



APPLIES TO ACADEMIC YEAR 2012/2013

BIK 2996 English for Business 2

Programme

Single courses

Responsible for the course

Charles Cooper

Department

Department of Communication - Culture and Languages

Term

According to study plan

ECTS Credits

7,5

Language of instruction

Norwegian and english

Introduction

Learning outcome

The course is designed as a follow-up to English for Business 1, with emphasis on active application of the skills and routines developed in that course. Participants will work further on their ability to write and proof-read their work, expand their business vocabulary, present and argue for their ideas and increase their skills in communicating in English with Norway's major trade partners. In addition, English for Business - 2 will address itself more specifically to the skills of cross-cultural communication and negotiations.

Prerequisites

Requirements: English from high school or the equivalent.

Compulsory reading

Books:

Brown, Mark and Peter Cleaverley. 2005. Business cases for negotiation : student handbook : SPÅ 2402. Sandvika : Norwegian School of Management, Institute of Communication, Culture and Languages. 70/4

Fisher, Roger and William Ury; with Bruce Patton, eds. 2011. Getting to yes : negotiating an agreement without giving in. 3rd rev. ed. Penguin Books

Recommended reading

Books:

Hansen, Einar. 2007. Bedre engelsk forretningsspråk : spesialordbok i økonomisk administrativt fagspråk. 5. utg. Cappelen akademisk forl.

Course outline

- Building a professional English business vocabulary
- Cross-cultural communication
- Practical negotiation technique

Computer-based tools

itslearning

Learning process and workload

Participants meet one evening a week for four hours over twelve weeks (48 hours)

Examination

The course is concluded by an oral examination.

Examination code(s)

BIK 29961 - Oral exam; accounts for 100% of the final grade in BIK 2996, 7,5 ECTS credits.

Examination support materials

No aids are permitted

Re-sit examination

Re-sit at the next ordinary exam

Additional information