

<b>Subject:</b> BBB4M		<b>Grade:</b> 12
<b>Teacher:</b> Alex Chen	<b>Duration:</b> 180 minutes	<b>Lesson No:</b> 3.2
<b>Unit #:</b> 3	<b>Topic:</b> Cross-Cultural Negotiations	

**Overall Expectations** (*Directly from The Ontario Curriculum*)

1. Analyse the ways in which cultural factors influence international business methods and operations.
2. Identify and describe common mistakes made by businesses in international markets.

**Specific Expectations** (*Directly from The Ontario Curriculum*)

- 1.1. Describe the challenges an international company may encounter with regard to business practices.
- 2.1. Identify common mistakes made by companies when entering foreign markets

**Learning Skills** (*Where applicable*):

- Independent Work – Students self-study before and after class.  
 Responsibility – Students must finish Glossary quiz and Check Your Understanding quiz before class.  
 Initiative – Students are encouraged to ask questions during the Q&A session.  
 Collaboration – Students will work in groups for the final production activity.

**Learning Goals** (*What do I want the students to know and/or be able to do?*)

- Today you will:
1. Describe the challenges an international company may encounter with regard to business practices.
  2. Identify common mistakes made by companies when entering foreign markets.

**Success Criteria**

*(Based on the application, how will I know students have learned what I intended?)  
 (Recording Devices: anecdotal record, checklist, rating scale, rubric)*

- By the end of class:
1. I can warn international businesses about ethical considerations when working abroad.
  2. I can explain differences in business practices between cultures.
  3. I can explain Hofstede's five cultural dimensions.

**Materials and Resources**

PPT presentation  
 Case: Cross-Cultural Negotiation: Americans Negotiating a Contract in China

<b>Lesson Structure and Activities</b>	
<b>Independent Work</b>	
<b>Timing</b>	<b>Lesson</b>
50 minutes	<p><b><u>Read Case and Answer Questions</u></b></p> <p>Read the case and answer these questions:</p> <ol style="list-style-type: none"> <li>1. How did Mr. Jones and Mr. Wang differ in their preparations?</li> <li>2. How did the two people differ on their views towards all the banquets and meeting government officials at the beginning?</li> <li>3. How did the two people differ on their views regarding general principles?</li> <li>4. How did the two people differ on their views with patience and making decisions?</li> <li>5. How did the two people differ on their views regarding harmony and contracts?</li> <li>6. How did the two people differ on their views on Guanxi (relationships)?</li> <li>7. How did the two people view the American-Chinese interpreter?</li> <li>8. How did the two people differ on their views on honesty?</li> <li>9. How did the two people differ on their views on face/shame?</li> <li>10. How did the two people differ on their views on haggling?</li> <li>11. How did the two people differ on their views on saying “yes” and “no”?</li> <li>12. What mistakes did Mr. Jones make related to conversation topics?</li> </ol>
10 minutes	<p><b><u>Read Assignment 3 Instructions</u></b></p> <ul style="list-style-type: none"> <li>• Instructions on are Moodle under the Unit 3 Page</li> </ul>
10 minutes	<p><b><u>Glossary Quiz</u></b></p> <ul style="list-style-type: none"> <li>• Study the glossary on Moodle</li> <li>• Then do the glossary quiz on Moodle before class</li> </ul>
10 minutes	<p><b><u>Check Your Understanding Quiz</u></b></p> <ul style="list-style-type: none"> <li>• Do this quiz after you do the textbook work.</li> </ul>
10 minutes	<p><b><u>Exit Card</u></b></p> <ul style="list-style-type: none"> <li>• Do this short survey after class.</li> </ul>
<b>During Class</b>	
<b>Timing</b>	<b>Lesson</b>
10 minutes	<p><b><u>Announcements</u></b></p> <p><b>Slide: Announcements</b></p> <ul style="list-style-type: none"> <li>• Teacher will go over announcements related to the course.</li> </ul>
15 minutes	<p><b><u>Review + Warmer</u></b></p> <p><b>Slide: Review + Warmer Discussion</b></p> <ul style="list-style-type: none"> <li>• Students will be put into groups to discuss the review and warmer questions.</li> <li>• Teacher will ask some students to share their answers with the class.</li> </ul>

15 minutes	<p><b><u>Homework Q&amp;A</u></b>  <b>Slide: Homework Q&amp;A</b></p> <ul style="list-style-type: none"> <li>Students will be required to ask some questions about the homework to encourage deeper thinking and to clarify understanding for the class</li> </ul>
15 minutes  (cumulative 55 mins)	<p><b><u>Peer Check Case Questions</u></b>  <b>Slide: Case: Cross-Cultural Negotiations</b></p> <ul style="list-style-type: none"> <li>Students will be put into groups to discuss the case questions.</li> <li>Teacher will ask some students to share their answers with the class.</li> </ul>
30 minutes	<p><b><u>Case Presentations</u></b>  <b>Slide: Case: Cross-Cultural Negotiations</b></p> <ul style="list-style-type: none"> <li>Students will be put into small groups to prepare a presentation to Mr. Jones.</li> <li>Each group presents to the class.</li> </ul>
5 minutes	<p><b><u>Homework Assignment</u></b>  <b>Slide: Independent Work for Next Lesson</b></p> <ul style="list-style-type: none"> <li>Teacher will assign the independent work for next lesson</li> <li>Teacher will remind the students to do the exit survey</li> </ul>

**Assignments / Homework**

<b>Lesson 3.3 Independent Work</b>	<b>Time</b>
Textbook Work	50
Study the glossary and do the Glossary Quiz	15
Do the Check Your Understanding Quiz	15
Exit Card after class	10
Total	90



## The Erindale Academy Daily Lesson Plan Unit # and Lesson Plan #

Assessment Strategies					
For Learning		As Learning		Of Learning	
<b>Student product:</b>		<b>Student product:</b>		<b>Student product:</b>	
<input type="checkbox"/> Diagnostic tests <input type="checkbox"/> Practice quiz <input type="checkbox"/> Pop quizzes <input type="checkbox"/> Homework <input type="checkbox"/> Class notes <input type="checkbox"/> Peer feedback <input type="checkbox"/> <b>Practice questions</b> <input type="checkbox"/> Practice tests	<input type="checkbox"/> Learning logs <input type="checkbox"/> Self-assessment sheet <input type="checkbox"/> Homework <input type="checkbox"/> Self-analysis sheet <input type="checkbox"/> Peer-analysis sheet	<input type="checkbox"/> Assignments <input type="checkbox"/> Tests <input type="checkbox"/> Exam <input type="checkbox"/> Case studies <input type="checkbox"/> Business report <input type="checkbox"/> Exit card	<input type="checkbox"/> <b>Observation:</b> <input type="checkbox"/> <b>Whole class discussions</b> <input type="checkbox"/> <b>Group discussions</b>	<input type="checkbox"/> <b>Observation:</b> <input type="checkbox"/> Student-led discussion/debate <input type="checkbox"/> <b>Presentation</b> <input type="checkbox"/> Performance tasks	<input type="checkbox"/> <b>Conversation:</b> <input type="checkbox"/> Student teacher conferences <input type="checkbox"/> <b>Small group discussions</b>
<input type="checkbox"/> <b>Class discussions</b> <input type="checkbox"/> Peer feedback		<input type="checkbox"/> <b>Observation:</b> <input type="checkbox"/> <b>Whole class discussions</b> <input type="checkbox"/> <b>Group discussions</b>		<input type="checkbox"/> <b>Conversation:</b> <input type="checkbox"/> Student teacher conferences <input type="checkbox"/> <b>Question and answer session</b>	
<input type="checkbox"/> Student teacher conferences <input type="checkbox"/> <b>Small group discussions</b>		<input type="checkbox"/> Student teacher conferences <input type="checkbox"/> <b>Small group discussions</b> <input type="checkbox"/> <b>Pair work</b>		<input type="checkbox"/> Student teacher conferences <input type="checkbox"/> <b>Question and answer session</b>	
Lesson Tools					
Direct Instruction	Indirect Instruction	Interactive Instruction	Independent Study	Experiential Learning	Instructional Skills
<input type="checkbox"/> Structured overview <input type="checkbox"/> Lecture <input type="checkbox"/> Compare & contrast <input type="checkbox"/> Socratic method <input type="checkbox"/> Demonstrations	<input type="checkbox"/> Problem solving <input type="checkbox"/> Case studies <input type="checkbox"/> Reading for meaning <input type="checkbox"/> Inquiry <input type="checkbox"/> Reflective discussion <input type="checkbox"/> Writing to inform <input type="checkbox"/> Concept formation <input type="checkbox"/> Concept mapping <input type="checkbox"/> Concept attainment	<input type="checkbox"/> <b>PowerPoint</b> <input type="checkbox"/> Video clip <input type="checkbox"/> Debates <input type="checkbox"/> Role playing <input type="checkbox"/> <b>Brainstorming</b> <input type="checkbox"/> Peer partner <input type="checkbox"/> Learning/analysis <input type="checkbox"/> <b>Discussion</b> <input type="checkbox"/> Laboratory groups <input type="checkbox"/> <b>Cooperative learning</b> <input type="checkbox"/> Groups <input type="checkbox"/> Jigsaw <input type="checkbox"/> Problem solving <input type="checkbox"/> Conferencing	<input type="checkbox"/> Essays <input type="checkbox"/> Computer assisted <input type="checkbox"/> instruction <input type="checkbox"/> Journals <input type="checkbox"/> Learning logs <input type="checkbox"/> Reports <input type="checkbox"/> Learning activity packages <input type="checkbox"/> Correspondence lessons <input type="checkbox"/> Learning contracts <input type="checkbox"/> <b>Homework</b> <input type="checkbox"/> Research projects <input type="checkbox"/> Assigned questions <input type="checkbox"/> Learning centers	<input type="checkbox"/> Field trips <input type="checkbox"/> Conducting <input type="checkbox"/> Experiments <input type="checkbox"/> Simulations <input type="checkbox"/> Games <input type="checkbox"/> Story telling <input type="checkbox"/> Focused imaging <input type="checkbox"/> Field observations <input type="checkbox"/> Role-playing <input type="checkbox"/> Model building <input type="checkbox"/> Surveys <input type="checkbox"/> Case studies	<input type="checkbox"/> <b>Explaining</b> <input type="checkbox"/> <b>Demonstrating</b> <input type="checkbox"/> <b>Questioning</b>