

**TROY UNIVERSITY PACIFIC REGION  
COURSE SYLLABUS  
IR 6631 Intercultural Relations  
Term IV, 2012-2013 [18 March — 19 May 2013]  
Weekend/Web-Enhanced at Yongsan AG, Seoul, Korea  
23-24 March, 27-28 April 2013**

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**INSTRUCTOR/PROFESSOR: Daniel A. Pinkston**

E-mail: [dpinkston67640@troy.edu](mailto:dpinkston67640@troy.edu); [allgood21c@yahoo.com](mailto:allgood21c@yahoo.com)

Office phone: 902) 730-2912

Mobile: 010-7135-2913

**MEETING LOCATION, DATES & TIMES:** In-class sessions of the course will meet on the weekends of 23-24 March and 27-28 April, 0900-1800. The course will also include an online component in a web-enhanced format.

**CATALOG COURSE DESCRIPTION:** An analysis of the influence of culture on interstate relations including theories, concepts, and applications.

**TEXTBOOKS:**

Fred E. Jandt, *An Introduction to Intercultural Communication: Identities in a Global Community* (Sage Publications, Inc; Sixth Edition, 25 June 2009), ISBN-10: 1412970105.

Raymond Cohen, *Negotiating Across Cultures: International Communication in an Interdependent World* (United States Institute of Peace; Revised Edition, 1 December 1997), ISBN-10: 1878379720.

**ADDITIONAL READINGS:**

Electronic copies of selected chapters will be provided from:

Michele J. Gelfand and Jeanne M. Brett, editors, *The Handbook of Negotiation and Culture* (Stanford Business Books, 28 July 2004), ISBN-10: 0804745862.

**OVERALL OBJECTIVES/ PURPOSE:** Students will be introduced to concepts of intercultural relations and possible barriers to effective communication in the realm of international negotiations. The course will draw upon multidisciplinary approaches to intercultural communication and their applications to international affairs.

**GRADING AND ASSIGNMENTS:**

Student's grades will be determined as follows:

Participation in class 15%

Presentation 10%

Web-enhanced online assignment 25%

Final term paper 50%

**CLASS PARTICIPATION:** Students are expected to do the readings before class and be prepared to discuss the contents.

**FINAL TERM PAPER:** The term paper will be a policy recommendation paper covering an appropriate topic in intercultural relations. The topic can address a wide range of issues in the realm of inter-cultural negotiations, but students must receive instructor approval for their paper topics. This is not meant to discourage anyone; I am quite flexible. However, it is better to communicate your ideas or intentions and make sure you're on the right track before wasting time and effort on an inappropriate topic. The policy paper should address a current or hypothetical international negotiation process and provide intercultural policy prescriptions for one side, or both sides if you are ambitious. The paper should be about 12-20 pages double-spaced, and the deadline for submission by e-mail is 18 May 2013.

**PRESENTATION:** Students will present an overview of their final paper topics and their initial questions and/or findings on the last day of class (28 April). This does not have to be extensive and conclusive, but this is an opportunity to discuss your topic and get feedback and suggestions from the instructor and fellow students before turning in the final paper. A powerpoint presentation is fine but not required. You should only feel obligated to present slides if they are useful for conveying key ideas or data, otherwise do not feel obligated.

**WEB-ENHANCED PORTION:** This is a Web-Enhanced (W-E) course that combines instruction inside and outside of the classroom. Troy requires 45 hours of instruction for a three unit course. We will meet for a total of 36 hours in the classroom, so 19 hours must be covered outside of class. Troy regulations stipulate that the out-of-classroom portion may be Blackboard, CD/DVD, memory stick, reading/study/writing, and other methods, or a combination thereof.

The W-E portion in this course will consist of a written review of chapters 2, 5, and 7 in Michele J. Gelfand and Jeanne M. Brett, editors, *The Handbook of Negotiation and Culture*. The literature review should be submitted by email no later than 28 April 2013. The chapters will be available in electronic format on dropbox. Please email me and provide your email address so I can invite you to share the dropbox folder. If you are unfamiliar with dropbox or have any questions or problems, please let me know. This assignment should summarize the main themes in the chapters and provide critical analysis when applicable. I will provide feedback to your reviews by e-mail.

**STUDENT-INSTRUCTOR INTERACTION/COMMUNICATION:** I do not have regular office hours since I am an adjunct professor. However, we can schedule a time to meet before or after class, or some other mutually convenient time. I will respond to your e-mails as quickly as I can. If it is extremely urgent, or if you need to discuss something that cannot be addressed through e-mail, you can reach me by telephone.

**CLASS SCHEDULE:** This schedule is subject to adjustment, and the instructor reserves the right to change the reading assignments if necessary. This is unlikely, but any changes will be made with sufficient time for students to complete the readings and assignments.

**23 March (Saturday)**

**Readings:** Fred E. Jandt, *An Introduction to Intercultural Communication: Identities in a Global Community*

Morning: Course introduction; Jandt, Part One “Culture as Context for Communication” (chapters 1-3)

Afternoon: Jandt, Part Two “Communication Variables” (chapters 4-6); Part Three “Cultural Values” (chapters 7-11)

**24 March (Sunday)**

**Readings:** Fred E. Jandt, *An Introduction to Intercultural Communication: Identities in a Global Community*; Raymond Cohen, *Negotiating Across Cultures*

Morning: Jandt, Part Three “Cultural Values” (chapters 7-11) continued; Part Four “Cultures within Cultures” (chapters 12-14)

Afternoon: Cohen, chapters 1-6

**27 April (Saturday)**

**Readings:** Raymond Cohen, *Negotiating Across Cultures*; Michele J. Gelfand and Jeanne M. Brett, editors, *The Handbook of Negotiation and Culture* (electronic copies provided)

Morning: Cohen, chapters 7-12

Afternoon: Michele J. Gelfand and Jeanne M. Brett, editors, Part One “Basic Psychological Processes”

**28 April (Sunday)**

**Readings:** Michele J. Gelfand and Jeanne M. Brett, editors, *The Handbook of Negotiation and Culture* (electronic copies provided)

Morning: Part Two “Social Processes”

Afternoon: Part Three “Negotiation in Context;” course review; presentations and discussion of student paper proposals

**ATTENDANCE POLICY:** Attendance is mandatory. By university policy, the Troy coordinator must be notified if students miss more than 25% of classes.

**INCOMPLETE GRADE POLICY:** If a student requests an “INC”, he or she must submit to the instructor a signed *Petition for and Work to Remove an Incomplete Grade* form indicating the compelling reason for the “INC”. The instructor approving the request will document the required work and the deadline for completion. When the student completes the required work, the instructor will submit a *Change of Grade* form. In cases where a student fails to make up “INC” course work by the end of the next term in which they enroll, the “INC” will automatically be recorded as an “F” grade on the student’s record.

**AMERICANS WITH DISABILITIES ACT (ADA):** Troy University supports Section 504 of the Rehabilitation Act of 1973 and the Americans with Disabilities Act of 1990, which insure that post-secondary students with disabilities have equal access to all academic programs, physical access to all buildings, facilities and events, and are not discriminated against on the basis of disability. Eligible students, with appropriate documentation, will be provided equal opportunity to demonstrate their academic skills and potential through the provision of academic adaptations and reasonable accommodations. Further information, including appropriate contact information, can be found at the following link:

<http://trojan.troy.edu/epolicy/>

**STANDARDS OF CONDUCT:** By their enrollment, students are responsible for following the “Standards of Conduct” as they apply in the Troy University Pacific Region. Students may be disciplined up to and including suspension and expulsion for the commission of offenses in described in the Graduate Bulletin. As a reminder to graduate students, the “Standards of Conduct” regards dishonesty as an offense, which includes cheating and plagiarism. Students should carefully study the definitions of cheating and plagiarism:

1. Cheating includes:

a) Copying, or relying upon, another student’s answers or submitting another student’s work as one’s own or submitting as new work assignments previously completed for another class, while completing any class assignment, study group assignment, or during in-class or take home examinations.

b) Providing one’s own answers to another student while completing any class assignment, study group assignment (except where approved by the instructor due to the nature of the assignment itself), or during in-class or take-home examinations.

c) Using notes, books, or any other unauthorized aids during an examination; or holding an unauthorized discussion of answers during in-class examinations.

2. Plagiarism is submitting a paper, other required student course requirement in which the language, ideas, or thoughts are identical to published or unpublished material from another source, including material found on the Internet, without correctly giving credit to that source.

While computers and the Internet allow students to cut and paste work from other material, new software is making it easier for universities detect plagiarism. Instructors may screen electronic versions of student assignments using the detection software.

**LIBRARY SUPPORT:**

Students can access online information resources through Troy University web site at [www.troy.edu](http://www.troy.edu) or the Troy Library Services home page at [trojan.troy.edu/library/](http://trojan.troy.edu/library/). These resources include a variety of full text databases that provide complete article texts from thousands of journals, magazines and newspapers. Among the most helpful databases are JSTOR, Academic Search Complete, and Lexis-Nexis.