

Course Title 科目名	Interpersonal Communication B			Instructor 担当者	MIYAHARA, Akira 宮原 哲		
Semester 学期	SPRING 2026	Course Level 履修年次	N/A	Credits 単位	2	hrs/wks 時間数/週	2
<b>【Course Objectives: 授業の到達目標】</b>							
Our interpersonal communication and relationships are manifestation of our cultural values and norms. Given the diversity of our cultural expectations, our communication varies also. Among the numerous concepts (dimensions) of interpersonal communication, this course will focus on persuasion, or "communicating to influence." You will identify primary characteristics of your own interpersonal communication in situations that call for the participants' effective and appropriate persuasive strategies.							
<b>【Course Summary: 授業の概要】</b>							
This course invites international as well as Japanese students to attend, and actively discuss their persuasive communication. The main topics will include language, nonverbal communication, listening, and perception as part of persuasion. The contexts in which persuasion is called for, which includes virtually every and any interpersonal situation, but in particular family, friendship, romantic relationships, education, business, health care and media will also receive academic attention. <b>Due to special circumstances this class will focus on practical aspects of persuasion, and it will be done in collaboration with Seinan Japanese students, which will give an excellent opportunity for intercultural interactions.</b>							
<b>【Study Required outside Class (Preparation etc): 事前・事後学習】</b>							
Your reading, and constant observation of persuasion that takes place around and to you will turn out to be strong assets. Keeping journal of what you notice will serve you as an excellent teaching material.							
<b>【Class Outline: 授業計画(各回の授業内容)】</b>							
Session 1	Class orientation: What is interpersonal communication?						
Session 2	Fundamentals of human communication						
Session 3	Communication and human relationships						
Session 4	Persuasion as an "outcome" of symbolic behavior						
Session 5	History of the study of persuasion						
Session 6	Cultural influence on persuasion						
Session 7	Practical application of theory of persuasion to daily life						
Session 8	Review and mid-term examination						
Session 9	Cross-cultural perspectives on persuasion						
Session 10	De-westernizing studies in persuasion						
Session 11	Persuasion in context: family						
Session 12	Persuasion in context: education						
Session 13	Persuasion in context: business						
Session 14	Review and final examination						
<b>【Textbooks, Course Materials: 教科書、参考書等】</b>							
The instructor will distribute text from various sources that academically deal with intercultural understanding, communication, and adaptation. The material will be made available on Moodle.							
<b>【Grading Criteria: 成績評価の方法】</b>							
Journal 25% Exams 25% Problem-solving paper 1 15% Problem -solving paper 2 35%							
<b>【Note: 履修上の注意】</b>							
<b>Special Note: This class will be over in the end of March. Some of the classes listed above, approximately six of them will be done in the form of "practicum" involving Seinan Japanese students, which will include meetings and field trips outside of class. The details will be presented early in the semester.</b>							