

Faculty of Business Administration

Bachelor Program International Management

Module No. 4.2.4

Group: Economics

Module: Microeconomics II: Market and Competition

Responsible:

Prof. Dr. Harald Simons / Prof. Dr. Bodo Sturm / Prof.

Dr. Rüdiger Wink

		C A 1.	
Leinzia	Ilnivarcity	, of Applied	l Sciences
LCIDZIG	UIIIVCISIC	OI Applice	1 361611663

Leipzig University of Applied Sciences											
Semester	Winter	Summer	2nd ser	nester							
ECTS credits		5									
Language	English	English									
Content	anti-trust poli - the basic f - market fai	The basic concepts of market and competition are taught and applied to concrete cases of anti-trust policies and other types of government intervention. Core elements are: the basic functions of market and competition market failure, competition failure, policy failure									
Learning objectives	- understand - understand - understand	understand the functions of market and competition in a market economy, understand the consequences of government intervention and regulation, understand possible trade-offs between social justice and economic efficiency, apply general concepts to concrete market cases.									
Precondition for	It is recomme	nded to have	finished	the mod	dule "Microeconomics I" (4.1.5) or corresponding					
attendance	knowledge				·						
Work load	42 ho 106 ho	ours, including ours attendand ours individua ours examinat	ce l learning	g							
Precondition for exam	None										
Forms of teaching and		W	eekly ho	urs							
assessments	Teaching unit		S	T	Assessment	ECTS					
		2		1	Written exam (90 min.)	. 5					
Bibliography (latest editions apply)	Krugman, P.R., Obstfeld, M.: International Economics, Addison-Wesley Longman. Sherman, R.: Market Regulation, Addison Wesley. Pindyck, R.S., Rubinfeld, D.L.: Microeconomics, Prentice Hall. Varian, H.R.: Intermediate Microeconomics, Norton.										
Study Program	Bachelor Busi	Bachelor Business Administration; International Management									



Faculty of Business Administration
Bachelor Program International Management
Group: Foundations of Management

Module No. 6.2.5

Module: Marketing

Responsible:

Prof. Dr. Matthias Herfert

		• •	•			~ ·
คากราด	Hniv	ersitu	Λt	Ann	harl	Sciences

Semester	Winter	Summer	2nd ser	nester						
ECTS credits		5								
Language	English									
Content	This module is an introductory course to marketing. It covers its basic philosophy, definitions, terms, concepts, frameworks, models, and many real-world case study examples to learn about its various aspects in practise. The contents of this course include: - Customer relationship building and value creation - Successful marketing strategies - Ethical behaviour and social responsibility in marketing - Internal and external marketing environments - Consumer behaviour and organizations as customers - Reaching for international customers and markets									
	 Marketing research Market segmentation, targeting, positioning Development of new goods and services Brand management, pricing strategies Marketing channels, retailing/wholesaling, and supply chains Marketing communications and direct marketing Advertising, sales promotions, public relations Social media and the internet Personal selling and sales management Implementing interactive and multichannel marketing 									
Learning objectives	Successful stude and tactics of s	dents will kno state-of-the-a	w the bart mark	asic conc eting. Th	cepts, paradigms, models, defir ney can use the real-world learr e professional life.					
Preconditions of attendace	None									
Work load	56 hou 20 hou 72 hou	urs, including urs attendanc urs preparatic urs self-study urs examinati	e on for pr	esentati	on					
Preconditions for examination	None									
Form of teaching and			ekly ho	urs						
assessments	Teaching units	L	S	T	Assessment	ECTS				
		2	2		Written exam (90 min.) and presentation (Weight 3:1)	5				
Bibliography (latest editions apply)	 R. A. Kerin, S. W. Hartley, and W. Rudelius: Marketing: The Core 5th Edition, McGraw-Hill, 2013. Recent case studies and journal articles 									
Study Program	Bachelor Interr	national Mana	agement							



Faculty of Business Administration
Bachelor Program International Management

Module No. 1.2.1

Group: Management Basics **Module: Business Statistics**

Responsible: Prof. Dr. Bodo Sturm

Leipzig University of Applied Sciences

Semester	Winter	Summer	2nd semester								
ECTS credits		5									
Language	English										
Content	This course provides an introduction into Statistics for business students. For prospective entrepreneurs, consultants and managers Statistics is essential in today's competitive environment. This course tries to close the existing gap between theory and practice by presenting statistical methods in a way they are both relevant and interesting to students. The basic descriptive and inductive statistical concepts are taught and applied to concrete real world problems. Core elements are: - Displaying and Describing Categorical Data - Displaying and Describing Quantitative Data - Scatterplots, Association, and Correlation - Linear Regression - Randomness and Probability - Sampling Distributions and the Normal Model - Confidence Intervals for Proportions - Testing Hypothesis about Proportions - Confidence Intervals and Hypothesis Tests for Means										
Learning objectives		basic descrip	otive and induc	tive statistical conc al world problems	epts,						
Preconditions for attendance	None										
Work load	56 hou 91 hou	rs, including rs attendand rs self-study rs examinati	ce								
Preconditions for examination	Mid-term exam										
Forms of teachings and assessments	Teaching units	L 2	eekly hours S T 2	Assessme Written ex	xam	E	CTS 5				
Bibliography (latest editions apply)	Sharpe, N.R., Internationa		R.R., Vellema	(90 min n, P.F.: Business	,	Pearson	Education				
Study Program	Bachelor International Management										



Faculty of Business Administration
Bachelor Program International Management

Module No. 8.6.3

Group: International Management Core Modules **Module: International Management Accounting**

Prof. Dr. Matthias Herfert

Responsible: Leipzig University of Applied Sciences

Leipzig University of Appt	ica sciences										
Semester	Winter	Summer	6th Seme	ester							
ECTS credits		5									
Language	English										
Content		This module is a beginner and intermediate level course on managerial accounting with references to its international dimensions. Each lecture will be followed by a problem set session.									
	The course contents include: - Accounting and cost concepts - Job-order costing - Activity-based costing - Process costing - Cost-volume-profit relationships - Variable costing and segment reporting - Profit planning - Flexible budgets, standard costs, and variance analysis - Performance measurement - Differential analysis - Statement of cash flows										
Learning objectives	Successful stu to ask the righ	nt questions v ons, and capa	aware of s when it co able of doi	mes to ng the	f-the-art managerial accountin making and preparing importa necessary math in analysing r responsibly	ant product and					
Preconditions for attendence	None	,, p. 0. 000 o	itty, ama ot	outig							
Work load	56 ho 92 ho	ours, consistir ours lectures a ours self-study ours examinat	and semina /	ırs							
Preconditions for examination	None										
Forms of teaching and assessments	Teaching unit	s	Weekly ho	urs T	Assessment	ECTS					
			2 2		Written exam (90 min.)	5					
Bibliography (latest editions apply)	- P. C. Brewer, R. H. Garrison, and E. W. Noreen: Introduction to Managerial Accounting Global 6th Edition, McGraw-Hill, 2013 Recent case studies and journal articles										
Study Program	Bachelor International Management										



Faculty of Business Administration Master Program General Management Master Program Betriebswirtschaft

Group: Electives

Module: Business Ethics

Module No. 3.05

Responsible: Prof. Dr. Rüdiger Wink

Semester ECTS credits	Winter	Summer	_								
ECTS credits		Summer	2n	ıd Seme	ester						
		5									
Language		English/German									
Content	The module provides an overview of basic principles, concepts, models and challenges in the										
						id on the contrast between ins					
						ised applied ethics. The discuss					
						nflicts. Students have to prepar					
						Examples for topics of case st					
			•			stment locations and social du	mping				
				•		ls for tender					
		cal and envi									
		r and shareh			aches						
		social respon			1 .		1 • •				
Learning objectives						nd and apply basic concepts of					
						ontexts and decision-making pr					
						thermore, they will be able to					
Preconditions for	corporate ethi	cs models w	ICH C	ommun	ication	and integration strategies in	iliarkets.				
attendance	None										
Work load	150 ha	urs in total,	cons	rictina	of						
WUIK WAU		urs in totat, urs attendar		sistilly	UI						
		urs accendar urs supervise		ıtanam	میرد ام	arning					
		•				arning on and paper					
Preconditions for	65 110	uis pieparat	IUII I	or pres	entatio	лі апи рареі					
examination	None										
Forms of teaching and			Wa	ekly ho	urc						
assessments	Teaching units	, -	ı	S S	uis T	Assessment	ECTS				
assessments	reactiffing utility	,	L		- 1	Presentation and seminar	LCIJ				
				3		paper					
						Weight 1:2	5				
						(both single parts of the	3				
						exam have to be passed)					
Bibliography	Homann, K., L	ütge, C.: Ein	führı	ung in	die Wi	rtschaftsethik, Lit, 2005.					
J Tr J						irtschaftsethik, Bd. I-IV, Güte	ersloh, Gütersloher				
		ellschaft, 19									
				ical eco	onomy	, Kluwer, 2001.					
Study Program						s Administration					



Faculty of Business Administration Master Program General Management

Group: Electives

Module: Entrepreneurship

Module No. 3.09

Prof. Dr. Matthias Herfert

Responsible: Leipzig University of Applied Sciences

Leipzig University of Appli	ied Sciences		•							
Semester	Winter	Summer	4th Sem	ester						
ECTS credits	5									
Language	English/German									
Content	Business formation, at the interface of business and technology in particular, is the central topic of this integrative module. It integrates technology and business, the core knowledge of various business management modules, and professional competence, methodological competence and social competence. The module consists of the following components: 1. The lecturer sets the framework, e.g. through the presentation of central contents of business formation, mainly at the beginning of the semester, and through lectures on selected topics during the semester 2. The student is deepened his/her knowledge in self-study - depending on the inclination and the company to be founded. In addition to classic print media, new media such as iTunes University and YouTube are welcome. 3. If possible, the lecturer will invite experienced company founders who share their practical experiences in lectures and discussions. These guest lectures can also characterize the overall scope of this module. 4. The students - coached by the lecturer or practitioner - create a complete business plan largely independent in groups of 3-6 participants. The composition of the group should be as interdisciplinary as possible; engineers, merchants, and arts scholars should contribute their specific knowledge and strengths to the team. Business formation in the broad sense of this module also includes the taking over of a company within the framework of a succession or the company reorganization. Business plans for national business models will be formulated and presented in German, international									
Learning objectives	The aim of the business form put strategic of	business models will be formulated and presented in English. The aim of the course is to understand, to analyse and to evaluate the challenges regarding business formation, as well as to present solutions. Students are given the opportunity to put strategic decisions into an overall business context and to discuss them in the group. The practical approach might involve a development of business models for the international market in English.								
Preconditions for attendence	None									
Work load	56 ho 70 ho	urs, consistin urs attendand urs self-study urs preparatio	ce (equiva		14 seminars) entation					
Preconditions for examination	None	ı								
Forms of teaching and			Weekly h	ours –		50-0				
assessments	Teaching unit	5	L S	T	Assessment	ECTS				
			2	2	Seminar paper (business plan) and presentation of business plan (Weight: 1:1) Both single parts of the exam need to be passed	5				
Bibliography (latest editions apply)	Bygrave, Willia	am D./ Zachar	akis, And	rew: En	r relevant textbook. trepreneurship, 2nd edition, W be announced in the lecture.	iley. 2010.				
Study Program		Master General Management; Master Business Administration; Bachelor International								



Faculty of Business Administration

Bachelor Program International Management

Module No. 7.2.6

Group: Social and Methodological Competence **Module: First Business Language: English**

Responsible Dietlind Unger (M.A.)

Leipzig University of Applied Sciences

Leipzig University of App	•	-	-								
Semester	Winter	Summer	19	st and 2	nd ser	nester (annually)					
ECTS credits	3	-									
Language	English										
Content	Applied Business Language with specific focus on topics, such as the following: - Application, CV/Résumé, Job interview - Intercultural communication - Companies (structure, legal entities, etc) - International marketing - Statistics – understanding and interpreting facts, figures and trends - Leadership - strategy and change - Accounting - Globalization – chances and problems, international trade										
Learning objectives	Successful stractation academic and repertoire to discussions, p	- Business ethics Successful students will be able to communicate in the foreign language in a specific academic and business context. They have good command of a broad lexical and stylistic repertoire to carry out a variety of subject-related and professional tasks, such as discussions, presentations, business correspondence, case studies, reports). They are aware of intercultural differences in business communication.									
Preconditions for attendance	Level B2.2 CE	Level B2.2 CEF									
Work load Preconditions for	180 hours in total, consisting of 56 hours seminars 122 hours guided autonomous learning, preparation for presentation and projects 2 hours final written examination										
examination	Project in 1 st	course term									
Forms of teaching and assessments			We	eekly ho	urs						
מווע מססכססווופוונס	Teaching unit	s	L	S	T	Assessment	ECTS Credits				
				2 WS) 2 (SS)		Written exam (90 min.): Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) Weight 3: 1 Both (single) parts of the exam have to be passed and taken without the help of any dictionaries.	6				
Bibliography (latest editions apply)	Additional and SLZ (multi-me	d practice ma dia centre)	ateri	ial (com	puter,	in the seminar audio, video, print) is availabl	e for use in the				
Study Program	Use of foreign	business lar	ngua	age in B	achelo	r course and employment					



Faculty of Business Administration

Bachelor Program International Management

Module No. 7.3.5

Social and Methodological Competence

Module: Second Business Language: French,

Russian, Spanish

<u>Responsible</u>

Gisela Brankatschk (Dipl.-Lehrerin) - French Igor Matijaschtschuk (Dipl.-Sprachmittler) – Russian

Semester Winter Summer 2nd and 3rd semester (annually)	Leipzig University of Applied Sciences Tyor Matijascritscritik (DiptSprachimitter) – Russian Dr. Natalia Montoto Ballesteros – Spanish												
ECTS credits 5 3 Language French or Spanish or Russian Content Applied Business Language with specific focus on topics, such as the following: - Business contacts - Telephoning - Business travel - Companies, Trends, Facts and Figures - Business correspondence (business letters and email) - Presenting and the basics of discussions - Applications and job interview - Intercultural communication Learning objectives Learning objectives Learning objectives Learning objectives Learning objectives Level A2 CEF Preconditions for attendance Work load Preconditions for attendance 154 hours guided autonomous learning 2 hours final written examination Preconditions for examination Preconditions for reaching and assessments Preconditions for examination Project in 2 nd course term Project in 2 nd course term Teaching units Level A2 CEF Weekly hours Assessment ECTS Credits Weekly hours Teaching units Level A2 CEF Written exam (90 min.): Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) Weight 3: 1 Both (single) parts of the exam have to be passed and taken without the help of any dictionaries Bibliography (Latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the space of the seminar and practice material (computer, audio, video, print) is available for use in the space of the seminar and practice material (computer, audio, video, print) is available for use in the	Semester	Winter	Summer	2nd and	3rd se	mester (annually)							
Content Applied Business Language with specific focus on topics, such as the following: - Business contacts - Telephoning - Business travel - Companies, Trends, Facts and Figures - Business correspondence (business letters and email) - Presenting and the basics of discussions - Applications and job interview - Intercultural communication Learning objectives Successful students will be able to communicate in the foreign language in typical academic and business contexts. They can deliver prepared utterances on a variety of set business topics and talk about job routines. They are able to draft business correspondence on set topics. They can recognise intercultural differences in communication. Preconditions for attendance 154 hours attendance 154 hours guided autonomous learning 2 hours final written examination Proms of teaching and assessments Project in 2nd course term Teaching units L S T Assessment ECTS Credits Written exam (90 min.): Reading and Listening Comprehension, Writing: Presentation with Discussion 4 WS (15 min.) 2 SS Weight 3 : 1 Both (single) parts of the exam have to be passed and taken without the help of any dictionaries Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SL2 (multi-media centre)	ECTS credits												
- Business contacts - Telephoning - Business travel - Companies, Trends, Facts and Figures - Business correspondence (business letters and email) - Presenting and the basics of discussions - Applications and job interview - Intercultural communication Learning objectives Successful students will be able to communicate in the foreign language in typical academic and business contexts. They can deliver prepared utterances on a variety of set business topics and talk about job routines. They are able to draft business correspondence on set topics. They can recognise intercultural differences in communication. Preconditions for attendance 154 hours in total, consisting of 84 hours attendance 154 hours guided autonomous learning 2 hours final written examination Project in 2nd course term Proms of teaching and assessments Teaching units Teaching units Veekly hours Teaching units Viritten exam (90 min.): Reading and Lissenson Re	Language												
- Telephoning - Business travel - Companies, Trends, Facts and Figures - Business correspondence (business letters and email) - Presenting and the basics of discussions - Applications and job interview - Intercultural communication Learning objectives Successful students will be able to communicate in the foreign language in typical academic and business contexts. They can deliver prepared utterances on a variety of set business topics and talk about job routines. They are able to draft business correspondence on set topics. They can recognise intercultural differences in communication. Preconditions for attendance 154 hours guided autonomous learning 2 hours final written examination Project in 2nd course term Forms of teaching and assessments Project in 2nd course term Teaching units 1 S T Assessment ECTS Credits Bibliography (Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)	Content	Applied Busin	Applied Business Language with specific focus on topics, such as the following:										
Business travel Companies, Trends, Facts and Figures Business correspondence (business letters and email) Presenting and the basics of discussions Applications and job interview Intercultural communication Successful students will be able to communicate in the foreign language in typical academic and business contexts. They can deliver prepared utterances on a variety of set business topics and talk about job routines. They are able to draft business correspondence on set topics. They can recognise intercultural differences in communication. Preconditions for attendance 154 hours in total, consisting of 84 hours attendance 154 hours guided autonomous learning 2 hours final written examination Proms of teaching and assessments Project in 2 nd course term Teaching units Weekly hours L S T Assessment ECTS Credits ECTS Credits Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the													
- Companies, Trends, Facts and Figures - Business correspondence (business letters and email) - Presenting and the basics of discussions - Applications and job interview - Intercultural communication Successful students will be able to communicate in the foreign language in typical academic and business contexts. They can deliver prepared utterances on a variety of set business topics and talk about job routines. They are able to draft business correspondence on set topics. They can recognise intercultural differences in communication. Preconditions for attendance By hours in total, consisting of set hours attendance 154 hours guided autonomous learning 2 hours final written examination Project in 2 nd course term Project in 2 nd course term Project in 2 nd course term Teaching units Level A2 CEF Weekly hours Teaching units Level A2 CEF Weekly hours Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) Reading and Listening Comprehension with Discussion (15 min.) Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) and Writen exam have to be passed and taken without the help of any dictionaries Ribliography (Listening Comprehension) writing the present and the present an													
- Business correspondence (business letters and email) - Presenting and the basics of discussions - Applications and job interview - Intercultural communication Learning objectives Successful students will be able to communicate in the foreign language in typical academic and business contexts. They can deliver prepared utterances on a variety of set business topics and talk about job routines. They are able to draft business correspondence on set topics. They can recognise intercultural differences in communication. Preconditions for attendance 154 hours in total, consisting of 84 hours attendance 154 hours guided autonomous learning 2 hours final written examination Project in 2nd course term Project in 2nd course term Project in 2nd course term Teaching units T													
- Presenting and the basics of discussions - Applications and job interview - Intercultural communication Successful students will be able to communicate in the foreign language in typical academic and business contexts. They can deliver prepared utterances on a variety of set business topics and talk about job routines. They are able to draft business correspondence on set topics. They can recognise intercultural differences in communication. Preconditions for attendance 240 hours in total, consisting of 84 hours attendance 154 hours guided autonomous learning 2 hours final written examination Project in 2 nd course term Forms of teaching and assessments Teaching units L S T Assessment ECTS Credits Written exam (90 min.): Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) 8 Weight 3: 1 Both (single) parts of the exam have to be passed and token without the help of any dictionaries Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)													
- Applications and job interview - Intercultural communication Learning objectives Successful students will be able to communicate in the foreign language in typical academic and business contexts. They can deliver prepared utterances on a variety of set business topics and talk about job routines. They are able to draft business correspondence on set topics. They can recognise intercultural differences in communication. Preconditions for attendance 154 hours guided autonomous learning 2 hours final written examination Project in 2 nd course term Proms of teaching and assessments Teaching units Teaching un													
Learning objectives Successful students will be able to communicate in the foreign language in typical academic and business contexts. They can deliver prepared utterances on a variety of set business topics and talk about job routines. They are able to draft business correspondence on set topics. They can recognise intercultural differences in communication. Preconditions for attendance Work load 240 hours in total, consisting of 84 hours attendance 154 hours guided autonomous learning 2 hours final written examination Project in 2 nd course term Forms of teaching and assessments Teaching units 1 S T Assessment ECTS Credits Written exam (90 min.): Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) Second to the passed and token without the help of any dictionaries Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)					ıssıons	5							
Learning objectives Successful students will be able to communicate in the foreign language in typical academic and business contexts. They can deliver prepared utterances on a variety of set business topics and talk about job routines. They are able to draft business correspondence on set topics. They can recognise intercultural differences in communication. Preconditions for attendance 154 hours in total, consisting of 84 hours attendance 154 hours guided autonomous learning 2 hours final written examination Project in 2 nd course term Project in 2 nd course term Teaching units 1 S T Assessment ECTS Credits Written exam (90 min.): Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) 2 SS Weight 3: 1 Both (single) parts of the exam have to be passed and taken without the help of any dictionaries Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)													
and business contexts. They can deliver prepared utterances on a variety of set business topics and talk about job routines. They are able to draft business correspondence on set topics. They can recognise intercultural differences in communication. Preconditions for attendance Work load 240 hours in total, consisting of 84 hours attendance 154 hours guided autonomous learning 2 hours final written examination Project in 2 nd course term Project in 2 nd course term Teaching units 1 S T Assessment ECTS Credits Written exam (90 min.): Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) 2 SS Weight 3: 1 Both (single) parts of the exam have to be passed and taken without the help of any dictionaries Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SIZ (multi-media centre)	Loarning objectives				ommur	nicato in the foreign language i	in typical academic						
topics and talk about job routines. They are able to draft business correspondence on set topics. They can recognise intercultural differences in communication. Preconditions for attendance Work load 240 hours in total, consisting of 84 hours attendance 154 hours guided autonomous learning 2 hours final written examination Project in 2nd course term Proms of teaching and assessments Teaching units L S T Assessment ECTS Credits Weekly hours Assessment Teaching units L S T Assessment ECTS Credits Weight 3: 1 Both (single) parts of the exam have to be passed and taken without the help of any dictionaries Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)	Learning objectives												
topics. They can recognise intercultural differences in communication. Preconditions for attendance Work load 240 hours in total, consisting of 84 hours attendance 154 hours guided autonomous learning 2 hours final written examination Project in 2 nd course term Project in 2 nd course term Teaching units L S T Assessment ECTS Credits Written exam (90 min.): Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) 2 S S Weight 3: 1 Both (single) parts of the exam have to be passed and taken without the help of any dictionaries Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)													
Preconditions for attendance Work load 240 hours in total, consisting of 84 hours attendance 154 hours guided autonomous learning 2 hours final written examination Preconditions for examination Forms of teaching and assessments Teaching units Teaching units Weekly hours L S T Assessment Written exam (90 min.): Reading and Listening Comprehension, Writing: Presentation with Discussion (15 min.) Reading and Listening Comprehension with Discussion (15 min.) Reading and Listening Comprehension, Writing: Presentation with Discussion (15 min.) Reading and Listening Comprehension, Writing: Reading and Listening Comprehension with Discussion (15 min.) Reading and Listening Comprehension, Writing: Reading and Listening Comprehension, Writing: Reading and Listening Comprehension with Discussion (15 min.) Reading and Listening Comprehension, Writing: Reading and Listening Comprehension, Writing: Reading and Listening Comprehension with Discussion (15 min.)													
Work load 240 hours in total, consisting of 84 hours attendance 154 hours guided autonomous learning 2 hours final written examination Preconditions for examination Project in 2 nd course term Forms of teaching and assessments Teaching units L S T Assessment ECTS Credits Written exam (90 min.): Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) 2 SS Weight 3: 1 Both (single) parts of the exam have to be passed and taken without the help of any dictionaries Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)	Preconditions for	,	<u>J</u>										
Reconditions for examination Project in 2 nd course term	attendance	Level AZ CEF											
Preconditions for examination Project in 2 nd course term Forms of teaching and assessments Teaching units L S T Assessment ECTS Credits Written exam (90 min.): Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) 2 SS Weight 3: 1 Both (single) parts of the exam have to be passed and taken without the help of any dictionaries Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)	Work load												
Preconditions for examination Forms of teaching and assessments Teaching units Teaching uni					_								
Preconditions for examination Forms of teaching and assessments Teaching units L S T Assessment ECTS Credits Written exam (90 min.): Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) 2 SS Weight 3: 1 Both (single) parts of the exam have to be passed and taken without the help of any dictionaries Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)						3							
examination Forms of teaching and assessments Teaching units L S T Assessment ECTS Credits Written exam (90 min.): Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) 2 SS Weight 3: 1 Both (single) parts of the exam have to be passed and taken without the help of any dictionaries Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)	D 1::: c	2 hour	s final writte	n examina	tion								
Teaching units L S T Assessment Written exam (90 min.): Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) 2 SS Weight 3: 1 Both (single) parts of the exam have to be passed and taken without the help of any dictionaries Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)		Project in 2 nd	course term										
Teaching units L S T Assessment ECTS Credits Written exam (90 min.): Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) 2 SS Weight 3: 1 Both (single) parts of the exam have to be passed and taken without the help of any dictionaries Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)				Weekly ho	ours								
Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre) Written exam (90 min.): Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) 8 Bibliography (single) parts of the exam have to be passed and taken without the help of any dictionaries State of the exam (90 min.): Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) 8 Additional in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)	and assessments	Toaching units		S	Т	Assessment	FCTS Credits						
Reading and Listening Comprehension, Writing; Presentation with Discussion (15 min.) 2 SS Weight 3: 1 Both (single) parts of the exam have to be passed and taken without the help of any dictionaries Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)		reacting units	,		<u> </u>		Lord creates						
Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre) Comprehension, Writing; Presentation with Discussion (15 min.) Weight 3:1 Both (single) parts of the exam have to be passed and taken without the help of any dictionaries Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)													
Bibliography (latest editions apply) Presentation with Discussion (15 min.) (15 min.) Weight 3: 1 Both (single) parts of the exam have to be passed and taken without the help of any dictionaries Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)													
Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)													
Bibliography (latest editions apply) Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)				4 WS		(15 min.)	0						
Bibliography (latest editions apply) Line (latest editions apply) Read (latest editions apply) Line (latest editions apply)				2 SS		Weight 3:1	ŏ						
Bibliography (latest editions apply) Laken without the help of any dictionaries Information on textbook title will be given in the seminar Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)													
Bibliography (latest editions apply) SLZ (multi-media centre) any dictionaries any di													
Bibliography Information on textbook title will be given in the seminar (latest editions Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)													
(latest editions Additional and practice material (computer, audio, video, print) is available for use in the SLZ (multi-media centre)	Diblio aver-le	Tuefo um - Li	m #au#b 1: 1:	المسالة	<u></u>								
apply) SLZ (multi-media centre)							o for use in the						
	•			iteriat (COII	iputel,	, audio, video, prince is available	ב וטו עשב ווו נוופ.						
				anage in F	Bachelo	or course and employment							