

TOTEUTUSSUUNNITELMA Valmis

Opintojakso	English for International Business (A0073), 5.0
Toteutus	HLA1223: 2/2012-2013 (07.01.2013 - 21.06.2013)
Tyyppi	AMMATILLISEN OSAAMISEN MUODOSTUMINEN (A015)
Ryhmät	Ensisijainen: HLA11SN Muut:
Projektissa mukana	
Luennoitsijat	guest speakers
Osallistujamäärät	Minimi: Maksimi:
Ilmoittautumisaika	26.11.2012 08:00 - 02.12.2012
Pääsääntöinen toteutusajankohta	
Soveltuvuus	Vaihto-opiskelijoille: Kyllä Vapaasti valittaviin: Ei Avoimen opisk: Ei Soveltuu virtuaali-AMK:n opintoihin: Ei
Opettajat	Mäntysalo Paula (Vastuupettaja)
Kampus	Laurea Leppävaara
Pääsääntöinen toteutuspaikka	
Toteutustapa	Muu toteutustapa, Optimatoteutus/opiskelijaryhmä, Projekt/Hanke/T&K Kieli: englanti Virtuaalisuus: 0 op T&k-integraatio: 2 op
Toteutusluokka	
Painoalat	
Arviointi viimeistään	30.01.2013 Suoritusmateriaalin arkistointi päättyy: 30.08.2013
Tenttipäivät	
Opintojakson suoritettuaan opiskelija osaa	· · Examine the international operating environment and its principles · Understand internationalisation strategies · Select target markets for a business · Use their interaction skills in multicultural environments · Conduct negotiations and written and verbal communication related to foreign trade · Grasp the job application process for international positions
Edeltävät opinnot	Business Strategic Planning study unit, or equivalent knowledge
Oppimateriaali	Niskanen - Vetter - Urbom: Business Express (WSOY, 2008 or later)
Arviointikriteerit ja arviointimenetelmät	Proficiency level: B2 (see course book p. 11) Defined previous competence A0060 English for Network Economy completed (recommended) Assessment: • Vocabulary test 20%

TOTEUTUSSUUNNITELMA Valmis

	- Formal meeting 20% (team grade) - Negotiation 40% - Essay 20% All the different parts are assessed on a scale from 0 to 5. In order to pass the study unit, the student needs to complete some of the mandatory assignments defined at the beginning of the studies.
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Oppimistapahtumat

Pvm	Klo	H	Aihe	Sisältö	Tila	Opettajat
31.01.2013		3	Introduction to the course	- Study unit introduction - Revision of international business terminology (newspaper articles with focus on Africa) - Grammar test		
07.02.2013				During the class To do at home - Terminology theme continued “Our Path Abroad” set - Teaming up Case Study Walmart - material given in class on 31 Jan Answer the questions in the end Pick out relevant terminology		
14.02.2013			NO CONTACT HOURS	. Preparing for and planning the presentation - Our Path Abroad companies		
21.02.2013			Our path abroad presentations	“Our Path Abroad” presentations - peer assessment - Feedback given at the end of the session Presentations (1 slide / team member) -> Hand in in Optima on Sun 17 Feb at the latest		
28.02.2013				Class work To do 2A: 13, 16, 17 2B: 2, 4, 9, 11, 17 1. elevator speech recording + CV handed in in Optima by Sun 10 March 2. Peer feedback given on elevator speech recording on Sun 17 March the latest		

TOTEUTUSSUUNNITELMA Valmis

07.03.2013			Culture	Class work IBO - • Guest speaker (Livinus Onuh) • 3A: Knowing Me, Knowing You (workshop) Read Part 1: Ch. 3 Culture (<i>International Business</i>)	For	
14.03.2013			Travelling, hoasting	Clas work - pls read in advance To do • 3C: Travelling on Business (7, 8) • 3D: Hoasting and Toasting (6, 8 + (10)) 1. Independent study: 3B: 1, 3, 5 -> keys in Optima 2. Ex. 7/p. 183 + ex. 7/p. 206 need to be handed in in Optima's return folder on Sun 24 March the latest.		
21.03.2013			Business writing in foreign trade	Class work and many homework exercises to be done at home: Class work To do • Business news • 1D: Buying and Selling in the Global Marketplace 1. 1D: 1, 2, 3, 6, 7, 11, 17, 20, 27		
28.03.2013			Vocab test + meetings	• Vocabulary test (3A, 3B, 3C, 3D) • 4C Meetings (4C: 2, 3, 6) Extra meeting activity		
04.04.2013			NO CONTACT HOURS	• No contact lessons • Drawing up business letters in pairs. The business letters are to be handed in on paper Thurs 11 April in class.		
11.04.2013			Introduction to	• 4D: Negotiations		

TOTEUTUSSUUNNITELMA Valmis

			negotiations	4D: 3, 5, 6 + read pp. 258-9 + 262-3 Pls also watch a YouTube video on negotiations, you can find in Materials in our workspace.		
18.04.2013			Team guidance	Team guidance on reports written for International Business Operations (A0071) + feedback on the reports written by the students who only take the course A0073		
25.04.2013			NO CONTACT HOURS	Planning and rehearsing for the live negotiation in teams		
02.05.2013			Live negotiations	Live negotiations in teams		
09.05.2013			NO CONTACT HOURS			
16.05.2013	12.30 - 13.30	1	Essay writing	Essay in class (1hour)		