

<b>1.</b>	<b>Field of study</b>	<b>English Philology</b>
2.	Faculty	Faculty of Humanities
3.	Academic year of entry	2019/2020 (winter term)
4.	Level of qualifications/degree	second-cycle studies
5.	Degree profile	general academic
6.	Mode of study	part-time

**Module:** Intercultural Communication: Module 2, Management and Intercultural Communication in Business (1)

**Module code:** 02-FA-JB-N2-KM-ZK1-2

**1. Number of the ECTS credits:** 3

<b>2. Learning outcomes of the module</b>			
<b>code</b>	<b>description</b>	<b>learning outcomes of the programme</b>	<b>level of competence (scale 1-5)</b>
JB-N2-KM-ZK1-2_K1	Students are familiar with the basic culture factors that influence international meeting and negotiations.	FA2_K01 FA2_K02	3 3
JB-N2-KM-ZK1-2_K2	Students understand fundamental principles of professional ethics and the need to build partnership in business.	FA2_K03 FA2_K04	3 3
JB-N2-KM-ZK1-2_K3	Students have proper awareness of different cultures and the necessity of cultural awareness to effectively communicate with representatives of different cultures.	FA2_K02 FA2_K04 FA2_K05	3 3 3
JB-N2-KM-ZK1-2_U1	Students are able to organize meetings and conferences; chair meetings and actively participate in meetings; students know proper meeting vocabulary.	FA2_U02	3
JB-N2-KM-ZK1-2_U2	Students are able to prepare themselves for negotiations using proper techniques and terminology.	FA2_U02 FA2_U03 FA2_U10	3 3 1
JB-N2-KM-ZK1-2_U3	Students can cooperate in teams assuming different roles during meetings (conferences) and negotiations.	FA2_U04 FA2_U05	3 3
JB-N2-KM-ZK1-2_W1	Students know the theory of negotiations, stages of negotiations, techniques and tactics used in negotiations.	FA2_W02	3
JB-N2-KM-ZK1-2_W2	Students know the theory of negotiations, stages of negotiations, techniques and tactics used in negotiations.	FA2_W04	3

JB-N2-KM-ZK1-2_W3	Students are familiar with the basic culture factors that influence international meeting and negotiations.	FA2_W05	3
		FA2_W07	3

### 3. Module description

<b>Description</b>	Students learn about different negotiation styles in cross-cultural business environment, negotiation techniques and terminology; different types of business meetings in cross-cultural business environment; learn how to deal with problems which might arise during meeting and negotiations.
<b>Prerequisites</b>	

### 4. Assessment of the learning outcomes of the module

code	type	description	learning outcomes of the module
JB-N2-KM-ZK1-2_w_1	written test	It is to verify students' knowledge of the language of meetings and negotiations.	JB-N2-KM-ZK1-2_K1, JB-N2-KM-ZK1-2_K2, JB-N2-KM-ZK1-2_K3, JB-N2-KM-ZK1-2_U1, JB-N2-KM-ZK1-2_U2, JB-N2-KM-ZK1-2_U3, JB-N2-KM-ZK1-2_W1, JB-N2-KM-ZK1-2_W2, JB-N2-KM-ZK1-2_W3

### 5. Forms of teaching

code	form of teaching			required hours of student's own work		assessment of the learning outcomes of the module
	type	description (including teaching methods)	number of hours	description	number of hours	
JB-N2-KM-ZK1-2_fns_1	practical classes	Directed self-study method to initiate active participation during class.	18	Preparation for meetings; acquiring proper content presented in class.	45	JB-N2-KM-ZK1-2_w_1