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| Modul-Nr./ Module-Code | BMSIB1700 |
| Modulbezeichnung / Module title | Advanced English |
| Semester or Trimester | 2 nd |
| Dauer des Moduls / Duration | 1 semester |
| Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.) | Compulsory subject |
| Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules | - |
| Häufigkeit des Angebots des Moduls / The module is offered ... | Annually (winter semester) |
| Zugangsvoraussetzungen / Prerequisites for attending | None |
| Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses | Advanced proficiency in interacting in English is a necessary skill for all types of activities involving others while at university, during the internship (abroad or at a company with English as its lingua franca) and in professional life |
| Modulverantwortliche/r / Lecturer in charge of the module | Prof. Dr. Dr. h.c. H. Fanning |
| Name der/des Hochschullehrer/s / Name of the lecturer | Prof. Dr. Dr. h.c. H. Fanning |
| Lehrsprache / Language of Instruction | English |
| Zahl der zugeteilten ECTS-Credits / Number of ECTS-Credits | 5 |
| Gesamtworkload und ihre Zusammensetzung / Workload and its composition | 150 hours (86 h self-study; 64 h contact time) |
| SWS / Semester periods per week | 4 |
| Art der Prüfung / Assessment methods | Oral examination (30 minutes) |
| Gewichtung der Note in der Gesamtnote / Weight in final grade | 2 % |
| Qualifikationsziele des Moduls / Learning outcomes of the module | <p><u>Knowledge and Understanding</u> The classes in <i>Advanced English</i> aim at developing students' understanding of the core elements of negotiating, debating and socialising in English and of the differences to the situation in their mother tongues. The focus of grammar exercises will be on chosen topics, e.g. the correct use of tenses, depending on the requirements of the students concerned.</p> <p><u>Applying knowledge and understanding</u> Language classes are strongly application-oriented.</p> <p><u>Making judgements</u></p> |

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| | <p>Students will be continually involved not only in improving their own abilities, but also in helping others by assessing their performance.</p> <p><u>Communication</u> The focus of these classes is oral communication.</p> <p><u>Learning skills</u> The competence gained in these classes enables students to act more empathetically in other classes.</p> |
| Inhalte des Moduls / Syllabus | <p>I – Negotiating</p> <ol style="list-style-type: none"> 1 Preparing to negotiate 2 Relationship building 3 Establishing a procedure 4 The Proposal stage 5 Questioning techniques 6 Exploring interests 7 Bargaining 8 Persuading others 9 Handling breakdowns 10 Closing the deal <p>II – Debating in English</p> <p>III - Socialising</p> <ol style="list-style-type: none"> 1 – Meeting for the first time 2 – Meeting again 3 – Smalltalk |
| Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module | Class discussions, Individual and group presentations, Use of audio material (CD's and video clips) |
| Besonderes / Special features | - |
| Literatur / Literature | TB "International Negotiations", DVD "Business English Negotiations" Script "Socialising in English" Scans on chosen grammatical features |