

## Teilstudienplan International Competence

### Übersicht

Es ist ein Modul zu wählen. Wahlmodule in der PO, die in jedem Semester angeboten werden:

<b>B 25 International Competence</b>				
..01	International Competence: Business and Communication	7 ECTS	8 SWS	PFP o AS
..02	International Competence: Language and Business Culture	7 ECTS	8 SWS	PFP o AS
..03	International Competence: Languages	7 ECTS	8 SWS	PFP o AS

Die Liste der Wahlmodule ist nicht ausschließlich. Aktuelle weitere Wahlmodule sind:

<b>B 25 International Competence</b>				
..04	International Competence: Working Internationally	7 ECTS	8 SWS	PFP o AS
..05	International Competence: Asia	7 ECTS	8 SWS	PFP o AS
..06	International Competence: Europe	7 ECTS	8 SWS	PFP o AS

### Lernergebnisse/Kompetenzen

This module addresses cross-functional competencies for international business environments with a specific focus on management tasks and functions. As the complexity of the professional environments is constantly increasing, this module is designed to enable students to tackle these tasks and develop the social, linguistic and international skills required for success as well as enabling them to focus on strategic fields and geographical regions for their internationalization such as the European Union, the United States and Asia. Students are encouraged to choose a focus which is in line with their own long-term goals and perspectives.

Students will be offered a chance to develop their intercultural teamwork skills and the ability to analyse and assess their own performance in corporate environments. Creativity and the ability to manage conflict and change will be enhanced. International job search skills and competencies required for integration into international teams will be covered as well.

Depending on their own choices and preferences, students can develop their communication skills in English or Spanish, two world languages of Business Communication. In addition, they can learn about specific regions and cultures and the respective business environments. Some of the electives are compatible with the curriculum of the English Language Certificate offered at HS Koblenz, University of Applied Sciences. This optional extra qualification is a well-established tool to encourage students to boost their language skills by completing a relevant curriculum and taking a standardized external examination (TOEFL) documenting their language skills for future job applications. It follows the concept of offering assessment for learning in addition to delivering assessment of learning.

The relevance of the skills and competencies covered is obvious both for small and medium-sized enterprises and for large international companies.

### Vermittelte Schlüsselqualifikationen

- Integrated problem solving, initiative, independent learning

<ul style="list-style-type: none"> <li>• Intercultural communication skills for an international business environment</li> <li>• Presentation skills and negotiation skills for international contexts</li> <li>• Collaboration, conflict management and leadership skills</li> <li>• Critical, ethical, and sustainable thinking and analytical skills</li> <li>• Strategic use of technologies for international communication</li> <li>• Individually customized strategies for internationalization (lifelong learning).</li> </ul>
<p><b>Inhalte</b></p> <p>Cf. individual descriptions of Modules 01-06.</p>
<p><b>Lehrformen</b></p> <p>Cf. individual descriptions of Modules 01-06.</p>
<p><b>Teilnahmevoraussetzungen</b></p> <p><b>Formal:</b> Full-time students in the Faculty of Business and Social Sciences at RheinAhrCampus Remagen.</p> <p><b>Academic:</b> The skills and competencies covered in Module B 14.</p>
<p><b>Prüfungsformen</b></p> <p>Cf. individual descriptions of Modules 01-06.</p>
<p><b>Bewertung</b></p> <p>Voraussetzung für die Vergabe von ECTS-Punkten ist das Bestehen der Prüfungsleistung für das jeweilige Modul. Es ist ein Modul zu wählen.</p> <p>Der Teilstudienplan geht mit 7 ECTS in die Gesamtzahl von 180 ECTS-Punkten ein.</p>
<p><b>Literaturhinweise</b></p> <p>Cf. individual descriptions of Modules 01-06.</p>

## Modul B 25.06 International Competence: Europe

### Übersicht

Nr.	Workload	Credits	Studiensemester	Häufigkeit des Angebots	Dauer
B 25.06	210 Std.	7 CP	2. Semester	jedes Semester	1 Semester

Modulbeauftragte(r)	Lehrende im Modul
Dr. Elmar-Laurent Borgmann	Brandon Davenport Jens Andreas Faulstich Heinz-Wilhelm Schaumann Angel Just Quiles Araceli González Miranda

Art des Moduls	Veranstaltungsform(en)	Kontaktzeit	Selbststudium	geplante Gruppengröße	Lehrsprache
Wahlpflicht	Seminar mit integrierter Übung	128 Std.	82 Std.	25 Stud.	Englisch/Deutsch/Spanisch

### Verwendung des Moduls

Bachelor-Studiengang Forschungs- und Innovationsmanagement (Basismodul)

Bachelor-Studiengang Gesundheits- und Sozialmanagement (Basismodul)

Bachelor-Studiengang Logistik und E-Business (Basismodul)

Bachelor-Studiengang Management, Führung, Innovation (Basismodul)

Bachelor-Studiengang Sportmanagement (Basismodul)

This module is ideal for students who would like to place a clear focus on Business Spanish while also learning about European Integration and developing their professional communication skills in English.

### Lernergebnisse und Kompetenzen

This module builds up on the skills acquired in Module B 14.

Students will learn and understand the process of European integration, the structures and the work and functioning of the European Union and the relevant policy areas with special regard to economic policy. EU law and its influence on national law and the importance for companies will be the main focus. In particular, students discuss developments in the EU and provide developed solutions for discussion.

As one foreign language may not be sufficient for today's global business environment, students will also make their first steps towards mastering a second world business language. They will acquire a good grasp of the basic structures of Spanish grammar in order to communicate in response to a business situation. They will be able to react adequately in everyday situations and show linguistic and cultural competence. Training situations will be taken from business life. The appropriate word fields and phrases are discussed and practiced.

Building up on this basic command of the Spanish language, students familiarise themselves with advanced structures of Spanish grammar and lexis and gain confidence in handling communicative standard situations in business life. They learn how to express everyday needs adequately and acquire linguistic, cultural and communicative competence for their professional work environments. They are familiar with the corresponding vocabulary and useful phrases.

This module builds on the linguistic and intercultural skills acquired in Module B14. Students will expand their business vocabulary and the range of relevant standard phrases for typical business tasks and routines, especially in situations such as interacting with customers, sustaining negotiations and presenting their companies/products. They will familiarise themselves with

international job search methods and application procedures in order to prepare for study abroad semesters, international internships and international academic projects. They will also develop their written skills in order to deal with typical academic assessment methods at our partner universities.

### Kompetenzerwerb

Lernzielstufe	Kursbeitrag
Sozial- und Kommunikationskompetenz	<p>Ability to</p> <ul style="list-style-type: none"> <li>• coordinate tasks in student teams</li> <li>• communicate steps of achievement and milestones effectively</li> <li>• provide constructive criticism and peer feedback</li> <li>• follow conversations in Spanish on general topics</li> <li>• use basic phrases to start, fuel and end a conversation</li> <li>• communicate on topics of general interest and basic business topics</li> <li>• make enquiries and clarify questions in Spanish</li> <li>• write appealing essays to express own views and insights on topics related to own academic interests</li> <li>• use appropriate strategies for international job search and application procedures</li> <li>• sell ideas and win people over to one's own project proposals</li> <li>• Clarify misunderstandings in English</li> </ul>
Sprachkompetenz	<ul style="list-style-type: none"> <li>• basic structures of Spanish</li> <li>• useful Spanish phrases and expressions for routine business situations</li> <li>• adequate Spanish words and phrases for socialising</li> <li>• correct grammatical structures in English and Spanish</li> <li>• some advanced structures of Spanish</li> <li>• appropriate signposting language for presentations</li> <li>• suitable linking language for essays and academic papers</li> <li>• business vocabulary for standard situations</li> <li>• international conventions governing citations and lucid documentation of sources</li> </ul>
Wissenserwerb	<p>Knowledge of</p> <ul style="list-style-type: none"> <li>• the EU economic and legal environment and its structures</li> <li>• important stakeholders and institutions for European business</li> <li>• selected EU policy areas and their impact on business</li> <li>• selected aspects of business culture in English-speaking and Spanish-speaking countries</li> <li>• typical structures of Spanish business documents</li> <li>• selected grammar topics (identified on a need-to-know basis and linked to integrated practice)</li> <li>• online resources for in-depth language study</li> </ul>
Wissensvertiefung	<p>Knowledge of</p> <ul style="list-style-type: none"> <li>• resources for individual research and academic work</li> <li>• issues and challenges surrounding European integration</li> <li>• resources for individual language work</li> <li>• strategies to follow-up in-class activities by using digital resources</li> <li>• online resources for in-depth language study</li> </ul>
Instrumentale Kompetenz	<p>Application of the theoretical knowledge on</p> <ul style="list-style-type: none"> <li>• case studies and group simulation exercises</li> <li>• authentic conversations in international settings / with international participants</li> <li>• discussions during a class excursion to the EU Parliament in Luxembourg</li> <li>• role plays and discussions</li> </ul>

	<ul style="list-style-type: none"> <li>• social conversations</li> <li>• role plays and discussions</li> <li>• social conversations</li> <li>• case studies and role plays</li> <li>• blog posts, email communication, memos and invitations</li> </ul>
Systemische Kompetenz	<p>Evaluation of</p> <ul style="list-style-type: none"> <li>• current and future developments in the EU</li> <li>• alternatives for policy design and solutions to problems</li> <li>• personal language skills</li> <li>• scope for improvement</li> <li>• business English situations and intercultural incidents</li> </ul>
<p><b>Vermittelte Schlüsselqualifikationen</b></p> <p>analytical skills, teamwork skills , presentation skills, conflict management skills, Spanish communication skills, social and intercultural competences, integrated listening skills, text production skills, reading skills, oral skills, basic mediation skills, integrated listening skills, job search in the context of a Spanish-speaking country, critical reflection skills of global economic issues in Spanish, international English and communication skills, distinction of different registers, social and intercultural competences, integrated listening skills, text production skills, reading skills, conflict management skills, job search and assessment centre skills.</p>	
<p><b>Inhalte</b></p> <p>In this module, students will be provided with an explicit European perspective on their areas of expertise. During their interactive cooperation in teams, they will conduct targeted information research on international political, economic, and social developments in Germany and other EU member states. This way they will learn about current EU integration issues and challenges and discuss them in class.</p> <p>Students will study Spanish vocabulary, grammar and useful phrases for standard business situations. Reflecting the diversity of Spanish-speaking cultures almost all Spanish-speaking countries will play a role in the regional information, listening materials and in-class discussions. Following the Common European Framework of Reference for Languages the learning puts emphasis on classroom engagement, learner autonomy, focus on competencies and portfolio work.</p> <p>Students will practice recognising and applying basic structures of Spanish. They will analyse linguistic materials and sample documents for business situations (Spanish application documents, publications on various aspects of business, advertising, ...). They will apply the new vocabulary to communicative tasks and improve their oral skills through in-class practice and role plays. They will learn about the diversity of Spanish-speaking cultures and countries and listen to recordings representing different regional accents and pronunciation patterns.</p> <p>Students will be introduced to successful office work in the English language: telephoning, relevant skills for business meetings and negotiations, written documents for decision support, international application documents (such as cover letter, resume, references), essay writing skills and virtual communication in blogs, online meetings and similar digital environments.</p>	
<p><b>Lehrformen</b></p> <p>Interactive talks and in-class discussions, guided pair work and small-group assignments, Blended Learning formats, analysis of video case studies, exercises to enable self-reflection and understand stereotypes, simulation of business communication situations, text discussions, text production with individual feedback.</p>	
<p><b>Teilnahmevoraussetzungen</b></p> <p><b>Formal:</b> Full time B.A. students in the Faculty of Business and Social Sciences.</p> <p><b>Academic:</b> Skills developed in Module B14. Ability to communicate in an English-speaking environment.</p>	

## Prüfungsformen

Assignments

## Bewertung

Voraussetzung für die Vergabe von ECTS-Punkten ist das Bestehen der Prüfungsleistung für das Modul. Diese wird aus den einzelnen Bestandteilen des Assignments generiert, welche gleichgewichtet in die Modulbewertung eingehen. Es gibt keine Bestehensgrenzen auf Basis der einzelnen Einheiten des Assignments.

Das Modul geht mit 7 ECTS in die Gesamtzahl von 180 ECTS-Punkten ein.

## Literaturhinweise

Johnson, Christine (2005). Intelligent Business Intermediate. Skills Book (With CD-Rom), Harlow: Pearson Longman.

Pocklington, Jackie; Patrik Schulz; Erich Zettl (2007). Das professionelle 1 x 1: Bewerben auf Englisch: Leitfaden mit Tipps und Mustern für den erfolgreichen Eintritt in den internationalen Arbeitsmarkt mit CD-ROM. Berlin: Cornelsen.

Emmerson, Paul (2013). Email English, Second Edition with a new social media section and a phrase bank of useful expressions. London: Macmillan.

Hughes, John (2010). Telephone English: Includes phrase bank and role plays, London: Macmillan.

Murphy, Raymond (2015). English Grammar in Use Book with Answers and Interactive eBook: A Self-study Reference and Practice Book for Intermediate Students of English. Fourth Edition.

Powell, Mark (2014). In company 3.0. Intermediate Student's Book Pack Premium. London: Macmillan.

Ungerer, Friedrich. Gerhard E. H. Meier. Klaus Schäfer (2009). A Grammar of Present-Day English. Stuttgart: Klett.

Con gusto A 1: Lehr und Arbeitsbuch 2 Audio-CDs 3-12-514980-9 (EUR 24.99).

Fabiana Hidalgo, Andrea (2009). DELE: Nivel A1 - Preparación al Diploma Español Nivel A1. Madrid: Edelsa Verlag.

### DIGITAL RESOURCES:

Business English: Meetings. Selbstlernkurs + Vokabeltrainer mit authentischen

Gesprächssituationen und abwechslungsreiche Übungen für amerikanisches und britisches Englisch. München: digital publishing [Lernsoftware].

The students will be provided with a wide range of additional tailored information resources, case studies and interactive exercises through the learning platforms OpenOLAT and Moodle.