

TOTEUTUSSUUNNITELMA Valmis

Opintojakso	English for International Business (A0073), 5.0
Toteutus	HLA1311: 1/2013-2014 (26.08.2013 - 20.12.2013)
Tyyppi	AMMATILLISEN OSAAMISEN MUODOSTUMINEN (A015)
Ryhmät	Ensisijainen: HLA12KN Muut:
Projektissa mukana	
Luennoitsijat	guest speakers
Osallistujamäärät	Minimi: Maksimi:
Ilmoittautumisaika	20.05.2013 08:00 - 02.06.2013
Pääsääntöinen toteutusajankohta	
Soveltuvuus	Vaihto-opiskelijoille: Kyllä Vapaasti valittaviin: Ei Avoimen opisk: Kyllä Soveltuu virtuaali-AMK:n opintoihin: Ei
Opettajat	Mäntysalo Paula (Vastuupettaja)
Kampus	Laurea Leppävaara
Pääsääntöinen toteutuspaikka	
Toteutustapa	Muu toteutustapa, Optimatoteutus/opiskelijaryhmä, Projekti/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	Uusinnat: 23.01.2014, 27.02.2014
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: • Our path abroad presentation 10% (team grade)

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	• Vocabulary test 10% • Formal meeting 20% • Negotiation 30% • Essay 30% All other assignments are individually graded. 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
06.09.2013	9.00 - 11.30		Introduction to the course	Introduction to the course - co-operation with International Business Operations	238	
13.09.2013	9.00 - 11.30		International Business	Case Walmart Cultural Issues : the course book chapter 3A Knowing me, knowing you Related to Zinkota et al Chapter on Culture, too. Our Path Abroad teams agreed on and the companies distributed	238	
20.09.2013			Working with our path abroad presentations	Teams are to work with the presentations, the lecturer available in the office for possible questions No contact hours in class	No contact hours	
27.09.2013	9 - 11.30		Presentations + Ch 3 B, C, D	Our Path Abroad Presentations (pls see the instructions in Assignments at Optima) Take your course books with you - course book exercises done in class (to be informed later on)		
04.10.2013			Vocabulary test / Teams 1-3	Vocabulary test based on 3A, 3B, 3C and 3C (pls see instructions in Assignments at Optima) Introduction to Business Communication (Chapter 1D in the course book) Discussion about the proper style with many course book exercises done in class Discussion about the CVs Introduction to Meetings - Chapter 4C in the course book		
11.10.2013			Vocabulary test/Teams 4-6	Vocabulary test based on 3A, 3B, 3C and 3C (pls see instructions in Assignments at Optima) Introduction to Business Communication (Chapter 1D in the course book) Discussion about the proper style with many course book exercises done in class Discussion about the CVs Introduction to Meetings - Chapter 4C in the course book		
18.10.2013			Guest lecturer	A guest lecturer - Mr William Powell		
25.10.2013			Rehearsing for the meeting	NO CONTACT HOURS		
01.11.2013			Meetings / Teams 4 -6	Pls see instructions on Meeting assignment at Optima		

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08.11.2013			Meetings / Teams 1 - 3	Pls see instructions on Meeting assignment at Optima		
15.11.2013			Negotiations	The course book chapter 4D Negotiations		
22.11.2013			Team guidance	A0071 team guidance on the reports		
29.11.2013			Team negotiations	Pls see instructions in Assignments at Optima2 teams in rotation (starting at 8.15->)		
13.12.2013	9.00 - 10.00		Essay	Essay writing (1 hour)Feedback on the course		