



Chinese 2240F – Understanding Chinese Business Culture 1

Course Outline: Section 550 Fall 2022

1. Course Information

Scheduled Class Times:	Monday 3:30pm – 5:30pm & Wednesday 2:30pm – 3:30pm
Class Location:	HC Classroom H112
Instructor:	Dr. Clare Gordon (傅守超)
Contact Information:	E-mail: cgordon@huron.uwo.ca Phone: 519-438-7224, ext. 228
Office Location:	HC Room A11
Office Hours:	Tuesday & Thursday 11:30am – 12:30pm, or by appointment.

2. Course Description

This course is an intensive study of the socio-cultural underpinnings of China's domestic and international business practises. All lectures are in modern Chinese language. Discussion of selected readings from Chinese and English print and internet resources will give the student enhanced language and cultural skills crucial to understanding business interactions in China.

The course provides an overview and analysis of Chinese business culture, its typical behavioral patterns, and habits of thought from both Chinese and Western perspectives. Basic theories of practices pertaining to corporate cultures are introduced. Class work is based on discussion of real-world cases illustrative of Chinese business. Critical analysis of selected works will concentrate on advancing an awareness of the role of Chinese culture in business.

3. Course Learning Outcomes

This course will help students to understand the essential cultural aspects of business success in China in the 21st century. By active participation and diligent work throughout the course, a student will be able to acquire both the theoretical and practical knowledge and the skills necessary to function comfortably and confidently in the Chinese business community. While taking this course, students will be invited to:

- 1) Gain insight into the theories of culture for effective business interaction in China;
- 2) Develop familiarity with key authors and current publications on cultural issues in Chinese business;
- 3) Acquire skills to identify and evaluate the impact of culture on business activities;
- 4) Demonstrate a capacity to research Chinese business culture using scholarly methods;
- 5) Apply improved competence in communicating research results in modern standard Chinese.

4. Textbooks and Course Materials

No Required Textbook.

Required Readings (in English or Chinese) are posted in the OWL Resources folder. They are selected from academic books, journals, newspapers, annual reports, and other Chinese and North American business sources. They are available online via Western Libraries or provided as handouts in class or as webpages by internet links free of charge. In some cases, copyright restrictions may require Western ID and password. Students will see the necessary details online.

5. Methods of Evaluation

Participation and Contribution 20%

This involves class attendance and preparation of assigned readings for class discussions: individual participation in discussions by summarizing readings, analyzing cases, presenting additional relevant information, asking thoughtful questions. Marks will be recorded for each class session beginning in Week 2. More details will be available in class.

Students are expected to attend all classes and to cover the assigned reading materials before class, in order to make critical comments and meaningful contributions. The weekly lectures provide outlines of the discussion topics and offer highlights of the selected cases along with relevant questions to equip students to give verbal and/or written answers. Active engagement with the course instructor and fellow classmates is essential to this approach.

Mid-term Test 25%

The format will be a closed-book 45-minute in-class multiple-choice questions (15%) and a short written discussion (10 %) covering lecture and reading materials from the previous weeks. The discussion question will be given two weeks in advance of the test. More details and content for the test will be available in class.

英文阅读，多项选择考题和答卷分别为英文；

中文阅读，考题和答卷分别为中文。

写作讨论题问答均为中文；写一篇简短议论，指出并说明所选择的案例展示了什么中国文化理念，怎样体现出了当代中国商务文化的特色。

Group Project

15%

This will require work in groups of 4 or 5 students each to produce a written outline of your own interpretation of one of the cases as well as a list of outside sources with annotation. Group membership and case allocation will be determined in class. Details of library research and writing resources will also be provided in class.

用中文写一个案例分析大纲，并列出具体的注释参考书目。

具体安排和详细要求见本课 OWL 网站内的通知。

Final Essay

40%

This will be a research paper in Chinese of 3500 characters approximately. Students are to discuss a business case examined in the course as a lens through which to view the innovative spirit of the entrepreneur culture in contemporary China. The essay must provide documented evidence of the commercial success/failure of the chosen company as compared to the other companies. The discussion must address primarily Chinese cultural concepts and elements. More details will be provided in class.

6. Tentative Class Schedule/ Syllabus

CHN 2240F
Fall 2022

Lecture and Discussion Topics
ASSIGNMENTS

WEEK 1

Sep. 12 & 14

Place of Business in Chinese Culture

Introduction: 共享经济中的软文化

WEEK 2

Sep. 19 & 21

Innovative Thinking and Disruptive Forces

Discussion 1: 移动互联网时代的颠覆性变革

WEEK 3

Sep. 26 & 28

Winning and Losing Chinese Style

Discussion 2: 睿智务实的“国字号”商家艺术

WEEK 4

Oct. 3 & 5

Social Media Marketing (SMM)

Discussion 3: 互联网思维模式的特点及应用

WEEK 5

Oct. 10 & 12

Oct. 10, Thanksgiving; No Classes

Discussion 4: 关系妙用、创新者的逆袭

WEEK 6

Oct. 17 & 19

Chinese *Guanxi* Goes Online

市场经济下的中国关系

Mid-term Test 19th

WEEK 7	Case 1: WeChat Pay
Oct. 24 & 26	Discussion 5: 案例：微信支付
<i>Oct. 31 & Nov. 2</i>	<i>No Regular Classes. Fall Reading Week</i>
WEEK 8	Case 2: Shinow
Nov. 7 & 9	Discussion 6: 案例：启奥科技
WEEK 9	Case 3: Hikvision
Nov. 14 & 16	Discussion 7: 案例：海康威视 Project due 14th
WEEK 10	Case 4: SF Express
Nov. 21 & 23	Discussion 8: 案例：顺丰嘿客
WEEK 11	Case 5: Phnix
Nov. 28 & 30	Discussion 9: 案例：芬妮可兹
WEEK 12	Case 6: AJ Chair
Dec. 5 & 7	Discussion 10: 案例：本色家具 Term Paper due 7th



Appendix to Course Outlines: Academic Policies & Regulations Fall/Winter 2022

Pandemic Contingency

Huron will continue to follow the guidance of public health and government officials. It is anticipated that there will be no further disruptions to in-person instruction. This is subject to change.

Student Code of Conduct

Membership in the community of Huron University College and Western University implies acceptance by every student of the principle of respect for the rights, responsibilities, dignity and well-being of others and a readiness to support an environment conducive to the intellectual and personal

growth of all who study, work and live within it. Upon registration, students assume the responsibilities that such registration entails. While in the physical or online classroom, students are expected to behave in a manner that supports the learning environment of others. Please review the Student Code of Conduct at:

<https://huronatwestern.ca/sites/default/files/Res%20Life/Student%20Code%20of%20Conduct%20-%20Revised%20September%202019.pdf>.

Prerequisite and Antirequisite Information

Students are responsible for ensuring that they have successfully completed all course prerequisites and that they have not completed any course antirequisites. Unless you have either the requisites for this course or written special permission from your Dean to enroll in it, you may be removed from this course and it will be deleted from your record. This decision may not be appealed. You will receive no adjustment to your fees in the event that you are dropped from a course for failing to have the necessary prerequisites.

Attendance Regulations for Examinations

A student is entitled to be examined in courses in which registration is maintained, subject to the following limitations:

- 1) A student may be debarred from writing the final examination for failure to maintain satisfactory academic standing throughout the year.
- 2) Any student who, in the opinion of the instructor, is absent too frequently from class or laboratory periods in any course will be reported to the Dean of the Faculty offering the course (after due warning has been given). On the recommendation of the Department concerned, and with the permission of the Dean of that Faculty, the student will be debarred from taking the regular examination in the course. The Dean of the Faculty offering the course will communicate that decision to the Dean of the Faculty of registration.

Review the policy on Attendance Regulations for Examinations here: [Academic Calendar - Western University \(uwo.ca\)](#)

Statement on Academic Offences

Scholastic offences are taken seriously and students are directed to read the appropriate policy, specifically, the definition of what constitutes a Scholastic Offence, at the following website:

[Academic Calendar - Western University \(uwo.ca\)](#). The appeals process is also outlined in this policy as well as more generally at the following website:

https://www.uwo.ca/univsec/pdf/academic_policies/appeals/appealsundergrad.pdf.

Turnitin.com

All required papers may be subject to submission for textual similarity review to the commercial plagiarism detection software under license to the University for the detection of plagiarism. All papers submitted for such checking will be included as source documents in the reference database for the purpose of detecting plagiarism of papers subsequently submitted to the system. Use of the service is subject to the licensing agreement, currently between The University of Western Ontario and Turnitin.com (<http://www.turnitin.com>).

Statement on Use of Electronic Devices

It is not appropriate to use electronic devices (such as, but not limited to, laptops, tablets, cell phones) in the classroom for non-classroom activities. Such activity is disruptive and distracting to other

students and to the instructor, and can inhibit learning. Students are expected to respect the classroom environment and to refrain from inappropriate use of technology and other electronic devices in class.

Statement on Use of Personal Response Systems (“Clickers”)

Personal Response Systems (“clickers”) may be used in some classes. If clickers are to be used in a class, it is the responsibility of the student to ensure that the device is activated and functional. Students must see their instructor if they have any concerns about whether the clicker is malfunctioning. Students must use only their own clicker. If clicker records are used to compute a portion of the course grade:

- the use of somebody else’s clicker in class constitutes a scholastic offence
- the possession of a clicker belonging to another student will be interpreted as an attempt to commit a scholastic offence.

Academic Consideration for Missed Work

All students pursuing academic consideration, regardless of type, must contact their instructors no less than 24 hours following the end of the period of absence to clarify how they will be expected to fulfill the academic responsibilities missed during their absence. **Students are reminded that they should consider carefully the implications of postponing tests or midterm exams or delaying submission of work, and are encouraged to make appropriate decisions based on their specific circumstances.**

Students who have conditions for which academic accommodation is appropriate, such as disabilities or ongoing or chronic health conditions, should work with Accessible Education Services to determine appropriate forms of accommodation. Further details concerning policies and procedures may be found at: <http://academicsupport.uwo.ca/>.

Policy on Academic Consideration for a Medical/ Non-Medical Absence

- (a) **Consideration on Medical Grounds for assignments worth *less than 10%* of final grade: Consult Instructor Directly and Contact Academic Advising**

When seeking consideration on **medical grounds** for assignments worth *less than 10%* of the final course grade, the student should contact the instructor directly. The student need only share broad outlines of the medical situation. The instructor **may** require the student to submit documentation to the academic advisors, in which case she or he will advise the student and inform the academic advisors to expect documentation. If documentation is requested, the student will need to complete and submit the [Student Medical Certificate](#). The instructor may **not** collect medical documentation. The advisors will contact the instructor when the medical documentation is received, and will outline the severity and duration of the medical challenge as expressed on the Student Medical Certificate and in any other supporting documentation. The student will be informed that the instructor has been notified of the presence of medical documentation, and will be instructed to work as quickly as possible with the instructor on an agreement for accommodation.

- b) **Medical Grounds for assignments worth 10% or more of final grade: Go Directly to Academic Advising**

University Senate policy, which can be found at [Academic Calendar - Western University \(uwo.ca\)](#) requires that all student requests for accommodation on medical grounds for assignments worth 10%

or more of the final grade be made directly to the academic advising office of the home faculty (for Huron students, the “home faculty” is Huron), with supporting documentation in the form (minimally) of the Senate-approved Student Medical Certificate found at: https://www.uwo.ca/univsec/pdf/academic_policies/appeals/medicalform.pdf.

The documentation is submitted in confidence and will not be shown to instructors. The advisors will contact the instructor when the medical documentation is received, and will outline the severity and duration of the medical challenge as expressed on the Student Medical Certificate and in any other supporting documentation. The student will be informed that the instructor has been notified of the presence of medical documentation, and will be instructed to work as quickly as possible with the instructor on an agreement for accommodation. The instructor will not normally deny accommodation where appropriate medical documentation is in place and where the duration it describes aligns with the due date(s) of assignment(s). Before denying a request for accommodation on medical grounds, the instructor will consult with the Dean. The instructor’s decision is appealable to the Dean.

c) Consideration on Non-Medical Grounds: Consult Huron Support Services/Academic Advising, or email huronsss@uwo.ca.

Students seeking academic consideration for a **non-medical** absence (e.g. varsity sports, religious, compassionate, or bereavement) will be required to provide appropriate documentation. All consideration requests must include a completed [Consideration Request Form](#). Late penalties may apply at the discretion of the instructor.

Please review the full policy on Academic Consideration for medical and non-medical absence at: [accommodation_medical.pdf \(uwo.ca\)](#). Consult [Huron Academic Advising](#) at huronsss@uwo.ca for any further questions or information.

Support Services

For advice on course selections, degree requirements, and for assistance with requests for medical accommodation, students should email an Academic Advisor in Huron’s Student Support Services at

huronsss@uwo.ca. An outline of the range of services offered is found on the Huron website at: <https://huronatwestern.ca/student-life/student-services/>.

Department Chairs, Program Directors and Coordinators are also able to answer questions about individual programs. Contact information can be found on the Huron website at: <https://huronatwestern.ca/contact/faculty-staff-directory/>.

If you think that you are too far behind to catch up or that your workload is not manageable, you should consult your Academic Advisor. If you are considering reducing your workload by dropping one or more courses, this must be done by the appropriate deadlines. Please refer to the Advising website, <https://huronatwestern.ca/student-life/student-services/academic-advising/> or review the list of official Sessional Dates on the Academic Calendar, available here: <http://www.westerncalendar.uwo.ca/SessionalDates.cfm>.

You should consult with the course instructor and the Academic Advisor who can help you consider alternatives to dropping one or more courses. Note that dropping a course may affect OSAP and/or Scholarship/Bursary eligibility.

Huron Student Support Services: <https://huronatwestern.ca/student-life/student-services/> Office of the Registrar: <https://registrar.uwo.ca/>
Student Quick Reference Guide: <https://huronatwestern.ca/student-life/student-services/#1> Academic Support & Engagement: <http://academicsupport.uwo.ca/>
Huron University College Student Council: <https://huronatwestern.ca/student-life/beyond-classroom/hucsc/>
Western USC: <http://westernusc.ca/your-services/#studentservices>

Wellness and Health Supports at Huron and Western

University students may encounter setbacks from time to time that can impact academic performance. Huron offers a variety of services that are here to support your success and wellbeing. All Huron staff and faculty have received training on responding to disclosures of Gender-Based Sexual Violence (GBSV); students should know that the Community Safety Office is a resource for survivors, providing support and, if desired, guidance while referring them to the further supports that they may require. Please visit <https://huronatwestern.ca/student-life-campus/student-services/wellness-safety> for more information or contact staff directly:

Wellness Services: huronwellness@huron.uwo.ca

Community Safety Office: safety@huron.uwo.ca

Additional supports for Health and Wellness may be found and accessed at Western through, <https://www.uwo.ca/health/>.

Western Calendar - Policy Pages -

[Academic Calendar - Western University \(uwo.ca\)](#)