlier exposures to Common Law principles and legal processes. As the fundamental building block of the SHUPE Law School Common Law Certificate Program, this course covers classical substantive legal areas including Contract, Torts, Real Property, Criminal Law, Procedures, and selected topics from legal ethics, social justice and U.S. Constitutional Law principles. This course also provides students with necessary skills and tools to conduct legal reasoning and legal analysis as Common Law legal practitioners. In addition, this course employs a mixture of Socratic and interactive teaching methods that requires class participation, which will strengthen students' confidence in continuing their studies, research and practices in Common Law in the future. The course is available in English only.
23	100830	国际金融	International Finance	School of Finance	2025 Fall	Undergraduate	2	1	16	32	The course refers to the theory and practice of international finance, such as international balance of payments, foreign exchange and exchange rate, foreign exchange transaction, exchange rate regime, international reserves, international financial market, international monetary system and currency crisis.
24	102590	生活中的社会学	Sociology of life	School of humanities	2025 Fall	Undergraduate	2	1	16	32	"Sociology of life" analysis a person from birth to death in all stages of life facing different problems in the perspective of Sociology. This Course introduces the classical research on love, marriage, family, education, occupation, education, health, pension, social and so on. Through the course of study, let the students have a higher theoretical thinking ability and the ability to solve the problem of the various stages of life.
25	102636	英美文化经典与时尚	British and American Culture—Classic and Fashion	School of foreign studies	2025 Fall	Undergraduate	2	1	16	32	This course will introduce the classic and fashion in Britain and America. The course includes the traditional culture in Britain such as the culture of British tea, British pubs, and British sports, and it also introduces some classic culture in America, like the culture of America cowboys, the concept of American dream, evolution of American music. The course provides enough analysis on the changes and development of the traditional culture. Meanwhile, it also focuses on some modern factors such as American fast food culture, and American hippies. The course is a kind of conversation and communication between the tradition and the fashion, between the past and present. The purpose of this course is to help the students understand the evolution of the classic culture of Britain and America in modern times, and to enable students to get rid of barriers in the communication with foreigners.
26	102327	英美诗歌赏析	Understanding British and American Poetry	School of foreign studies	2025 Fall	Undergraduate	2	1	16	32	/
27	102720	诺贝尔文学奖作家作品选读	A Reading of Nobel Literature Prize Winners	School of foreign studies	2025 Fall	Undergraduate	2	1	16	32	This course surveys the writings of a group of prominent Nobel literature prize winners who are from different nationalities. For each writer, much of the class discussion will focus on two broad aspects: 1) the author's writing style; 2) the issues addressed in the specific writing of a certain author. These two aspects explain why these writers are acclaimed as great writers of the world. The genres we deal with in the course include poetry, essay, short story, and novel. Certain general principles governing a good writing will also be explored in the course. An understanding of these principles, or we call elements of literature, would help generate a deeper and fuller interpretation of a certain work. Hopefully, the course would sharpen your taste for literature and art, and enrich your understanding of human experience and controversial social issues.
28	105347	世界英语	World Englishes	School of foreign studies	2025 Fall	Undergraduate	2	1	16	32	This course aims to familiarize the students with English variation and change diachronically and synchronically. This course will address the following topics: 1) regional varieties of English, including American English, British English, Canadian English and Australian English in the Inner Circle, Singaporean English and Hong Kong English in the Outer Circle, Chinese English and Japanese English in the Expanding Circle. In addition, this course will give a vivid account of the differences between Chinese English and Chinglish via multi-modal media like texts, audio and video files; 2) social varieties of English, as is reflected in the variation in terms of genre, gender, social class, and age; 3) well-known language variations, including the quotative be like, the history of the new coinage phubber, and the variation between there's so many and there're so many, and the like; and 4) familiarity with how to run some software for data mining and processing, like WordSmith, AntConc, etc. Using a multi-modality teaching method, this course provides the students with a variety of resources including audio, visual and corpora data to render the lectures more lively, effective and rewarding. This course also helps to enhance students' global awareness, liberal education and academic abilities.
29	100758	语言景观	Linguistic Landscape	School of foreign studies	2025 Fall	Undergraduate	2	1	16	32	Through offering students the most basic and practical knowledge of linguistic landscape and the method of field investigation, this course enables them to understand how language serves society, master the humanistic, commercial and social nature of language landscape, and learn a variety of research methods of Humanities and Social Sciences, aiming to train students' sensitivity to language application, and their ability of reflecting on the function of language landscape in different regions and communities. Meanwhile, adhering to the purpose of broadening students' knowledge vision, international vision and historical vision, through vivid, in-depth and specific comparison of eastern and western linguistic landscapes and their historical and synchronic cases, students can develop local awareness and world vision, grasp the pulse of the times, and understand the relationship between languages and cultures, so as to establish cultural confidence and language confidence.

30	100807	口译与中国文化传播	Role of Interpretation in Transmitting Chinese Culture	School of foreign studies	2025 Fall	Undergraduate	2	1	16	32	As an important way for cross-cultural communication, interpretation is not only a bilingual activity, but also the communication of different ideas and cultures. Interpreters need to have a deeper understanding about the difference between Chinese and English cultures and also play an active role in transmitting Chinese culture. Through various interpretation cases, this course encourages students to equip with profound knowledge in different cultures and disciplines, and help Chinese culture to "go abroad". This course also aims to enhance critical thinking ability and psychological quality of students as well as encourage them to think about how to maintain the balance of the cultural system. During the interpretation cases and practices, students shall understand the beauty of Chinese language and be more confident in Chinese language and culture.
31	103477	“一带一路”沿线文明比较研究	Civilizations along the Belt and Road	School of foreign studies	2025 Fall	Undergraduate	2	1	16	32	This course is an elective for undergraduates to better understand the development of economic globalization and the global governance, so as to respond to the international cultural diversities, the development situation of different countries and regions with an international vision and humanistic concerns. This course focuses on China's Belt & Road Initiative for the new era, along with the ancient Silk Road, and provides a guide to the most representative historical civilizations along the route. It not only helps students understand China in the different periods of the interactions with and influence on the rest of the world, but also get to know the mutual learnings between the East and West civilizations, the cultural exchanges, the great changes that mankind has been undergoing in the past century, and especially in the face of the serious crises in many fields of the world today. How can China lead the development trend of the hard times with a brand-new posture as a big power, and provide the world with solutions for global governance? By taking this course, students can not only understand the heritage of human civilizations, but are also expected to enhance their understandings of the current international situations and human destinies. Meanwhile, by means of discussion, this course requires students to do extensive searching, reading, and integrating information, so as to train their ability to locate problems, improve their academic norms and bring their potentials to full play.
32	101314	财务会计	Financial Accounting	School of accountancy	2025 Fall	Undergraduate	3	1	12	48	This is an introductory course in financial accounting intended for students with no previous exposure to financial accounting. It aims at providing the necessary tools for students to read, understand, analyze and extract information from financial statements. The course focuses initially on how to record economic events in the accounting records and how to prepare and interpret the primary financial statements (i.e., the balance sheet, the income statement, and the statement of cash flows). The course emphasizes the relation between accounting data and the underlying economic events that generated them, and how this knowledge is helpful in decision-making.
33	105540	语言科学与跨学科素养	Language Science and Interdisciplinary Literacy	School of foreign studies	2025 Fall	Undergraduate	2	1	16	32	This course introduces students to the core methodologies of text data processing and analysis using Python, with a focus on applications in linguistic science and related fields. The curriculum follows a structured, progressive approach—moving from foundational concepts to advanced applications—to equip students with both theoretical knowledge and practical skills. The course begins (Chapters 1-2) by establishing a strong foundation in Python programming, ensuring students develop the essential computational skills required for text data analysis. It then progresses (Chapters 3-5) to web scraping techniques, enabling students to effectively collect raw text data from online sources. The central portion of the course (Chapters 6-16) delves into the principles and practices of text data processing and analysis. Students will explore fundamental techniques such as text cleaning, word tokenization, and part-of-speech tagging (Chapters 7-9), before advancing to intermediate and advanced topics, including word frequency analysis, thematic analysis, and topic modeling (Chapters 9-11). The curriculum also covers syntactic and semantic analysis (Chapters 12-13), providing a comprehensive understanding of text structure and meaning. In the final section, the course emphasizes real-world applications. Through hands-on projects—such as extracting information from scientific literature, automating text classification, and conducting sentiment analysis (Chapters 14-16)—students will apply their skills to solve practical problems in the humanities, social sciences, and information processing. Special attention is given to integrating cutting-edge technologies, including Large Language Models (LLMs), in areas like Optical Character Recognition (OCR) and sentiment analysis (Chapters 6, 16). By the end of the course, students will be proficient in the entire workflow of text data acquisition, processing, analysis, and modeling, fostering both data-driven analytical thinking and practical competency. This course prepares students for further study and research in digital humanities, computational social science, and information analysis, providing a robust methodological foundation for their academic and professional pursuits.

No.	Course Code	Course Chinese name	Course English Name	School	Day	Session	Credits	Start Week	End Week	Hours	
1	720001	第一外语: 汉语1	Chinese Language I	International Culture Exchange School	2025 Fall	Master	1.5	1	8	24	/
2	213936	中国概况	China Overview	International Culture Exchange School	2025 Fall	Master	3	1	16	48	The course "Introduction to China" is a compulsory subject for international degree-seeking students studying in China. Taught in Chinese, this course is designed for learners who study Chinese as a second language. It guides students to explore China's geography, history, culture, and customs, while examining the socio-political, economic, scientific, technological, and diplomatic developments in Chinese society. Through this course, learners will gain an understanding of the unique characteristics of China's social and cultural evolution, enhancing their cross-cultural communication skills and fostering a deeper affinity for Chinese culture.
3	214795	经济学理论与实践	Economic Theory and Practice	School of business	2025 Fall	Master	3	1	16	48	/
4	250381	国际商务谈判	International Business Negotiation	School of business	2025 Fall	Master	2	1	11	33	In the course of International Business Negotiation, the negotiation fundamentals will be introduced; the fundamental psychological sub processes of negotiation which include perception, cognition, emotion, communication, power, influence and ethics will be presented as well. The course explores what we know about how national cultures and international contexts influence negotiation processes and outcomes. The course emphasizes strategies for managing negotiation impasses, and discusses skills of negotiation in different situations. In the meantime, to improve students' practical abilities of negotiation, the course designs some simulated negotiation cases for students to practice. The purpose of the course is let students mastering details of business negotiation process, skills and the art of the business negotiation that can be applied in the real international trade.
5	214798	国际经济政策	International Economic Policy	School of business	2025 Fall	Master	2	1	11	33	/
6	214803	国际商法专题	Advanced Topics in International Commercial Law	School of law	2025 Fall	Master	2	6	11	33	International Business Law A. Course Content There would be much less wealth without international business. However, both traders and investors require a clear and predictable legal framework. This course endeavours to analyse the legal system of international Business. The course will cover: international trade term s such as c.i.f. and f.o.b. contracts; letters of credit and the UCP 600 ; the duties of sellers and buyers regarding the carriage, insurance and financing of the goods; the different levels of governance of international trade & investment regulation. In particular, emphasis will be given to those issues in light of some of the sets of rules specifically designed to address those issues when embedded in an international setting (such as the United Nations Convention on Contracts for the International Sale of Goods, The Hague Rules , the Montreal Convention, Regional or Bilateral Investment Agreements, etc.).
7	214804	人工智能环境下的商务数据分析	Business Data Analysis in the Environment of Artificial Intelligence	College of Business	2025 Fall	Master	3	1	16	48	/
8	214330	战略管理与模拟实战	Strategic Management and Simulation	College of Business	2025 Fall	Master	2	1	11	33	/
9	213514	中国经济法律与制度	Chinese economic law and regulation	School of law	2025 Fall	Master	2	1	11	33	/
10	720009	劳动法	Labor Law	School of law	2025 Fall	Master	2	6	11	33	Labour law is a subject studying the legislation of labour law and the theory of its evolution. The course will make a systemic introduction of the basic conception ,basic theory and essence knowledge of labour law. The content of the course cover the following: the scope of labour law, labour juristic relationship, promotion of employment, labour contract, collective contract, wages, work hours, rest and vocation, occupational safety and health, social insurance, labour dispute settlement, supervision and inspection.
11	311196	民法	Civil law	School of law	2025 Fall	Master	2	1	11	33	Civil Law is the basic law in market economy and it is one of the most important branch of laws in China legal system. The course of Civil Law is one of the basic curriculums in the major of law, it divided into part I and part II. The content of part I is concentrated on the general theories of Civil Law, it includes the history of Civil Law, the basic concept of Civil Law, the basic principles of Civil Law, the legal relationship of Civil Law, the civil juristic acts, agency and limitation of actions. The content of part II is about various legal systems for the protection of civil rights, including the real rights, the right of credit, personal right and tort liability.
12	720020	国际金融法	International Financial Law	School of law	2025 Fall	Master	2	1	11	33	International Financial Law discusses on international monetary law, international banking laws, international securities laws, international payment and credit card system, and international financial supervision. It includes 5 parts. Part I introduces international monetary law, including history development of monetary regime, important international agreements, and main contents of international monetary system; Part II is international banking laws, which mainly analyzes core clauses of international commercial banks' loans, and the different types of charges; Part III is international securities laws, which introduces laws for issuance and transaction of international shares and debentures. This part will put emphasis on information disclosure requirements, inside-transaction and manipulation, laws for derivatives products; Part IV is international payment law which discusses commercial papers payment system and credit card payment system, and introduces their current developments. Part V is international financial supervision. It consists of regulation on transnational banks based on Basel system, current renovation of countries' regulation structures, and international securities regulation.
13	311197	法律与社会	Law and society	School of law	2025 Fall	Master	2	1	11	33	This course aims to provide a brief introduction to first-year undergraduates of some fundamental issues in law, such as why the law exists, the law in social evolution and transformation, various types of society and law, deep impact of modern information technology on law, etc. The course provides a big picture over the relationship between law and society by discussing eight related themes, and wishes to attract students' interests in this area. The course requires to read class materials, participate in discussion actively and improve the ability of reflection on the issues raised by the lecturer.
14	213511	区域商务环境	Regional Business Environment	Financial Research Institute	2025 Fall	Master	2	1	11	33	/
15	720001	第一外语: 汉语1	Chinese Language I	International Culture Exchange School	2025 Fall	Master	1.5	1	8	24	/
16	213936	中国概况	China Overview	International Culture Exchange School	2025 Fall	Master	3	1	16	48	The course "Introduction to China" is a compulsory subject for international degree-seeking students studying in China. Taught in Chinese, this course is designed for learners who study Chinese as a second language. It guides students to explore China's geography, history, culture, and customs, while examining the socio-political, economic, scientific, technological, and diplomatic developments in Chinese society. Through this course, learners will gain an understanding of the unique characteristics of China's social and cultural evolution, enhancing their cross-cultural communication skills and fostering a deeper affinity for Chinese culture.
17	214324	全球宏观经济分析	Global Macroeconomic Analysis	College of Business	2025 Fall	Master	3	1	16	48	/

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1	106269	英美法导论(英)	Introduction to Anglo-American Law I	School of law	2025 Spring	Undergraduate	2	1	16	32	Common law is the system of law that prevails in the United States and Commonwealth countries. As opposed to Civil Law, Common Law is the law developed by judges through decisions of courts and similar tribunals, while the recent move towards codification in many Common Law jurisdictions have made the distinction between Common Law and Civil Law even smaller. Due to the relatively high economic status of many Common Law countries in modern times, the global influence of Common Law has become increasingly more significant, and it is therefore advisable for Chinese Law students to have earlier exposures to Common Law principles and legal processes. As the fundamental building block of the SHUFE Law School Common Law Certificate Program, this course covers classical substantive legal areas including Contract, Torts, Real Property, Criminal Law, Procedures, and selected topics from legal ethics, social justice and U.S. Constitutional Law principles. This course also provides students with necessary skills and tools to conduct legal reasoning and legal analysis as Common Law legal practitioners. In addition, this course employs a mixture of Socratic and interactive teaching methods that requires class participation, which will strengthen students' confidence in continuing their studies, research and practices in Common Law in the future. The course is available in English only.
2	105512	财务会计(新商科)	Financial Accounting	School of accountancy	2025 Spring	Undergraduate	3	1	12	48	This is an introductory course in financial accounting for new business students who have never been exposed to financial accounting. It is designed to provide students with the necessary tools to read, understand, analyze, and extract information from financial statements. This course focuses on how to record economic events using accounting methods, and how to prepare and interpret major financial statements (such as balance sheets, income statements, and cash flow statements). Analyze the relationship between accounting data and the underlying economic events that produce it, and how this knowledge will help decision-making when acquired.

3	101560	中级微观经济学	Intermediate Microeconomics	School of economics	2025 Spring	Undergraduate	3	1	13	48	Microeconomics concerns the rational behavior of individual economic actors in different institutional frameworks. We introduce the rationality of a consumer who chooses her most preferred commodity bundle to maximize her utility and a firm chooses the production plan to maximize its profit. The institutional frameworks describe what the options the individual actors have and what outcomes they receive in the interactions with others. Traditionally, the price mechanism is deemed as the most important impersonal mechanism of aggregation of individual activities. In certain circumstances, it can lead to the efficient resource allocation. We also introduce problems of externalities, public goods etc, where price mechanism does not always achieve the efficient solution, which opens the opportunities of governmental regulation. Microeconomics provides the basic analytic instruments to almost every social science and views of point to understand our society.
4	101389	离散数学	Discrete Mathematics	School of information management and engineering	2025 Spring	Undergraduate	3	1	12	48	Count numbers, Combinatorial tools, Binomial coefficients and Pascal's triangle, Fibonacci numbers, Combinatorial probability, Integers, divisors, and primes.
5	104614	Python在金融决策中的应用	Analysis Python Applied in Financial Decision	School of Finance	2025 Spring	Undergraduate	2	1	16	32	This course focuses highly on the Python application of financial theory in the field of quantitative investment, aiming to open the door for students to practice quantitative investment. The course content is rich and diverse. Firstly, it will provide in-depth explanations of efficient methods for collecting data from various web pages and databases, laying a foundation for subsequent analysis. The asset pricing model is a key component that elaborates on its specific applications in investment decision-making, hedging, and risk management, helping students master the art of balancing risk and return. At the same time, portfolio theory will also be thoroughly analyzed, including how to apply this theory for scientific and rational asset allocation, to help students build robust investment portfolios.
6	102041	财政学	Public Finance	College of public finance and investment	2025 Spring	Undergraduate	2	1	16	32	/
7	101576	创业投资管理	Venture Capital Management	School of accountancy	2025 Spring	Undergraduate	2	1	11	32	The course aims to provide a deeper understanding of basic financial tools and concepts for venture capital investing. It generally covers three parts. Part one provides basic concepts in venture capital investment related to the whole venture capital investment cycle, that is, fundraising, project selection, project investment and management, and exit. Part two deals with the data and methods used to value high-growth companies. Lastly, Part 3 analyzes the special features of venture capital transactions, such as convertible preferred stock, participating preferred stock, payment-in-kind dividends, and liquidation preferences, etc.
8	103097	金融工具与风险管理	Financial Instruments and Risk Management	School of accountancy	2025 Spring	Undergraduate	3	1	12	48	Financial engineering involves the development and creative application of financial theory and financial instruments to structure solutions to complex financial problems which should be solved in financing, investing, managing risk, tax planning or mergers and etc. Firstly we will introduce the standard techniques for pricing, hedging and other analysis. Secondly we will discuss the different application through a variety of real world strategies.
9	101569	财务分析与公司估值	Financial analysis and valuation	School of accountancy	2025 Spring	Undergraduate	3	1	12	48	This course is designed to introduce students to financial statement analysis and financial valuation. Students will learn how to analyze, interpret and use financial techniques in reviewing corporate financial statements. This course focuses on financial statement analysis, earnings quality and earnings forecasting, and the methods for converting earnings forecasts to a valuation.
10	101049	运营管理	Operations Management	College of Business	2025 Spring	Undergraduate	2	1	16	32	The purpose of this course is to systematically explain to students the basics and key principles of operations management to help them understand the core concepts of operational strategies, operational processes, production planning, inventory management, manufacturing resource planning, demand management, and so on. The latest theoretical and practical developments in operations management will also be introduced so that students stay aware of important new trends. The course eventually aims to teach systematic analysis methods as well as various problem-solving skills which will help students perform better in industry or in their future learning on more advanced topics such as logistics and supply chain management.
11	108691	金融工程学	Financial Engineering	School of Finance	2025 Spring	Undergraduate	2	1	16	32	A key aim of the course is to demonstrate the practical uses of derivatives in speculation, hedging and arbitrage-in short, to analyze various techniques used in financial engineering. The second aim is to demonstrate the various methods used to evaluate the changing market and credit risk of global financial institutions.
12	100368	公共管理学	Public Administration	School of public administration	2025 Spring	Undergraduate	2	1	11	32	The course integrates the newest achievement of the field of Economics, Management and Politics. Using the basic Economic theory and tool to think and solve the problems in the field of public administration. On the base of absorbing the advanced Public Administration theory of developed countries, I focus the practise and cases in developing countries, which could strengthen the judgement and instruction effect.
13	100855	运筹学	Operations Research	School of statistics and data science	2025 Spring	Undergraduate	3	1	16	48	Operations Research is one basic course in all applied mathematical or managerial majors, which is designed to introduce some methodologies of optimization and some practical models to the students. It helps the students to lay a good theoretical foundation of quantitative analysis for their successive courses. It covers the main branches of operations research, i.e. linear programming principle and method, dual theory, transportation problem, goal programming, integer programming and 0-1 programming, dynamic programming, graph and network analysis, etc. This course is oriented to the undergraduate students of applied mathematical or managerial majors by means of analyzing operations research's models mainly. Through the study of this course, the students are aimed to master some primary theories and methodologies of operations research and learn to take the theories into applications. This course also promotes the students to grasp the concept of global optimization and systematical analysis via the introduction of the principles and algorithms as well as the case study. And some practical software such as Matlab and EXCEL are also introduced to the students as tools for models solution and result analysis. This course will let the students know the art of operation researches.
14	101804	英美法理学与司法制度(英)	Anglo-American Legal Theory and Judicial System	School of law	2025 Spring	Undergraduate	2	1	16	32	This course provides students with a brief introduction to the legal theories and judicial system in Britain and America, aiming at a basic understanding of the relationship between the theory and judicial system and how the law works through such interaction in reality in common law system. This course will start from classic theorist like Thomas Hobbes and Jeremy Bentham to H.L.A. Hart in 20th century in Britain, then introduces the pragmatic jurisprudence in America, and finally discusses judicial systems such as court and attorney in both Britain and America.
15	105410	货币银行学	Money and Banking	School of Finance	2025 Spring	Undergraduate	2	1	16	32	This course provides an introductory look at the money, financial institutions and financial markets, and the effects of money and monetary policy on the economy. Introduce measuring of interest rates, determine and change of equilibrium interest rates, the risk and term structure of interest rates. The major topics covered in this course include the function and classify of financial institutions, the theories and techniques of financial institutions and commercial bank management, the classify, functions and instruments of financial markets, structure and function of central banks, multiple deposit creation and the money supply process, tools, goals and targets of monetary policy.
16	100453	国际经济学I	International EconomicsI	College of Business	2025 Spring	Undergraduate	3	1	12	48	This course is a compulsory course for undergraduates, focusing on introducing the basic knowledge, research methods and latest research results of open macroeconomics. The intension is to help you generate critical thinking and provide solutions in a setting of globalization. Topics covered in the course include two essential parts:international trade and international Finance. For the trade part, we will cover traditional (Ricardian and Heckscher-Olin), new (Krugman), and "new" new trade models (Melitz and Antras), as well as other topics including trade costs and geography, growth and technology. For the finance part, we will study balance of payments and examine baseline international business cycle models in the presence of capital market imperfections and frictions in the goods and services market. Hot topics such as global financial crisis, sovereign default, and exchange rates will also be covered in the class.
17	101808	英美合同法(英)	Anglo-American Contract Law	School of law	2025 Spring	Undergraduate	3	1	16	48	Contract Law originated in the English common law courts and remains largely governed by Common Law today, while modern Contract Law is more the result of a mixture of common law and statutes governing many types of different commercial transactions. In this course, attention will be given to traditional common law topics including contract formation, offer and acceptances, mistakes and misrepresentation, breach and remedies etc. However, statutory laws governing sale of goods such as the Uniform Commercial Code (UCC) and the English Sales and Goods Acts will also be talked about, to give students a concrete mind sent with a set of standardized rules.
18	101110	公司金融	Corporate Finance	School of Finance	2025 Spring	Undergraduate	3		12	48	This course consists of coursework in introduction to corporate finance, financial statement analysis, value and capital budgeting, return and risk, capital structure and dividend policy, long-term financing, derivatives and hedging risk, financial planning and short-term finance, mergers and acquisitions, financial distress, international corporate finance.
19	105364	计量经济学(中外)	Econometrics	School of economics	2025 Spring	Undergraduate	3	1	12	48	Classical theory of linear model and its applications (mainly regression analysis), and generalization of Econometrics theory and methods, and its new developments, heteroscedasticity and autocorrelations; theory and methods of dummy variables, theory and application of model of simultaneous equations; how to determine the relationship between variables in application; introduction of time series. The subject focuses on the description and applications, theoretical proof and ideas; background of the methods; stress on the points at which is easily incorrect dealt with.
20	105356	中级宏观经济学(中外)	Intermediate Macroeconomics	School of economics	2025 Spring	Undergraduate	3	2	13	48	The basic aim of this course is to familiarize students with key barometers of macroeconomic activity and to enable them to understand how these magnitudes are determined and how the major sectors of the economy interact with each other. In this course we will examine the determinants of aggregate income in the economy, both in the long run (where we will be talking about growth) and in the short run (where we will talk about business cycles), we will also study aggregate unemployment, the behavior of the aggregate price level, and the effects of government behavior on the performance of the economy. We wish to enable the students to critically evaluate policy prescribed by the government.
21	101561	博弈论与信息经济学	Game Theory and Information Economics	School of economics	2025 Spring	Undergraduate	3	1	12	48	This course includes both game theory and information economics. We will introduce a set of tools such as Nash equilibrium, backward induction, and Bayesian Nash equilibrium to analyze strategic interactions. We will cover static games, Bayesian games, dynamic games with complete and with incomplete information, adverse selection, and moral hazard. You will learn how to recognize and model strategic situations, to predict when and how your actions will influence the decisions of others and to exploit strategic situations for your own benefit.
22	104156	货币金融学	Money and Banking	School of Finance	2025 Spring	Undergraduate	3	1	16	48	Monetary Banking is the public course as well as the specialized core course. It introduces, in combination of China's situation, principles and development of contemporary currency, credit and banking, and provides basis for further studies of specialized courses. The main contents of Monetary Banking include: currency, nature of credit and banking, function and operation rules, development of currency system, constitution of financial system and financial market, classification of financial institutions and their business, target and instrument of monetary policy of central bank, theory of international income and expense, and theory of exchange rate.
23	106290	大数据方法与应用	Big Data Methods and Applications	School of accountancy	2025 Spring	Undergraduate	2	1	16	32	/
24	103430	微观经济学	Microeconomics	School of economics	2025 Spring	Undergraduate	2	1	16	32	Microeconomics is a core foundational theoretical course that focuses on introducing basic economic concepts, fundamental laws, and key theories. Through this course, students can gain an in-depth understanding of general principles of market economy operation mechanisms and standardized behaviors. They will learn to apply basic economic analysis methods and tools to provide empirical descriptions and analyses of relevant theories and models. Ultimately, students will grasp the core content of the course: how societal resources can be optimally allocated and efficiently utilized. Additionally, this course lays a solid foundation for further study of advanced professional courses and advanced academic pursuits.

No.	Course Code	Course Chinese name	Course English Name	School	Day	Session	Credits	Start Week	End Week	Hours	
1	250495	金融机构与金融市场	Financial Institutions and Financial Markets	School of Finance	2025 Spring	Master	3	1	16	48	In the post era of financial crisis, this course applies modern risk management tools and the agency theory to various issues arising in financial institutions and markets. This course equips students with modern finance framework and analytical skills so that they can identify key issues/frictions underpinning the business operations of financial institutions and apply fundamental economic principles and modern finance framework to approach important real-world problems. They are expected to become intelligent and critical readers of The Economist, Financial Times, and the Wall Street Journal. This course will cover three main topics: 1) risk measurement and management for financial institutions; 2) incentive issues in financial institutions via the lens of modern agency theory; 3) and introduction of the central bank, its relation with private FIs, and its role in the economy. Throughout the course, we will use cases, some of which are motivated/related to the recent financial crisis.
2	220006	计量经济学	Econometrics	School of Finance	2025 Spring	Master	3	1	16	48	The course mixes econometric theories and methods, focusing on the middle level, and propriety introducing high level. Its contents major include classical model and suitability recommend expanded models. The course set forth single econometric models and simultaneous models in detail, at the same time being the time series econometrics as the stress content. On the application model, the course gives priority to the production function, demand function, consume function and macroeconomics. In the fields of software, the class will be using EViews. The course includes the whole contents by the economics teaching committee being founded by the ministry of education, being on the upper requirement as the teaching requirement and surpass over some contents.
3	213990	研究生论文写作讲坛	Graduate thesis writing Forum	Financial Research Institute	2025 Spring	Master	1	1	6	18	/
4	220004	宏观经济学	Macroeconomics	School of Finance	2025 Spring	Master	3	1	16	48	The basic aim of this course is to familiarize students with key barometers of macroeconomic activity and to enable them to understand how these magnitudes are determined and how the major sectors of the economy interact with each other. In this course we will examine the determinants of aggregate income in the economy, both in the long run (where we will be talking about growth) and in the short run (where we will talk about business cycles), we will also study aggregate unemployment, the behavior of the aggregate price level, and the effects of government behavior on the performance of the economy. We wish to enable the students to critically evaluate policy prescribed by the government.
5	213513	中国区域经济	China's Regional Economy	Financial Research Institute	2025 Spring	Master	2	1	11	33	/
6	210178	发展经济学	Development Economics	Financial Research Institute	2025 Spring	Master	2	1	11	33	This course explores economic analysis of behavior and policy issues important in developing economies. It equips students to think about development in a way that is disciplined by economic theory, informed by empirical research and practically connected to policy. Main topics include the measurement of development, agriculture and rural development, human capital investment, population and fertility, credit markets, trade and globalization.
7	213512	基础设施与一带一路	Infrastructure and "the Belt and Road"	Financial Research Institute	2025 Spring	Master	2	1	11	33	/
8	220111	金融工程	Financial Engineering	School of Finance	2025 Spring	Master	1.5	1	8	24	This course provides a fundamental overview of quantitative finance. Students will learn the concept of arbitrage and the general techniques of pricing derivatives. Modern stochastic models in both discrete and continuous time will be applied in such pricing models. Numerical methods will also be discussed in the later part of the course.

9	250487	社会研究方法	Social Research Method	MPA	2025 Spring	Master	3	1	16	48	There are a great number of social research methods, many of them can lead to the new findings and to the same research purpose. This course does not offer an exhaustive inventory of all the different techniques of data collection and analysis. The aim of this course is to orient students to pick up the right path of research basing on goals of research, on data and information available, and/or on theoretical background. In the end, students can produce professional research papers and reports that fit in scientific norms. The course will cover topics like, the logic of social research, the bridge between theories and methods, integrative overview of research strategies, as well as the invention of new social science knowledge.
10	250613	政治学	Political science	MPA	2025 Spring	Master	2	1	11	33	Political science (or Political studies) is the study of political behavior and examines the acquisition and application of power. This course mainly focuses on six aspects of political science: the evolution of politics and political science, the formation and transformation of political power, the types and structures of nation, governmental organization and function, the relationships among political parties, interest groups and labor unions, and the theories and practices of political participation.
11	213906	学术规范与论文写作	Academic norms and thesis writing	MPA	2025 Spring	Master	1	1	6	18	/
12	213646	中国经济与社会	Chinese Economy and Society	MPA	2025 Spring	Master	2	1	11	33	/
13	213645	中国政治与政府	The Government and Politics of China	MPA	2025 Spring	Master	2	1	11	33	/
14	250569	公共部门组织管理	Public sector organization and management	MPA	2025 Spring	Master	2	1	11	33	/
15	213271	国际关系	International Relations	MPA	2025 Spring	Master	2	1	11	33	/
16	213068	研究方法论	Research Methodology	College of Business	2025 Spring	Master	2	1	11	33	/
17	720017	公司金融	Corporate Finance	School of Finance	2025 Spring	Master	2	1	11	33	This course consists of coursework in introduction to corporate finance, financial statement analysis, value and capital budgeting, return and risk, capital structure and dividend policy, long-term financing, derivatives and hedging risk, financial planning and short-term finance, mergers and acquisitions, financial distress, international corporate finance.
18	311017	国际商法	International Commercial Law	College of Business	2025 Spring	Master	2	1	11	33	International Business Law A. Course Content There would be much less wealth without international business. However, both traders and investors require a clear and predictable legal framework. This course endeavours to analyse the legal system of international Business. The course will cover: international trade terms such as c.i.f. and f.o.b. contracts; letters of credit and the UCP 600 ; the duties of sellers and buyers regarding the carriage, insurance and financing of the goods; the different levels of governance of international trade & investment regulation. In particular, emphasis will be given to those issues in light of some of the sets of rules specifically designed to address those issues when embedded in an international setting (such as the United Nations Convention on Contracts for the International Sale of Goods, The Hague Rules , the Montreal Convention, Regional or Bilateral Investment Agreements, etc.).
19	720012	公司法	Company Law	School of Law	2025 Spring	Master	2	1	11	33	This course is taught by using the authoritative reference books, and systematically and comprehensively introducing the issues such as the legislation background, the legal framework, the main principles and the legal reforms, etc. This lecture covers most aspects of company law, such as the summary of company law, corporate formation and separate personality, corporate registration and articles of association, the share capital rules, corporate governance, dissolution and liquidation, etc., based on the Company Law and its judicial interpretations as well as the analysis of typical cases. By studying this course, the students may not only understand the general regulations of Chinese company law, but also combine the theory into practice and use these regulations to settle the cases in reality.
20	311426	法学研究与文献检索方法	Legal Research and Literature Search Methods	School of Law	2025 Spring	Master	2	1	11	33	/
21	311275	商法	Commercial Law	School of Law	2025 Spring	Master	2	1	11	33	Business Law is the general title of law and regulations used for standardizing business entity and its conduct. This course covers the basic theory of business entity( business organization and business corporation) and business conduct, including business establishment, business registration, account sheet system, as well as the laws and regulations of single-venture enterprise, joint venture, corporation, foreign-funded corporation; laws and regulations of insurance, documents, securities and maritime, etc.
22	720011	知识产权法	Intellectual Property Law	School of Law	2025 Spring	Master	2	1	11	33	Based on the legislation of Chinese Intellectual Property and international Intellectual Property treaties, Systematically teach copyright law ,patent law , trademark law and anti-unfair competition law.
23	311276	国际环境法	International environmental law	School of Law	2025 Spring	Master	2	1	11	33	The International Environmental Law curriculum system introduces the basic theories of international environmental law, international environmental treaties and agreements, and the mechanisms for resolving international environmental disputes. The course covers hot topics such as climate change, biodiversity conservation, and marine environmental protection, and combines international cases to explore the role of international environmental law in promoting global sustainable development.
24	311015	行政法	Administrative Law	School of Law	2025 Spring	Master	2	1	11	33	The discipline of administrative law is concerned with the study of administrative law, which is the body of law that governs the activities of administrative agencies of government. Government agency actions can include rule making, adjudication, and enforcement. Administrative law standardizes the decision-making of administrative units of government and is part of a government administrative system including such areas as international trade, manufacturing, environment, taxation, broadcasting, border entry, and transportation. Administrative law saw rapid expansion in the twentieth century, so as to cope with the increasingly complex social, economic and political conditions around the globe.
25	311198	国际公法	International law	School of Law	2025 Spring	Master	2	1	11	33	The course system of international public law introduces the basic theories and core systems of international public law. The course content covers core topics such as the subject of international law, basic principles of international law, international treaty law, international organization law, and international dispute settlement mechanisms. Through teaching, students will master the theoretical system and practical application of international public law. The course combines international cases to help students understand the important role of international public law in global governance.
26	311199	国际贸易法	International Trade Law	School of Law	2025 Spring	Master	2	1	11	33	International Trade Law includes 5 parts: international goods law, international goods transportation and insurance, international technology trade law, international service trade law and WTO law. Part I is based on CISG(Convention on International Sales of Goods), introduces making of a contract, obligations of buyers and sellers, remedies when one party breaches, and customs on international goods sale, such as trade terms; Part II is international goods transportation and insurance, and mainly compares among different international maritime agreements; Part III is international technology trade law. It' ll introduce contents of international license agreement, and international protection on intellectual property. It' ll put emphasis on analyzing the benefits and drawbacks of different international intellectual property agreements; Part IV is international service trade law which is based on GATS to discuss general obligations, specific commitment, general exception and dispute settlement of service trade. Part V discusses WTO. It analyzes goods trade' s obligation, exception and dispute settlement. It' ll introduce several important agreements such as Anti-dumping Agreement and Anti-subsidy Agreement.
27	213072	企业社会责任	Corporate Social Responsibility	College of Business	2025 Spring	Master	2	5	15	33	This course aims to develop students' comprehensive understanding of corporate social responsibility and sustainable development, enable them to master relevant professional knowledge and practical skills, and establish the concept of social responsibility and sustainable development. Through the study, students will be equipped with systematic corporate social responsibility theory cognition, industry practice analysis ability and critical thinking, so that they can actively promote the sustainable development strategy of enterprises in their future careers.
28	212924	战略人力资源管理	Strategic Human Resources Management	College of Business	2025 Spring	Master	2	6	16	33	The purpose of this research seminar is to examine the role of human resource management as a strategic element of organizations. In general, this will involve focusing on the "macro" side of managing people within organizations as well as the more traditional "micro" side (e.g., selection, training, job design, etc.) and "meso" side as well. While the traditional micro topics will be covered to some extent, they are not the primary focus of this course. Rather, the aim of this course is to better understand how firms can use their human resource management practices to enhance individual and organizational performance. To that end, we will examine the emerging theoretical perspectives in strategic human resource management (SHRM), the contextual factors that influence the linkages between a firm' s human resources and human resource practices with firm performance, intellectual capital, and the growing complexity of the employment relationship between organizations and employees.
29	250381	国际商务谈判	International Business Negotiation	College of Business	2025 Spring	Master	2	1	11	33	In the course of International Business Negotiation, the negotiation fundamentals will be introduced: the fundamental psychological sub processes of negotiation which include perception, cognition, emotion, communication, power, influence and ethics will be presented as well. The course explores what we know about how national cultures and international contexts influence negotiation processes and outcomes. The course emphasizes strategies for managing negotiation impasses, and discusses skills of negotiation on different situations. In the meantime, to improve students' practical abilities of negotiation, the course designs some simulated negotiation cases for students to practice. The purpose of the course is let students mastering details of business negotiation process, skills and the art of the business negotiation that can be applied in the real international trade.