



## SPÅ 2201 Intercultural Communication in English - del 2

### Studium

Siviløkonomstudiet 1. år

### Kursansvarlig

Brian I Groth, Derek Matthews

### Institutt

Kommunikasjon - kultur og språk

### Semester

Vår

### Vekttall

2

### Mål

The objective of the second semester of this course is to develop English oral proficiency in business-related settings in areas such as: participating in and leading effective negotiations, and planning, structuring and delivering effective business presentations

### Forkunnskaper

English from upper secondary school or equivalent

### Obligatorisk litteratur

Fisher, Roger and William Ury. 1999 *Getting to yes: Negotiating an agreement without giving in*. 2nd ed. London: Random House.  
Røkaas, Felicia A. 1999. *Business presentations in English*. Sandvika: Handelshøyskolen BI. Compendium of negotiation cases

### Anbefalt litteratur

Hansen, Einar. 2000. *Bedre engelsk forretningsspråk: Norsk-engelsk/engelsk-norsk: Spesialordbok i økonomisk administrativt fagspråk*. 4. utg. Oslo: Cappelen akademisk forl.  
English – English dictionary (e.g. Collins Cobuild, Oxford Advanced, Longmans, Websters, etc)  
Magazines: The Economist or Newsweek

### Emneoversikt

The second semester will emphasise oral skills in English based on the following components:  
Negotiation theory  
International negotiation practice  
Business presentations

### Dataverktøy

PowerPoint presentations are strongly recommended.

### Gjennomføring

42 teaching hours divided into 14 group sessions of 3 hours per week. The course will require student participation in the form of discussions, presentations, and negotiations

### Eksamen

The evaluation this semester consists of a 20-minute oral exam divided into two parts:

- 1) A 10-minute business presentation
- 2) A 10-minute discussion of negotiation theory and a randomly-selected case

Each part counts 50% but failure in one part constitutes failure for the whole exam

Students will be examined in pairs. This means they must agree on the topic for their business presentation and present it as a team. The presentation will be shared equally between each presenter. In part 2 the discussion of negotiation theory and a randomly selected case will largely be between the 2 students though members of the assessing panel will ask questions or make suggestions to facilitate discussion between the students.

Students will be awarded individual marks

**Eksamenskode(r)**

SPÅ 22011

**Hjelpemidler til eksamen**

Oral examination: Visual aids are recommended during the presentation part of the exam

**Kontinuasjon**