



COURSE OUTLINE

1. Information about the program

1.1 Higher education institution	“Alexandru Ioan Cuza” University of Iași
1.2 Faculty	Faculty of Economics and Business Administration
1.3 Department	Management, Marketing and Business Administration
1.4 Field of study	Business Administration
1.5 Level of study	Bachelor
1.6 Study program / Qualification	Business Administration

2. Information about the course

2.1 Course title	Business German 3						
2.2 Course coordinator	Ana Dura, PhD						
2.3 Seminar coordinator	Andreea Sfirnaciuc, Specialist						
2.4 Year of study	II	2.5 Semester	3	2.6 Type of evaluation*	EVP (M)	2.7 Course status**	E

* MT-MID-TERM, O-ORAL EXAM, E-EXAM, M-MIXED; ** C-compulsory/O-optional/E-elective

3. Estimated time allocation (hours per semester and teaching activities)

3.1 Number of hours per week	2	out of which: 3.2 course	1	3.3 seminar/laboratory	1
3.4 Total number of hours per semester	28	out of which: 3.5 course	14	3.6 seminar/laboratory	14
Time allocation					h
Study based on course book, course materials, bibliography and other					28
Supplementary study in the library, on electronic platforms and on the field					15
Preparing seminars/laboratories, assignments, papers, portfolios and essays					15
Tutorship					12
Examination					2
Other activities					
3.7 Total hours of individual study					72
3.8 Total hours per semester					100
3.9 Number of ECTS credits					4

4. Prerequisites (if applicable)

4.1 Referring to curriculum	Business German 1, 2
4.2 Referring to competences	

5. Conditions (if applicable)

5.1 For the course	Room with videoprojector and laptop. The attendance of students in course is necessary.
5.2 For the seminar	Room with videoprojector and laptop. The attendance of students in course is mandatory.

**6. Specific competencies**

Professional competencies	C1 – Gathering, processing and analysing information about external environment – firm/organization interaction
Transversal competencies	CT2 – Identifying roles and responsibilities within a multispecialized team and applying relational techniques and efficient work techniques within the team

7. Course objectives (based on specific competencies acquired)

7.1 General objective	To assimilate fundamental knowledge in Business German grammar and vocabulary.
7.2 Specific objectives	<ul style="list-style-type: none"> ▪ The ability to fill in in specific forms; ▪ The ability to have a conversation in daily and business situations; ▪ The ability to present a person, a company, a type of business; ▪ The ability to initiate and hold a conversation in known professional situations (at the office, at the hotel, at the restaurant, at the store etc.)

8. Content

8.1	Course	Teaching methods	Observations (time)
1.	HANDEL - Fachtexte: Grafiken, Informationstexte usw - Binnen- und Außenhandel in Deutschland - Ladentypen - Modalverben - Demonstrativpronomen	interactive course explanation conversation	3 courses
2.	SOZIALLEISTUNGEN und STEUERN - Das soziale Netz Deutschlands - Versicherungstypen in Deutschland und Rumänien - Nebensätze mit <i>weil</i> - Passiv	interactive course explanation conversation	3 courses
3.	FACHSPRACHLICHE DIALOGE	role-play conversation	1 course

Bibliography**Compulsory reading:**

- Magdalena Leca, Lora Constantinescu, *Limba germană pentru afaceri*, ed. a II-a, Polirom Iași
- Magdalena Leca, *Dicționar german-român de termeni economici*, Polirom, Iași, 2002

Optional reading:

- G.Nicolas, M.Sprenger, W.Weermann, *Wirtschaft auf Deutsch*, Klett Verlag, Stuttgart
- Anneliese Fearn, Dorothea Levy-Hillerich, *Kommunikation in der Wirtschaft*, Cornelsen, München



8.2	Seminar	Teaching method	Observations (time)
1.	Handel - Zeitungsartikel über Binnen- und Außenhandel - Fachsprachliche Dialoge: Im Laden, Im Kaufhaus, Am Kiosk, Auf dem Markt - Grammatikübungen	interactive exercises	3 seminars
2.	Sozialleistungen und Steuern - Eine Statistik analysieren - Fachsprachliche Dialoge - Grammatikübungen	interactive exercises case study	3 seminars
3.	Allgemeine und fachsprachliche Dialoge	interactive exercises	1 seminar
Bibliography - Magdalena Leca, Lora Constantinescu, <i>Limba germană pentru afaceri</i> , ed. a II-a, Polirom, Iași - Anneli Billina, <i>Fit in Grammatik A1 / A2</i> , Hueber Verlag			

9. Bridging course content with the expectations of the community, professional associations and representative employers in the field of the program

The content of the course was drafted starting from the requirements on the oral and written business communication in German, and also according to the Common European Framework of Reference for Languages.

10. Evaluation

Type of activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Allocation to the final grade (%)
10.4 Course	Theoretical and applied knowledge	Written exam	50%
10.5 Seminar	Practical knowledge – skills of oral communication	Activity in seminar	20%
		Oral exam	30%
10.6 Minimal performance standard			
Obtaining 5 points (out of 10) both for the written and the oral evaluation.			

Date
25.09.2023

Course coordinator
Ana Dura, PhD

Seminar coordinator
Andreea Sfirnaciuc, Specialist

Data of approval in the department
28.09.2023

Head of Department
Andrei Ștefan Neșțian, PhD, Professor