

TOTEUTUSSUUNNITELMA Valmis

Opintojakso	English for International Business (A0073), 5.0
Toteutus	HLA1323: 2/2013-2014 (07.01.2014 - 20.06.2014)
Tyyppi	AMMATILLISEN OSAAMISEN MUODOSTUMINEN (A015)
Ryhmät	Ensisijainen: HLA12SN Muut:
Projektissa mukana	
Luennoitsijat	guest speakers
Osallistujamäärät	Minimi: Maksimi:
Ilmoittautumisaika	02.12.2013 08:00 - 18.12.2013
Pääsääntöinen toteutusajankohta	
Soveltuvuus	Vaihto-opiskelijoille: Ei Vapaasti valittaviin: Ei Avoimen opisk: Ei Soveltuu virtuaali-AMK:n opintoihin: Ei
Opettajat	Mäntysalo Paula (Vastuuopettaja)
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: • Vocabulary test 20% • Formal meeting 20% • Negotiation 30%

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	• Essay 30% All 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
30.01.2014	9.00 - 11.30		Introduction to the course	Introduction to the course - co-operation with International Business Operations • Study unit introduction • Revision of international business terminology (articles; Walmart) India + Walmart video		
06.02.2014	9.00 - 11.30		International Business	• Walmart from <u>International Business</u> • “Our Path Abroad” set • Teaming up		
13.02.2014			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.		
20.02.2014	9.00 - 11.30		Presentations	Our Path Abroad Presentations (pls see the instructions in Assignments at Optima)		
27.02.2014	9.00 - 11.30		Job Application Process	Chapters 2A and 2B in Business Express. Discussion about the CVs. Introduction to Meetings - Chapter 4C in the course book.		
06.03.2014	9.00 - 11.30		Guest Lecturer	3A Knowing me, knowing you. A guest lecturer, Mr William Powell.		
13.03.2014	9.00 - 11.30		Culture	• Culture discussion • 3C: Travelling on Business • 3D: Hoasting and Toasting		
20.03.2014	9.00 - 11.30		Meetings	4C Meetings		
27.03.2014	9.00->		Vocabulary test	Vocabulary test (3A, 3B, 3C, 3D). Rehearsing for the meeting.		
03.04.2014	9.00 - 11.30		Meetings in teams	Pls see instructions on Meeting assignment at Optima. Teams in rotation.		
10.04.2014			International week	Attending a seminar/ seminars during the week - no contact hours (TBA)		
17.04.2014			Independent studying	1D - Buying and selling (business documentation related to international business). An assignment to be completed at Optima - no contact hours.		
24.04.2014			Team negotiations	4D Negotiations		
01.05.2014			No contact	Celebrating the first of May		
08.05.2014	9.00-11.30		Live Negotiations	Live negotiations in teams (in rotation)		
15.05.2014	9.00 -	1	Essay	Essay - duration one hour (instructions on		

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	10.00			the essay are to be seen at Optima)		
22.05.2014	9.00->		Missing study unit work	Missing study unit work can be completed - no lectures as such		