

SYLLABUS

1. Information regarding the program

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| 1.1 Higher education institution | UNIVERSITY OF ORADEA |
| 1.2 Faculty | FACULTY OF ECONOMIC SCIENCES |
| 1.3 Department | DEPARTMENT OF INTERNATIONAL BUSINESS |
| 1.4 Field of study | ECONOMICS AND INTERNATIONAL BUSINESS |
| 1.5 Cycle of study | CYCLE I - BACHELOR |
| 1.6 Program of study /Degree | INTERNATIONAL BUSINESS / BACHELOR DEGREE |

2. Information regarding the discipline

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|-------------------------|---|--------------|----|------------------------|-----|------------------------|---|
| 2.1 Name of discipline | Foreign Language for Business II.4 - German | | | | | | |
| 2.2 Course titleholder | lecturer Andrea HAMBURG PhD | | | | | | |
| 2.3 Seminar titleholder | lecturer Andrea HAMBURG PhD | | | | | | |
| 2.4 Year of study | II | 2.5 Semester | II | 2.6 Type of assessment | CV. | 2.7 Type of discipline | I |

(I) Compulsory; (O) Elective; (F) Facultative

3. Estimated total time (hours/semester of activities)

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|--|------------|--------------------------|----|-------------|----------|
| 3.1 Number of hours/week | 3 | out of which: 3.2 course | 1 | 3.3 seminar | 2 |
| 3.4 Total of hours in Curriculum | 42 | out of which: 3.5 course | 14 | 3.6 seminar | 28 |
| Distribution of hours: | | | | | 83 hours |
| Studying the workbook, course book, bibliography and notes | | | | | 60 hours |
| Supplementary documentation in the library, on electronic specialty sites and in the field | | | | | 4 hours |
| Preparing seminars/laboratories, themes, projects, portfolios and essays | | | | | 15 hours |
| Tutorship | | | | | 0 hour |
| Assessment activities | | | | | 4 hours |
| Other activities..... | | | | | 0 hour |
| 3.7 Total hours of individual study | 83 | | | | |
| 3.9 Total hours/semester | 125 | | | | |
| 3.10 Number of credits | 5 | | | | |

4. Pre-requisites (if applicable)

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| 4.1 curriculum | - |
| 4.2 skills | - |

5. Conditions (if applicable)

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| 5.1. concerning the course activities | Existence of videoprojector |
| 5.2. concerning the seminar/laboratory activities | - |

| 6. Specific skills acquired | |
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| Professional skills | <ul style="list-style-type: none"> ▪ C1.1 Describing the key concepts, theories and methods used in the study of competitive advantages at different levels (global, EU-27, national, regional) for profit-oriented public or private institutional units ▪ C3.1 Describing the main concepts and methods used in economic diagnosis using specific legal regulations in the area of international business |
| Transversal Skills | <ul style="list-style-type: none"> ▪ CT1. The application of principles, norms and professional ethics values in the personal strategy of rigorous, efficient and responsible work. ▪ CT2. The identification of roles and responsibilities in a multi-specialized team and the use of relationship techniques and efficient work in the team. ▪ CT3. The identification of opportunities of continuous formation and values – the efficient implementation of the resources and educational techniques for the personal development. |

7. Objectives of discipline (resulting from the grid of specific skills acquired)

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| 7.1 General objective of discipline | <ul style="list-style-type: none"> ▪ Forming communication skills in a widely spoken foreign language like German both for private and professional goals and at the same time awareness of the importance of lifelong learning ▪ The ability of using in German key concepts in the domain of international business ▪ Forming intercultural competence and the ability of working in multi-specialized and multicultural teams ▪ The ability of documentation in German language |
| 7.2 Specific objectives | <ul style="list-style-type: none"> ▪ Knowledge and correct use of the vocabulary necessary for both an every day and a professional conversation like a joint venture offer, fixing dates, describing products, drawing up a product catalogue, opening a bank account, company policy etc; ▪ Knowing grammar rules for correct use of reflexive verbs and transitive ones having an adverb of place in accusative, of different clauses like if clause, final and relative clause; ▪ The capacity of elaborating in German texts of different types (product catalogue, business plan, presentations, advertising texts etc.) |

8. Contents

| 8.1 Course (C) | Teaching methods | Observations |
|--|--------------------------------|--------------|
| 8.1.1. Tagesablauf (privat). Reflexivverben | discourse, interactive methods | |
| 8.1.2. Tagesablauf im Büro. Die Verben legen, hängen, stellen, setzen | discourse, interactive methods | |
| 8.1.3. Ein Geschäftsangebot | discourse, interactive methods | |
| 8.1.4. Besprechung der Möglichkeit eines Joint Venture Projekts. Der Konditionalsatz | discourse, interactive methods | |
| 8.1.5. Einen Termin festsetzen/ändern | discourse, interactive methods | |
| 8.1.6. Einen Flug buchen. Ein Taxi bestellen | discourse, interactive methods | |
| 8.1.7. Der Finalsatz | discourse, interactive methods | |
| 8.1.8. Firmenpolitik. Maßnahmen zur Erhöhung der Leistungsfähigkeit | discourse, interactive methods | |
| 8.1.9. Ein Dienstleistungsangebot | discourse, interactive methods | |
| 8.1.10. Der Relativsatz | discourse | |
| 8.1.11. Ein Konto eröffnen | discourse, interactive | |

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| | | methods | |
| 8.1.12. | Werbung. Werbetechniken | discourse, interactive methods | |
| 8.1.13. | Präsentationen | discourse, interactive methods | |
| 8.1.14. | Ein Geschäftsplan | discourse, interactive methods | |
| Bibliography | | | |
| 1. Hamburg, Andrea, German for Business II.3+II.4., http://distance.iduoradea.ro/file.php/3587/German_for_Business_II.3_II.4_AIE_II.pdf | | | |
| 2. Hamburg, Andrea, Limba germană pentru afaceri. Manual pentru anul II, Wirtschaftsdeutsch für Anfänger. Lehrbuch 2, University Publishing House, Oradea, 2014, online: http://distance.iduoradea.ro/file.php/2544/Limba_germana_pentru_afaceri_II.3_II.4_AI_anul_II.pdf . | | | |
| 3. Idem, Limba germană, Manual pentru anul II, revised edition, University Publishing House Oradea, 2011. | | | |
| 4. Idem, D-wie Deutsch - Cours de limba germană, University Publishing House Oradea, 2002. | | | |
| 5. Macaire, Dominique, Nicolas, Gerd, Wirtschaftsdeutsch für Anfänger, Grundstufe, Klett Edition Deutsch, Stuttgart, 2003. | | | |
| 6. Macaire, Dominique, Nicolas, Gerd, Wirtschaftsdeutsch für Anfänger, Aufbaustufe, Ernst Klett International, Stuttgart, 2002. | | | |
| 7. Peck, Anthony, Mastering German. Macmillan Press LTD., 1995. | | | |
| 8.2 Seminar (S) | | Teaching methods | Observations |
| 8.2.1. | Übungen zu den Reflexivverben | interactive methods, cooperative learning | |
| 8.2.2. | Erstellen des Tagesablaufs | interactive methods | |
| 8.2.3. | Übungen zu den Verben legen, hängen, stellen, setzen | interactive methods | |
| 8.2.4. | Übungen zum Konditionalsatz | interactive methods | |
| 8.2.5. | Besprechung der Möglichkeit eines Joint Venture Projekts. Situationsspiel | interactive methods, role play | |
| 8.2.6. | Einen Termin festsetzen/ändern. Situationsspiel | interactive methods, role play | |
| 8.2.7. | Übungen zum Finalsatz | interactive methods | |
| 8.2.8. | Erstellen eines Produktkatalogs | interactive methods, cooperative learning | |
| 8.2.9. | Brainstorming - Maßnahmen zur Erhöhung der Leistungsfähigkeit | interactive methods | |
| 8.2.10. | Übungen zum Relativsatz | interactive methods | |
| 8.2.11. | Erstellen einer Werbung | interactive methods, cooperative learning | |
| 8.2.12. | Erstellen von Präsentationen | interactive methods, cooperative learning | |
| 8.2.13. | Erstellen eines Geschäftsplans I | interactive methods, cooperative learning | |
| 8.2.14. | Erstellen eines Geschäftsplans II | interactive methods, cooperative learning | |
| 8.3 Laboratory (L) | | | |
| 8.4 Project (P) | | | |
| 8.5 Practical works (P) | | | |
| Bibliography | | | |
| 1. Hamburg, Andrea, Deutsche Grammatik mal anders - 100 Übungen mit Spaß, University Publishing House Oradea , 2003. | | | |
| 2. Hamburg, Andrea, German for Business II.3+II.4., http://distance.iduoradea.ro/file.php/3587/German_for_Business_II.3_II.4_AIE_II.pdf | | | |
| 3. Macaire, Dominique, Nicolas, Gerd, Wirtschaftsdeutsch für Anfänger, Aufbaustufe, Ernst Klett International, Stuttgart, 2002. | | | |

9. Corroboration of the contents of the discipline with the expectations of the epistemic community, professional associations and employers representing the field of study of the program

- The content of the German course offers future economists at the beginning basic communication skills in German with the possibility of widening their horizon later on and of application in the field of professional relations
- The topics suggested serve the communicational needs in a multinational team and offer means of communication in international business relations meeting thus the expectations and needs of the socio-economic medium

10. Assessment

| Type of activity | 10.1 Assessment criteria | 10.2 Assessment methods | 10.3 Percentage of the final grade |
|------------------|--|---|------------------------------------|
| 10.4 Course (C) | <p>Requirements for grade 5:</p> <ul style="list-style-type: none"> - acquiring working techniques with auxiliary devices like: letter models, dictionaries etc; - the ability of communicating in a simple way about topics handled; - knowing the structure of a business plan and the capacity of drawing up such a plan in German by using simple linguistic structures - the ability of recognizing professional terminology and grammar structures for specific purposes in German like: different types of clauses (if clause, final and relative clause); <p>Requirements for grade 10:</p> <ul style="list-style-type: none"> - acquiring working techniques with auxiliary devices like: letter models, dictionaries etc; - the ability of communicating in a simple way about topics handled; - knowing the structure of a business plan and the capacity of drawing up such a plan in German by using simple linguistic structures - the ability of recognizing professional terminology and grammar structures for specific purposes in German like: different types of clauses (if clause, final and relative clause); - the ability of making presentations to different topics by minding also cultural differences; - tackling all the topics at the final and intermediary written paper; - consulting course material. | Final written examination | 50% |
| 10.5 Seminar (S) | | Intermediary paper (semester assessment – | 50% |

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| | | possible only during the semester) | |
| 10.6 Laboratory (L) | | | |
| 10.7 Project (P) | | | |
| 10.8 Practical works (P) | | | |
| 10.9 Minimum performance standard | | | |
| <ul style="list-style-type: none"> ▪ Designing a study/international business project. ▪ Finding real time solutions, having qualified assistance, solving a real/hypothetical problem at the workplace, complying with the rules of professional ethics. ▪ Designing a work/project, assuming the responsibility of tasks specific to the role of multi-specialized team. | | | |

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|-------------------|---|---|
| Date | Course titleholder: | Seminar titleholder: |
| 21.09.2020 | Lecturer Andrea Hamburg PhD | Lecturer Andrea Hamburg PhD |
| | E-mail address: ahamburg@uoradea.ro | E-mail address: ahamburg@uoradea.ro |

Director of Department,
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**Date of approval in
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28.09.2020

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Dean,
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**Date of approval in
The Council of the
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30.09.2020

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