



GJELDER FOR STUDIEÅRET 2003/2004

SPÅ 2201 Intercultural Communication in English - del 2

Studium

Siviløkonomstudiet 1. år

Kursansvarlig

Brian I Groth, Derek Matthews

Institutt

Kommunikasjon - kultur og språk

Semester

Se studieplan for aktuelt studium

Studiepoeng

6

Mål

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

Forkunnskaper

English from upper secondary school or equivalent

Obligatorisk litteratur

Brown, Mark and Peter Cleaverley. 2003. *Four Business Cases for Negotiation*. Second edition. Sandvika: Handelshøyskolen BI.

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

Negotiation preparation and 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 must bring a completed Background Information Sheet about their presentation to the examination. This sheet will be posted on Blackboard. In addition students must provide the assessors with 2 copies of their presentation transparencies.

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. PowerPoint presentations are highly recommended

Kontinuasjon