

Implementation Regulations CER HZ

Bachelor

INTERNATIONAL BUSINESS

Full-time

CROHO 30029

2022-2023



INDEX

CHAPTER 3 ESTABLISHMENT	123
CHAPTER 1 GENERAL PROVISIONS	3
1.1 General	3
1.2 Establishment and evaluation	3
CHAPTER 2 IMPLEMENTATION REGULATIONS HZ CER	4
2.1 Registration, prior educational requirements, and admission policy	4
2.1.1 Overview of additional prior educational requirements	4
2.1.1a Selection criteria Special programme	4
2.1.1b Enrolment 180 ECTS track for VWO students	4
2.1.2 Deficiency investigation	5
2.1.3 Additional requirements	5
2.2.3 Programme and education structure	6
2.2.1 Programme profile	6
2.2.2 Learning outcomes	6
2.2.3 Programme structure	10
2.2.4 IB Core Year 1	15
2.2.5 IB Core Year 2	37
2.2.6 IB Year 3	54
2.2.7 IB Core Year 4	58
2.2.8 Language classes (Language and Hybrid track)	64
2.2.9 Focus classes (Hybrid and Business track)	104
2.2.10 Extra business classes (Business Track)	114
2.2.11 HZ Personality (article 3.12 CER HZ Ba ft)	121
2.2.12 Specialisations (article 3.10 CER HZ Ba ft) Not applicable	121
2.2.13 Internship (article 3.9 CER HZ Ba ft)	121
2.2.14 Minor (article 3.8 CER HZ Ba ft)	121
2.2.15 Participation in international exchange programme (article 4.5 CER HZ Ba ft)	122
2.2.16 Graduation (article 3.9 CER HZ Ba ft)	122
2.2.17 Transition arrangement	122
2.3 Study recommendation	123
2.4 Experiment (article 9.4 CER HZ ba ft)	123
CHAPTER 3 ESTABLISHMENT	124

Appendix 1. All different tracks in HZ IB

Business Track	YEAR 1				YEAR 2		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3
IB-Plus (2EC)	BusHist: 34621	VisCom: 34620	Project 1.1	MOOC 1.1	Project 1.2	MOOC 1.2	Project 1.3
IB-Focus (2EC)	34601	34602	34603	34604	34605	34606	34607
IB-Core (9EC)	Market Research 34523 (3EC)	Company Profile(s) 34526 (3EC)	Exportplan 34535 (4EC)	Sust Bus Inno 34537 (2EC)	Organisational Behaviour 34529 (4EC)	Research & Innovation 34532 (4EC)	Student Comp Business Pl 34550 (4EC)
	Information Literacy 34524 (2EC)	Finance A 34527 (2EC)	Exportplan theory 34536 (4EC)	Cust. Centered Inno 34538 (3EC)	Mngt Accounting 34530 (3EC)	Quant. Research 34533 (3EC)	Marketing P 34551 (2EC)
	Intercultural competence 34525 (2EC)	Economics 34528 (3EC)		Simulation Game Conscious Capitalism 34539 (3EC)			Oper. Plan 34553 (1EC)
	21 st Century Skills (a) 34567 (3EC)		21 st Century Skills (b) 34568 (2EC)		Careers 34531 (2EC)	Team Form. Tools 34542 (1EC)	Financial Pl 34552 (1EC)
						21 st CS (c) 34569 (1EC)	Mngr. & Org. 34554 (1EC)
Int. Bus. Engl. (2EC)	34000	34001	34002	34003	34004	34006	34007

* Y1 and Y2 comprise a series of Electives which are EITHER one extra language (to be followed up to Y4 included) OR max 3 MOOCs, max 3 projects + the electives Business History and Visual Communication. You may exchange HZ Sport or HZ Cult activities for one project (EC will be awarded in Year 2). Members of the Board of Studies get one project-reward (2EC) for the year if they participate actively in the BoS. You always choose activities related to the PLOs of IBS that teach you new knowledge or a new skill

IB Project 1.1	CU34611	IB MOOC 1.1	CU34611
IB Project 1.2	CU34612	IB MOOC 1.2	CU34612
IB Project 1.3	CU34613	IB MOOC 1.3	CU34613
Project BoS		Project BoS	CU34614

CHAPTER 3 ESTABLISHMENT 123

CHAPTER 1 GENERAL PROVISIONS

1.1 General

- 1.1.1 The HZ Course and Examination Regulations Bachelor programme full-time (hereinafter: HZ CER ba ft) cover the core of education within the HZ. This document provides a general overview of all programmes taught at the HZ. The HZ CER Ba ft contains institution-specific provisions, i.e. those that apply to the entire HZ. A programme-specific HZ CER Implementation Regulation (hereinafter: Implementation Regulation) is determined for each programme by the executive board each year.
- 1.1.2 The HZ Course and Examination Regulations Bachelor programme full-time applies to this HZ CER Implementation Regulation Bachelor programme full-time.
- 1.1.3 The Dutch Higher Education and Research Act (WHW) as well as the HZ CER ba ft mention study credits. These Implementation Regulations, in addition to the term credits, also refer to ECTS (European Credits Transfer System), where 1 ECTS is equal to 1 credit and thus a study load of 28 hours (article 7.4 paragraph 1 of WHW).

1.2 Establishment and evaluation

- 1.2.1 The process of establishment and evaluation of this Implementation Regulation is described in article 1.3.4 CER HZ ba ft.
- 1.2.2 The programme committee evaluates the manner of implementation of the education and examination regulations and the Implementation Regulations in question every year (article 1.3.4 CER HZ ba ft).

CHAPTER 2 IMPLEMENTATION REGULATIONS HZ CER

2.1 Registration, prior educational requirements, and admission policy

New registrations are only admitted in International Business.

The year 2022/2023 will be the last opportunity for students to enrol for the courses IBMS en IBL, in order to finish their degree. New registrations cannot register for these courses. Students who enrol for IBMS en IBL will receive support through a possibility of individual consults which can be arranged with four experienced lecturers.

2.1.1 Overview of additional prior educational requirements (article 2.3 HZ CER Ba ft in addition to the requirements as listed under article 2.2 and 2.2a and 2.2b of HZ CER Ba ft)

The level of your prior education has to be equivalent to the Dutch havo, vwo or mbo 4 level. English must have been one of the courses you took for your final exams. If we are not familiar with your foreign diploma, NUFFIC, the Dutch organisation for international recognition of diplomas, will check the level for us. If you wish to take French as one of your languages, your level must be that of a student having taken it to the level of the final Dutch exams.

Students with a havo diploma				
Havo profiles:	NT	NG	EM	CM
Admissible:	✓	✓	✓	Admission with econ or m&o or be or wisA or wisB. If not, a deficiency course needs to be completed.

Students with a vwo diploma				
Vwo profiles:	NT	NG	EM	CM
Admissible:	✓	✓	✓	✓

2.1.1a Selection criteria Special programme (article 2.2b HZ CER ba ft)

Not applicable

2.1.1b Enrolment 180 ECTS track for VWO students (article 2.2a CER HZ Ba ft)

Not applicable

2.1.2 **Deficiency investigation** (article 2.4 CER HZ ba ft)

Not applicable

2.1.3 **Additional requirements** (article 2.5 CER ba ft)

Not applicable

2.2.3 Programme and education structure

2.2.1 Programme profile (article 3.2 CER HZ Ba ft)

International Business is based on the national framework of International Business. (Sijben, Stoelinga, Molenaar & Ubachs, 2017). The IB national framework can be found on:

<https://www.verenighogescholen.nl/system/profiles/documents/000/000/224/original/international-business.framework.2018.pdf?1518520108>

In the first month of the studies, the student is asked to make a choice between three profiles: the language profile (two extra languages on top of the mandatory Business English), the business profile (IB Focus classes, MOOCs and projects and no extra languages) and the hybrid profile (one extra language).

Next to choosing and following a profile, every student may work towards a specialisation:

- Marketing & Sales
- Finance & Accounting
- Operations & Supply chain management
- Organisation & People.

Students will do so by making the corresponding choice of minor, choosing an appropriate third year workplacement and doing business research in one of those domains during the graduation phase. If a student does not want to specialise, at least a choice has to be made out of one of the mentioned specialisations for the graduation research project.

All courses of the IB Core are the same for all students.

Within the possibilities of the HZ Administration, the student may be offered a certificate together with the Bachelor's diploma (BBA), stating the track and the specialisation followed.

2.2.2 Learning outcomes (article 3.2 CER HZ Ba ft)

Competencies of the Bachelor of Business Administration (regardless of study programme):

1. At an operational level the BBA is capable of setting up a company, managing it and being responsible for it with a long-term perspective using and on the basis of various disciplines.	
	1.0 ... gathers and interprets secondary information on a macro and meso level.
	1.1 ... formulates a business plan for a new company with marketing and organisational, financial and legal aspects being presented clearly and coherently.
	1.2 ... carries out the various company processes in collaboration with others within a simple organisation.
	1.3 ... evaluates the performance of an existing organisation and formulates suggestions for improvement.
	1.4 ... evaluates her own performance and modifies it.

2. At a tactical level the BBA formulates convincing practical solutions to an organisational problem in line with the organisation's quality assurance system.

	2.1 ... identifies an organisational problem within a business process.
	2.2 ... analyses the causes and effects of the problem identified for a process and for the organisation.
	2.3 ... solves the problem by repairing the process or improving company operations.

3. At a strategic level the BBA makes a contribution to the development of the policy of an internationally operating company in collaboration with others from different cultures.

	3.1 ... communicates in English about her own specialist area (major).
	3.2 ... handles cultural differences.
	3.3 ... evaluates international aspects of an organisation on the basis of his own expertise and formulates suggestions for improvement.

The Programme Learning Outcomes, or PLOs, are taken from the national framework International Business. (2017).

Ways of Thinking	Critical Thinking	WT1	Use the process of thoughtful evaluation to deliberately formulate a reasonable conclusion.
	Innovation & Creativity	WT2	Create innovative ideas in a changing business environment in a systematic fashion.
	International Business Awareness	WT3	Analyse patterns in global macro-economic factors and policies that drive international trade and business development.
Ways of Working	International Business Communication	WW4	Communicate (business) messages effectively and persuasively using advanced English to an (un)informed audience.
		WW5	Optional: Use one or two additional languages to facilitate international business.
	Collaboration	WW6	Collaborate effectively with different kinds of stakeholders in different cultural, organisational and political landscapes to contribute to achieving agreed goals.
	Management of Information as digital citizen	WW7	Produce management information from various data sources in an international business environment.

Personal&Professional Development	LW8	Express reflections on one's personal development with the aim of personal growth.
	LW9	Respond appropriately to an unfamiliar, or unexpectedly changing, business environment.
Ethical & Social Responsibility	LW10	Formulate one's own position concerning ethical and social responsibility in a professional environment.
Intercultural Proficiency	LW11	Mitigate the pitfalls of cultural differences in business and social contexts.
	LW12	Display willingness to work with people from other cultures and to work in countries with different cultural backgrounds.
	LW13	Use appropriate verbal and non-verbal communication in an intercultural setting.
	LW14	Assess the effect of cultural differences on organisational behaviour and strategic choices.

Tools for Working & Management

Marketing & Sales	TWM15	Develop a well-founded marketing plan to support the creation of value for international customers.
	TWM16	Use appropriate sales techniques in support of durable customer relationships.
	TWM17	Incorporate developments of the digital landscape in a marketing strategy.
Finance & Accounting	TWM18	Evaluate financial performance of the organisation from different stakeholders' perspectives.
	TWM19	Recommend financing possibilities in a dynamic international environment.
Operations & Supply chain management	TWM20	Evaluate operations processes within and between organisations.
	TWM21	Manage operations processes within and between organisations.
Organisation & People	TWM22	Draft the strategic cycle of part(s) of the organisation (process and content).
	TWM23	Assess the impact of change on the organisation.
Business Research	TWM24	Analyse a complex business problem in an international business setting with use of adequate research design, resulting in an evidence-based feasible solution.

Since the National Platform for designing a framework for IB has chosen for the flexible KSAVE model, a table is included here in which the relations between those and PLOs, HEO-standards and Dublin Descriptors are shown. The student is to take these standards into account when completing proof of the level of competence.

Domains in KSAVE model	Themes in IB new Framework	HEO standard	Dublin Descriptor
Ways of Thinking	Critical Thinking	2	3
	Innovation & Creativity	3	2, 3
	International Business Awareness	3	2, 3
Ways of Working	International Business Communication	3	4
	Collaboration	3	4
	Management of information as digital citizen	2	3
Living in the World	Personal & Professional Development	4	3,5
	Ethical & Social Responsibility	4	3,5
	Intercultural Proficiency	4	3,5
Tools for Working & Management	Marketing & Sales	1	1,2
	Finance & Accounting	1	1,2
	Operations & Supply chain management	1	1,2
	Organisation & People	1	1,2
	Business Research	2	1,2,3

2.2.3 **Programme structure** (article 3.3, 3.11a en 3.13 CER HZ ba ft)

International Business is the current main program and originated from a merger of International Business and Languages and International Business and Management Studies. The last two will be discontinued as per 1 september 2023. New registrations are only admitted in International Business.

The year 2022/2023 will be the last opportunity for students to enrol for the courses IBMS en IBL, in order to finish their degree. New registrations cannot register for these courses. Students who enrol for IBMS en IBL will receive support through a possibility of individual consults which can be arranged with four experienced lecturers.

International Business

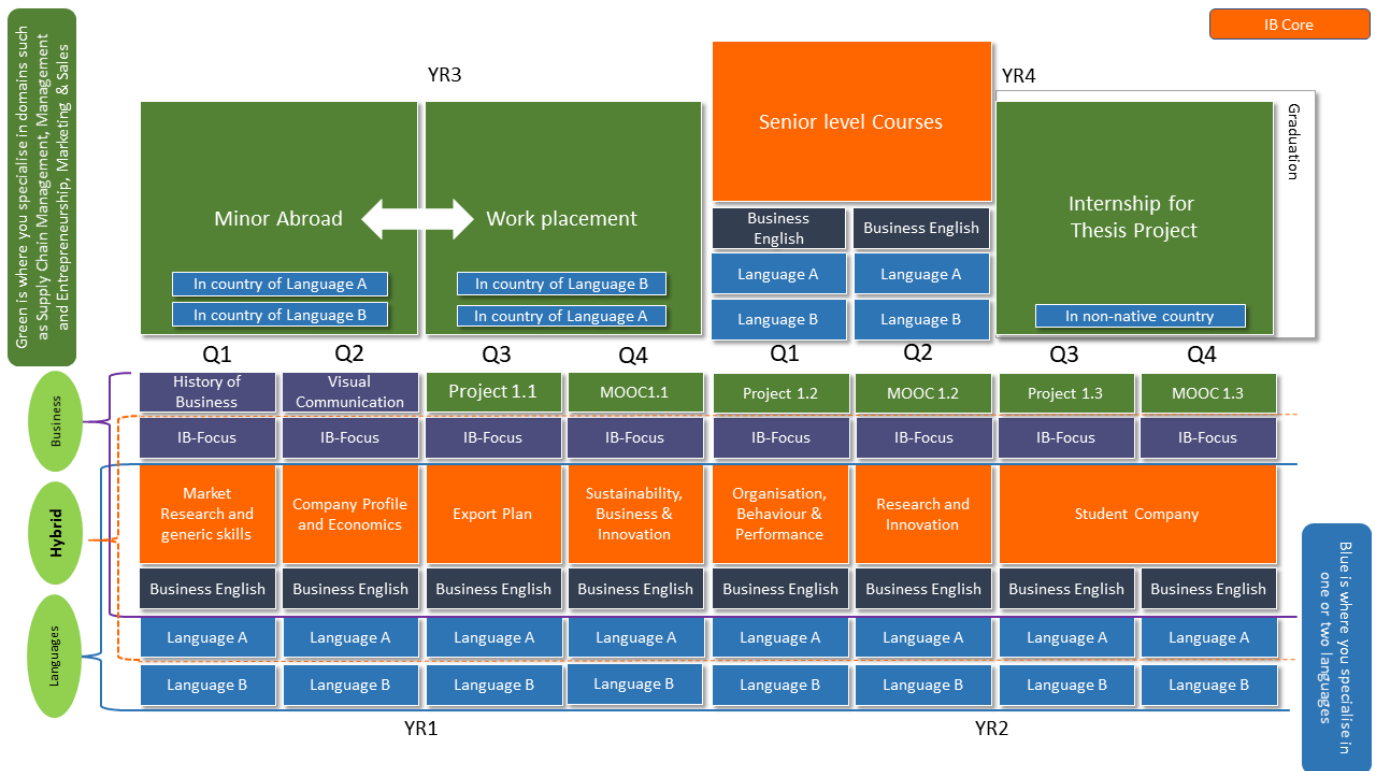
National name:	International Business
International name:	International Business
Orientation:	Bachelor
Title conferred:	Bachelor of Business Administration (Ba)
Programme duration:	240 study credits (ECTS)
Course workload 'propaedeutic' phase:	60 study credits (ECTS)
Conclusion with 'propaedeutic' examination:	Yes
Course workload main phase:	180 study credits (ECTS)
Variant:	Full-time
ISAT code:	30029
Location:	Vlissingen
Language:	English
Effective date:	17-07-2020
Submission date	01-05-2026
Joint degree programme:	Not applicable
180 ECTS fast track:	No

International Business and Languages [Programme ends as per 31 August 2023!]

National name:	International Business and Languages
International name:	International Business and Languages
Orientation:	Bachelor
Title conferred:	Bachelor of Business Administration (Ba)
Programme duration:	240 study credits (ECTS)
Course workload 'propaedeutic' phase:	60 study credits (ECTS)
Conclusion with 'propaedeutic' examination:	Yes
Course workload main phase:	180 study credits (ECTS)
Variant:	Full-time
ISAT code:	34407
Location:	Vlissingen
Language:	English
Effective date:	29-06-2018
Date end of programme:	31-08-2023 [Programme ends as per 31 August 2023!]
Joint degree programme:	Not applicable
180 ECTS fast track:	No

International Business and Management Studies [Programme ends as per 31 August 2023!]

National name:	International Business and Management Studies
International name:	International Business and Management Studies
Orientation:	Bachelor
Title conferred:	Bachelor of Business Administration (Ba)
Programme duration:	240 study credits (ECTS)
Course workload 'propaedeutic' phase:	60 study credits (ECTS)
Conclusion with 'propaedeutic' examination:	Yes
Course workload main phase:	180 study credits (ECTS)
Variant:	Full-time
ISAT code:	34936
Location:	Vlissingen
Language:	English
Effective date:	30-06-2014
Date end of programme:	31-08-2023 [Programme ends as per 31 August 2023!]
Joint degree programme:	Not applicable
180 ECTS fast track:	No



Profile and tracks

In IB, students choose to follow a programme with zero, one or two extra languages. This choice is to be made before 1st October 2022. The choice is made for the entire study programme. This results in three different profiles: Languages (blue accolade in diagram below); Business (purple accolade in diagram below); Hybrid (orange dotted accolade below). All possible variants are to be found in Appendix 1. The order between Projects and MOOCs below is only indicative.

Course overview 22/23

Course overview 22/23

IB PROGRAMME 22/23			Quarter 1			Quarter 2			Quarter 3			Quarter 4				
Year 4	Elective	CU34614V20	Sustainable Business Project		2	CU34634V22 Tools & Techniques		2	CU34780V22 Graduation Internship: Business Research and Advice 30							
	Focus	CU34609V20	IB Focus 09-Sustainable Practice		2	CU34610V20 IB Focus 10-Data Analysis		2								
	IB Core	CU34571V21 International Economics		3			2									
		CU34572V22 International Business Consultant		19												
		GSM, HRM, Data Mngmt, Doing Res(?): Q1SCM&F: projectweek.				Dig. Marketing, ISSM, Writing, thesis prep: Q2.										
	DE	CU34324V22	DE09	2	CU34325V22	DE10	2									
	ES	CU34316V22	ES09	2	CU34317V22	ES10	2									
	FR	CU34318V20	FR09	2	CU34319V20	FR10	2									
NL	CU34314V22	NL09	2	CU34315V20	NL10	2										
Year 3	IB Core	CU34790V20	Work Placement A		15	CU34791V20 Work Placement B		15	CU34796V21 Minor 30							
	OR:	CU34796V21	Minor				30	CU34790V20	Work Placement A	15	CU34791V20	Work Placement B	15			
Year 2	Elective	CU34612V20	IB Autonomous Learning 3		2	CU34613V20 IB Autonomous Learning 4		2	CU34631V22	Legal Ops. and Compliance		2	CU34632V20	Circular Supply Chains		2
	Focus	CU34605V20	IB Focus 05-Behaviour & Performance		2	CU34606V20 IB Focus 06-Walking the Line		2	CU34607V20	IB Focus 07-Company Failure		2	CU34608V20	IB Focus 08-Company Success		2
	IB Core	CU34531V20	Career, Jobs & Networking		2	CU34533V20 Quantitative Research		3	CU34557V20 Student Company Starting a business 9				CU34555V20	Student Company Running a business		4
		CU34530V20	Management Accounting		3	CU34532V20 Research & Innovation		4					CU34556V20	Student Company Closing a business		2
		CU34529V20	Organisational Behaviour		4	CU34542V20 Team formation tools		1					CU34534V20	Customer Relationship Management		3
		CU34004V22	Customer-Company Communication (written)		2	CU34006V22 Product Pitching & Business Meeting skills		2					CU34008V22	Presentations - advanced		2
						CU34569V20 21stC Skills (c), Planning personal projects abroad		1								
	DE	CU34345V21	DE05	2	CU34346V21	DE06	2	CU34347V22	DE07	2	CU34348V22	DE08	2			
	ES	CU34310V20	ES05	2	CU34311V22	ES06	2	CU34337V20	ES07	2	CU34338V22	ES08	2			
	FR	CU34312V21	FR05	2	CU34313V21	FR06	2	CU34340V21	FR07	2	CU34339V21	FR08	2			
	NL	CU34355V22	NL05	2	CU34356V22	NL06	2	CU34357V22	NL07	2	CU34358V22	NL08	2			
Year 1	Elective	CU34621V20	History of Business		2	CU34620V20 Visual Communication		2	CU34630V20	IB Autonomous Learning 1		2	CU34611V20	IB Autonomous Learning 2		2
	Focus	CU34601V22	IB Focus 01-Act like a Pro (a)		2	CU34602V22 IB Focus 02-Act like a Pro (b)		2	CU34603V20	IB Focus 03-Export		2	CU34604V20	IB Focus 04-Supply- and Value Chain		2
	IB Core	CU34524V20	Information Literacy		2	CU34526V20 Company Profile		3	CU34536V20	Export Management Theory		4	CU34539V20	Conscious Capitalism (simulation game)		3
		CU34525V22	Intercultural Competence		2	CU34528V20 Economics		3	CU34535V20	Export Plan		4	CU34538V22	SBI Customer Centered Innovation		3
		CU34523V22	Market Research		4	CU34527V22 Finance		2	CU34522V22	International Contracting		2	CU34537V20	Sustainable Business Theory		2
		CU34000V22	EN01 - Getting Started		1,25	CU34001V22 EN02 - Making Contact		1,25	CU34002V22	EN03 - Describing Trends		1,25	CU34003V22	EN04 - Presentations - novice		1,25
		CU34567V20	21st Century Skills IB (a)				3	CU34568V20	21st Century Skills IB (b)				2			
	DE	CU34341V20	DE01	2	CU34342V20	DE02	2	CU34343V20	DE03	2	CU34344V20	DE04	2			
	ES	CU34304V22	ES01	2	CU34302V20	ES02	2	CU34331V22	ES03	2	CU34332V22	ES04	2			
	FR	CU34303V21	FR01	2	CU34305V21	FR02	2	CU34333V21	FR03	2	CU34334V21	FR04	2			
	NL	CU34300V21	NL01	2	CU34301V21	NL02	2	CU34327V22	NL03	2	CU34328V21	NL04	2			

2.2.4 IB Core Year 1

Block / Semester: S1			
CU34567V20	Title: 21st Century Skills IB (a)	Number of study credits: 3	Number of contact hours: 28
	Course manager: D.M. Polinder	Compulsory: yes	Language: English
Conditions for course participation:			
Conditions for test participation:			
<p>Brief description of course content:</p> <p>The courses 21st Century Skills are designed to give the student the opportunity to work on generic skills that are practical for both learning and working. GMetrix material will be used by the student to train and test their MS Office skills (Powerpoint, Word and Excel). Freely available online study material will be used to revive basic knowledge of algebra (more or less at the level of highschool's first year). Students will also learn what to do to get teamwork started properly (Definition-of-Done; collaborative writing; social contracts). Lat but not least, students will be trained in 'six strategies for effective learning' (http://www.learningscientists.org).</p> <p>Learning objectives:</p> <p>MS Office (PowerPoint, Excel & Word Expert)</p> <p>General learning objective:</p> <ul style="list-style-type: none"> Presenting information in a clear and concise manner by means of a presentation (PP), tables and graphs (Excel) or written text (Word Expert). <p>Specific learning objectives:</p> <ul style="list-style-type: none"> PowerPoint (MO-300) <ul style="list-style-type: none"> Manage presentations Manage slides Insert and format text, shapes, and images Insert tables, charts, smartArt, 3D models, and media Apply transitions and animations Excel (MO-200) <ul style="list-style-type: none"> Manage worksheets and workbooks Manage data cells and ranges Manage tables and table data Perform operations by using formulas and functions Manage charts Word Expert (MO-101) <ul style="list-style-type: none"> Manage document options and settings Use advanced editing and formatting features Create custom document elements Use advanced Word features <p>PLO's: WW4; WW7</p>			

Algebra

Learning objective:

- Refreshing algebra foundations.
- Solving equations and inequalities.
- Working with units.
- Understanding exponential growth.

PLO: WW7

Learning to Learn & Plan:

You can organise your own studies, create a planning that you can work with, and know how to apply different learning strategies. PLO LW9

For the tests relating to the MS Office software packages such as MS PowerPoint, Word and Excel, students must be equipped with their own computer on which they can run the respective software packages under the Windows Operating System. In addition, they must install [the test software from Gmetrix](https://www.gmetrix.com/Products/Filter?Certification=Microsoft+Office+Specialist+(MOS)&Version=Microsoft+Office+365%2f2019&Type=Tests)

([https://www.gmetrix.com/Products/Filter?Certification=Microsoft+Office+Specialist+\(MOS\)&Version=Microsoft+Office+365%2f2019&Type=Tests](https://www.gmetrix.com/Products/Filter?Certification=Microsoft+Office+Specialist+(MOS)&Version=Microsoft+Office+365%2f2019&Type=Tests)) and purchase a licence key that allows them to take the tests and obtain a test result overview.

Compulsory literature:

Cost: €70.00, Licence GMetrix MOS Practice Tests (to be used the entire year)

Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Assignment - MS Excel Specialist	WW7	15%	0.45	5.5	3	3	5	5
TOETS02 (VT)		x		x		Assignment - Learning2Learn & Plan	LW9	40%	1.2	5.5	ongoing	3	5	5
TOETS03 (VT)		x		x		Assignment - MS Powerpoint Specialist	WW4	10%	0.3	5.5	39	39	5	5
TOETS04 (VT)		x		x		Assignment - Algebra	WW7	20%	0.6	5.5	42	42	5	5
TOETS05 (VT)		x		x		Assignment - MS Word Expert	WW4	15%	0.45	5.5	49	49	5	5

Block / Semester: S2			
CU34568V20	Title: 21st Century Skills IB (b)	Number of study credits: 2	Number of contact hours: 14
	Course manager: D.M. Polinder	Compulsory: yes	Language: English
Conditions for course participation:			
Conditions for test participation:			
<p>Description of course content and learning objectives</p> <p>MS Office (Excel Expert)</p> <p>General learning objective:</p> <ul style="list-style-type: none"> Presenting information in a clear and concise manner by means of a presentation (PP), tables and graphs (Excel) or written text (Word Expert). <p>Specific learning objectives:</p> <ul style="list-style-type: none"> Manage workbook options and settings Manage and format data Create advanced formulas and macros Manage advanced charts and tables <p>PLO's: WW4, WW7</p> <p>Basic Statistics</p> <p>Learning objective:</p> <ul style="list-style-type: none"> Analysing categorical data. Displaying and comparing quantitative data. Summarizing quantitative data. Modelling data distributions. Drawing samples. Calculating probabilities. <p>PLO: WW7</p> <p>Working in Teams</p> <p>Students apply the lessons learned in Q1 and Q2 about co-creation and collaboration.</p> <p>Report Writing</p> <p>Students know what is a complete sentence, a complete paragraph, and they know how to create a text skeleton and use that to write an organised piece of information.</p>			

Study development														
Students are aware of the coherence of the study programme and of the PLOs. They are also capable to reflect on their study performance, using the STARRT-method.														
Compulsory literature:														
Licence GMetrix MOS Practice Tests (to be used the entire year)														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		X		Assignment - Working in teams	WW6, LW10	20%	0.4	5.5	7	7	10	12
TOETS02 (VT)		x		X		Assignment - MS Excel Expert	WW4	20%	0.4	5.5	14	14	16	16
TOETS03 (VT)		x		X		Assignment - Study Development Goals	LW8	20%	0.4	5.5	23	24	27	27
TOETS04 (VT)		x		X		Assignment - Report writing	WW4	20%	0.4	5.5	13	14	16	18
TOETS05 (VT)		x		X		Assignment - Basic Statistics	WW7	20%	0.4	5.5	23	23	27	27

Block / Semester: S1														
CU34526V20	Title: Company Profile					Number of study credits: 3				Number of contact hours: 25 hours				
	Course manager: J.M. Weggemans					Compulsory: yes				Language: English				
Conditions for course participation														
Conditions for test participation:														
Brief description of course content:														
During the classes the student will prepare several company profiles which are presented in a poster. Specified business aspects will be explained and discussed in class. In a workshop collecting data will be trained. The student will visit several companies to get to know the organisation and ask questions. The field trip organised in this block is mandatory. The basic business aspects used for the company profiles will be tested individually on knowledge and understanding with case-related questions.														
Learning objectives:														
At the end of this course, the student can														
1) prepare and present a company profile based on relevant business criteria, using practical observation & interview techniques, showing awareness how the company is positioned in its industry.														
2) effectively collaborate in team which consists of different, sometimes conflicting work attitudes and expectations.														
3) select what information is relevant to compare three different companies, and indicate which information is missing.														
4) describe relevant operational processes, and mention specific strategic issues for a company.														
PLOs: WT1,3; WW6,7;L W11-13; TWM20,22,24														
Compulsory literature:														
Relevant reading material available via Learn														
Test code	Format					Assessment	Content	Weighting		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	Verbal/Written/Other Individually/Group							Factor						
	V	W	O	I	G	Description and type	Linked with learning outcomes	%	ECTS					
TOETS01 (VT)		x		x		Written knowledge test - CompProf Theory	WT1,3; WW6,7; LW11-23; TWM 20, 22, 24	50%	1.5	5.5	3	4	5	6
TOETS02 (VT)	x	x			x	Oral assessment - CompProf Practice	WT1,3; WW6,7; LW11-23; TWM 20, 22, 24	50%	1.5	5.5	3	5	7	9

Block / Semester: S1														
CU34528V20	Title: Economics					Number of study credits: 3					Number of contact hours: 17.5			
	Course manager: I.J. García Sepúlveda					Compulsory: yes					Language: English			
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: The subject of economics and economists have undergone a huge bashing in recent times but despite the bruising from the criticism, there is still something to be learned from the original theories and these contribute to an understanding of 21st - century challenges. Your economics learning path follows the six Can-dos related to consumer perception, competitor behavior, the means of production, interest rates and inflation, business cycles and exchange rates . The structure of the material is one Can-do per week with some flexibility built in. Apart from the first week, you are expected to pre-read the necessary material so that you can participate in the lecture/discussions and work through the problem sets. You are then expected to apply the weekly topic to your company research for a mini-presentation, in preparation for your final presentation.														
Learning objectives: After following this course the student can discuss competently: 1)questions about business cycles 2)questions on exchange rates 3)the implications of means of production 4)the implications of customer perceptions of the product 5)questions on money and interest rates 6)the implications of competitor behavior														
PLOs: WT1-3; WW4,6,7; LW12,13; TWM24														
Compulsory literature: All material prepared by teacher and offered via Learn														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Written knowledge test - Theory test	WT1-3	50%	1.5	5.5	3	4	5	7
TOETS02 (VT)	x				x	Presentation -	WT1-3; WW4,6,7; LW12,13; TWM24	50%	1.5	5.5	2	4	5	5

Block / Semester: S2														
CU34522V22	Title: International Contracting					Number of study credits: 2			Number of contact hours: 14					
	Course manager: V. Yazbek					Compulsory: yes			Language: English					
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: The course will enable students to gain knowledge of and insight into the main concepts of contract law in an international and comparative perspective and to develop skills needed for applying these concepts in global commercial practice. In particular, the course will focus on the following issues: <ul style="list-style-type: none">• Negotiations and pre-contractual duties• Validity of a contract and its interpretation and the effect of supervening events on contracts• Rules related to the diverse types of liabilities• Importantinternational commercial contracts.• Dispute resolution (International Business Context) It will guide students to understand the potential contractual problems in cross border commercial operations and will help them Develop the skills needed to prevent and tackle these potential legal problems.														
Learning objectives: Students will gain proficiency in understanding the impact of proper contract drafting relative to business transactions and risk. They will explore the impact of good contract writing. As a result, they will find themselves well trained to negotiate a contract. They will gain skills in interpreting contract language, translating business into legal concepts and subsequently defend an interest via the means of a contract in a national and international business framework														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimu m score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)		x		x		Portfolio	WW3 and WW7	100 %	2.0	5.5	14	14	16	16

Block / Semester: S2														
CU34632V20	Title: Circular Supply Chains						Number of study credits: 2			Number of contact hours: 14				
	Course manager: R.J. Meijering						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: Students will play a simulation game in this course, called The Blue Connection. It engages participants in the transformation from a linear to a circular value chain by implementing a circular strategy for a virtual e-bike manufacturer.														
Learning objectives: Goals: learn to represent the functional roles of VP Finance, VP Purchasing, VP Supply Chain, and VP Sales. experience the circular way of doing business for a sustainable future. Related to PLOs WT1, WT3, TWM19 and TWM21														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)		x		x		Portfolio -	WT1, WT3, TWM19 and TWM21	100%	2.0	5.5	24	26	27	27

Block / Semester: S1														
CU34000V22	Title: EN01 - Getting Started					Number of study credits: 1.25					Number of contact hours: 11			
	Course manager: R. Jeffery					Compulsory: yes					Language: English			
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: As part of an introductory course the overarching objective is to enable students to understand and access the other courses within the IB programme by building their competence, skills and confidence in understanding business vocabulary and be able to confidently read and understand business texts and communicate the contents and meaning of the article orally. This will involve the learning of relevant business vocabulary, the introduction and reading of business periodicals (building a habit of reading and keeping up to date on the latest business developments), learning the skills of skimming and scanning, reading and understanding business articles, being able to take notes which you will then use to communicate orally communicate in an effective manner. The skills will enable students to better access the courses they are attending and help them to increase their independent personal growth.														
Learning objectives: Students work towards a B1/B2 level according to CEFR. More information can be found on Learn in the section ‘CEFR – Language competence and Codes’ which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr & https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
Compulsory literature: All compulsory literature is available on Learn														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	X			X		Oral assessment - Oral summary of business article	OSP, ORC, RFO, VR, GA, COH	40%	0.5	5.5	44	45	5	6
TOETS02 (VT)		X		X		Written knowledge test -	ORC, RFO, RFIA, VR, VC, GA	40%	0.5	5.5	44	45	5	6
TOETS03 (VT)			X	X		Assignment - Online vocab quizzes	ORC, RFO, RFIA	20%	0.25	5.5	36-42	43	3-4	5

Block / Semester: S1														
CU34001V22	Title: EN02 - Making Contact						Number of study credits: 1.25			Number of contact hours: 11				
	Course manager: R. Jeffery						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content:														
This Making Contact course is focused on being able to read and understand a job description across a wide variety of sectors and be able to competently and confidently discuss these, using a wide range of terminology, with someone you have just met in an engaging and business-like manner, helping to build future networks. It is designed to introduce students to a broad range of different occupations and terminology which they will be able to use and communicate in an engaging manner, building their confidence to step outside their comfort zone and network when meeting people for the first time at business events.														
Students work towards a B1/B2 level according to CEFR. More information can be found on Learn in the section ‘CEFR – Language competence and Codes’ which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr & https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
Compulsory literature: All compulsory literature is available on Learn														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	X				X	Oral assessment - Conversation (pairwork): job description	OSI, C, IE, CS-AFC, SF	50%	1.0	5.5	3	4	16	17
TOETS02 (VT)		X		X		Written knowledge test -	VR, VC, ORC, RFIA, GA, OC	50%	1.0	5.5	3	4	16	17

Block / Semester: S2														
CU34002V22	Title: EN03 - Describing Trends					Number of study credits: 1.25			Number of contact hours: 11					
	Course manager: R. Jeffery					Compulsory: yes			Language: English					
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content:														
<p>This course is designed to strengthen the student’s ability to interpret, understand and comprehensibly describe various types of graphs and charts in a professional manner. This will come in the forms of being able to identify different forms of graphs and charts, describe them, both orally and in writing using language commonly used when describing trends. The lectures are designed to be practical with ongoing formative assessment and feedback of progress to hone and perfect the skills of describing trends for when students have to make presentations throughout their academic and professional life.</p> <p>Students work towards a B1/B2 level according to CEFR. More information can be found on Learn in the section ‘CEFR – Language competence and Codes’ which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr & https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.</p>														
Compulsory literature: All compulsory literature is available on Learn														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		X		X		Written knowledge test - Describing trends - mixed questions	VR, VC, GA, ORC, CR, COH, OC	100%	1.25	5.5	14	15	27	27

Block / Semester: S2														
CU34003V22	Title: EN04 - Presentations-basics						Number of study credits: 1.25			Number of contact hours: 11				
	Course manager: R. Jeffery						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content:														
<p>This block has two main parts; that of a presentation and a listening comprehension assessment. Building on the trends vocabulary from the previous block this course will bring that to practical use in the form of a presentation. The skills of public speaking and specifically presenting findings of company research will be taught, practiced and assessed. This will teach about the important information regarding a company, how to relay that information using ppt/similar technology in an informative and interesting manner that respects the accepted norms of presenting in a professional manner.</p> <p>Students work towards a B1/B2 level according to CEFR. More information can be found on Learn in the section ‘CEFR – Language competence and Codes’ which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr & https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.</p>														
Compulsory literature: All materials provided online or through teacher														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		X		X		Assignment - Listening test	OLC, UIbNS, LA&I, LR&	50%	0.625	5.5	25	25	27	27
TOETS02 (VT)	X			X		Presentation - Basic business Presentation	OSP-AA, SF, COH, TtF, VR, GA	50%	0.625	5.5	24-25	25	27	27

Block / Semester: S2														
CU34535V20	Title: Export Plan					Number of study credits: 4				Number of contact hours: 25 hours				
	Course manager: E.A.H. Veldhuis					Compulsory: yes				Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: You develop an export plan for a real-life company with the systematic 10-step Leeman method and you can identify opportunities and risks involved with the market expansion. In the end you and your team present this plan to the chosen company, considering their market entry option, expected market growth and profitability. Therefore, you will train on working effectively in a project group, which means effective activity planning based on the assignments, effective process control, effective use of the consultancy hours, effective use of the 10-step method, critical processing of data and a critical view on the final plan.														
Learning objectives: At the end of the course, you can: <div><div>1.</div><div>Describe and analyse the company and her business environment using several methods like SWOT, Five Forces, Abell;</div></div> <div><div>2.</div><div>Review the capabilities of the company to expand her market with export activities;</div></div> <div><div>3.</div><div>Formulate two strategic options based on a company description to grow on the international market given the internal capabilities;</div></div> <div><div>4.</div><div>Show that these two options are feasible based on a country analysis, considering legal and supply chain requirements, and considering the entry options the company is familiar with;</div></div> <div><div>5.</div><div>Formulate a SMART marketing goal for the first 5 years;</div></div> <div><div>6.</div><div>Write an export plan to implement the marketing goals, considering physical distribution, organizational and financial requirements;</div></div> <div><div>7.</div><div>Give a presentation to your clients, i.e. the company and the teachers to highlight the selected product, country of origin of the product, the country you plan to export to, mode of entry and relevant financial information and answer questions about your export plan.</div></div>														
PLOs: WW4, WW6, WW7, LW9, LW12, LW13, TWM15, TWM20, TWM22, TWM24														
Compulsory literature: Export Planning, Joris Leeman, 2nd edition, ISBN: 9789043035705														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)		x			x	Assignment - Export Plan	WW4,6,7; LW9,12.13; TWM15, 20, 22,24	100%	4.0	5.5	14	16	19	20

Block / Semester: S2														
CU34536V20	Title: Export Management Theory						Number of study credits: 4			Number of contact hours: 15 hours				
	Course manager: E.A.H. Veldhuis						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content:														
During the classes the export planning steps are explained in theory supported with practical examples. In guest lectures a company provides specific information about its profile, activities and export experiences. Based on the guest-lecture materials students discuss in consultation time specific aspects of marketing, finance and logistics to get a better understand of export in practice.														
Learning objectives:														
At the end of this course, the student can use his knowledge and understanding to														
1. Explain the export planning process and its 4 phases: export policy, export audit, export plan and export roll-out. 2. Mention the drivers for an organisation to expand its activities by exporting. 3. Write a company profile (using Abell's business definition model). 4. Present a strategic option for a company with SWOT and TOWS based on an internal analysis (with the 7S-model) and a business environment analysis (using PESTLE). 5. Specify with various concepts the competitive environment and strategic options for a company with concepts like Porter's five forces, the GE-matrix, Ansoff's growth model and Tracey & Wiersema' value disciplines. 6. Use a specific filter model based on factor scoring to select a potential country to enter for new activities. 7. Describe the supply chain, apply Porter's value chain model and identify key processes to highlight the company's role in the supply chain. 8. Determine for a specific company two relevant export market entry options based on the company's export market strategy. 9. Make a market entry risk analysis for a specified export situation. 10. Write an export marketing plan for a specific company including requirements for physical distribution and logistics (customs, delivery terms and payment terms), organization and finance (sales forecast, p & l statement, cashflow statement, investment plan). 11. Present a roll-out plan with relevant milestones, an optimistic and pessimistic scenario and three critical success factors to support a fallback plan.														
PLOs: WT3, WW6, LW12, TWM18, TWM19, TWM24														
Compulsory literature: Export Planning, Joris Leeman, 2nd edition, ISBN: 9789043035705														
Test code	Format Verbal/Written/Other Individually/Group					Assessment Description and type	Content Linked with learning outcomes	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)		x		x		Written knowledge test - Export Management Theory	WT3; WW6; TWM18,19,24	100%	4.0	5.5	14	15	16	18

Block / Semester: S1														
CU34527V22	Title: Finance					Number of study credits: 2				Number of contact hours: 14				
	Course manager: J. Meijering					Compulsory: yes				Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content:														
Finance is a broad area of expertise. In addition to Management accounting, there are a multi-fold of applications in business that benefit from basic to more higher levels of financial knowledge. In this course we will focus on a selection of topics from these two fields:														
<ul style="list-style-type: none">Financial accounting: the ability to evaluate and to contribute to key accounting summaries (profit & loss account, balance sheet, and cash-flow statement) and to outline how the reporting standards (among which IFRS) influence corporate reportingFinancial Management: the ability to evaluate investment opportunities, and various ways of capital structuring (options to finance a company)														
Every week we will discuss a financial topic, work on a case-study and discuss the techniques and theory behind it. In addition, the student teams will work on a case-study that is part of the final case-based portfolio exam.														
Learning objectives:														
At the end of this course the student can:														
1)identify the main users of financial information and how accounting and finance provide valuable tools to improve decision making for private-sector business														
2)examine the 3 major financial company statements														
3)understand how these contribute towards assessment of the financial position of a business														
PLOs: WW6; TWM18, TWM19, TWM24														
Compulsory literature:														
Accounting and Finance: an Introduction, Harlow: Pearson Education, 9th edition, ISBN: 9781292204482, Cost: €60.00, To be used for other courses in Year 1 and Year 2.														
Test code	Format					Assessment	Content	Weighting		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	Verbal/Written/Other Individually/Group							Factor						
	V	W	O	I	G		Linked with learning outcomes	%	ECTS					
TOETS01 (VT)		x		x		Written knowledge test -	WW6; TWM18, TWM19, TWM24	100%	2.0	5.5	3	3	5	5

Block / Semester: S1														
CU34524V22	Title: Information Literacy					Number of study credits: 3				Number of contact hours: 14				
	Course manager: D.M. Polinder					Compulsory: yes				Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: This course contains the basic for all assignments with a research component throughout your entire study programme. It covers searching for (scientific) sources, quoting, referring to, summarizing and reading scientific sources, searching for the definitions, searching for the findings of different studies.														
Learning objectives: Learning objectives: <ul style="list-style-type: none">▫ Distinguishing between different sources of information.▫ Categorising scientific articles based on the abstract.▫ Assessing the quality of information sources.▫ Consulting databases providing access to various sources of information.▫ Quoting in the target text from various sources of information in line with APA guidelines.▫ Composing a bibliography in compliance with the APA guidelines.														
PLO's:WT1, WW7														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)		x		x		Written knowledge test - Digital test	WT1, WW7	100%	2.0	5.5	44	48	3	7

Block / Semester: S1														
CU34525V20	Title: Intercultural Competence					Number of study credits: 2				Number of contact hours: 7				
	Course manager: P.C. Raas					Compulsory: yes				Language: English				
Conditions for course participation:														
Conditions for test participation: bring a printed version of all Weekly Assignments (=Portfolio) to the exam.														
Brief description of course content:														
In this course, students develop their basic cultural awareness and cultural competence. They will also comfortably and effectively use relevant vocabulary to show and share both their awareness and competence. The course is also aiming at all IBS students from different backgrounds getting acquainted with one another and one another's culture.														
Learning objectives:														
I can create awareness of my own cultural self														
I can describe my own cultural self														
I can collect as many ideas as possible on the many different components of culture														
I can show how the concept of culture, and its components, can be interpreted differently by individuals or groups														
I can explore how features of cultures range from the easily recognisable to the almost imperceptible														
I can develop an awareness of this range														
I can examine the usefulness of cultural briefing for people going to live, work or holiday abroad.														
I can identify the most important elements in cultural briefing														
I can illustrate the existence of stereotypes														
I can explore whether there is any legitimate basis to national stereotyping														
I can recognise the kinds of attitude commonly held towards other cultures														
I can evaluate these attitudes														
I can understand the principles of Hofstede's model for describing corporate cultures														
I can illustrate attitudes and dialogue typical of the dimensions of the Hofstede model														
PLOs: LW11, LW12, LW13, LW14														
Compulsory literature:														
Test code	Format					Assessment	Content	Weighting		Minimum	Planning	Inspection	Resit	Inspection of
	Verbal/Written/Other							Factor						
	Individually/Group						Linked with				week	week	in week	week
	V	W	O	I	G		learning	%	ECTS					
TOETS01 (VT)	x				x	Oral assessment - Speaking test – group discussion	LW11, LW12, LW13, LW14	100%	2.0	5.5	44	44	45	45

Block / Semester: S1			
CU34523V22	Title: Market Research	Number of study credits: 3	Number of contact hours: 25,5
	Course manager: K.L. Ehrie	Compulsory: yes	Language: English
Conditions for course participation:			
Conditions for test participation:			
<p>Brief description of course content:</p> <p>Every day we make decisions. To reduce the risk associated with making these decisions, it is essential to understand the context in which we make them. For businesses and other organizations, this means understanding the market in which business is done. This course specifically discusses the information needed before launching a product on the market.</p> <p>Your primary task in this course is to get acquainted with the size and parts of the market so that you are prepared to dissect and learn it in parts as the year progresses. Market Research for the first year students focuses primarily on: 1) understanding why market research is important, 2) defining the external marketing environment, 3) creating a plan for how to collect needed information 4) examining the market and collecting needed information, 5) summarizing findings. The connection between quality market research and strategic success will be introduced and the highest level of knowledge in this course can be demonstrated by an ability to anticipate the value of the information you have assembled.</p> <p>Entities and phenomena within and which influence the external environment will be evaluated including: customer beliefs and behaviors, suppliers, intermediaries, competitor activities and market share, government policy, pressure groups, the financial community, the internal environment and trends.</p> <p>Learning objectives:</p> <p>At the end of this course students will be able to:</p> <ul style="list-style-type: none"> • Understand why market research is important • Define the external marketing environment • Create a plan for how to collect needed information • Examine the market and collect valid and reliable information • Summarize findings for a defined audience • Understand the connection between quality market research and strategic success • Anticipate the value of the information you have assembled <p>PLOs: WT1; WW4,6,7; LW9; TWM15,17,24</p>			
<p>Compulsory literature:</p> <p>Marketing: Theory, Evidence, Practice, Byron Sharp, 2nd edition, ISBN: 9780195590296, Cost: €65.00, This book will also be used in a second year course. Byron Sharp is Professor of Marketing Science, and Director of the Ehrenberg-Bass Institute at the University of South Australia. His research is supported by corporations around the world.</p>			

Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Written knowledge test -	WT1; WW4,6,7; LW9; TWM15,17,24	50%	2	5.5	44	44	45	46
TOETS02 (VT)			x	x		Assignment - Market research report	WT1; WW4,6,7; LW9; TWM15,17,24	50%	2	5.5	44	45	50	51

Block / Semester: S2														
CU34538V22	Title: SBI Customer Centered Innovation					Number of study credits: 3			Number of contact hours: 20					
	Course manager: I.J. García Sepúlveda					Compulsory: yes			Language: English					
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: Sustainability and customer centered innovation have become core strategic themes for companies when they want to design a new product. In this course you get a taste of working in a small innovation project for a real client in the agricultural sector. Innovative products that have value for the end consumer and produced out of bio based material may help the agricultural sector enhance their position within the value chain. In the course you will be guided step by step through the messy process of designing and testing a great value proposition. Field research into customer values and other entrepreneurial principles (e.g. LEAN Start up) are key in the design process. Individual input in group work is part of the assessment. In a ‘time sheet’ each group keeps track of the time logged per person per task. In the last team meeting, an agreement can be made about sharing the group grade appointing to each member 110%, 100% or 90% of this grade Learning objectives: At the end of this course, you will be able to: <ul style="list-style-type: none">• create a validated customer-centered product idea• incorporate sustainability aspects and customer-centered innovation techniques into the design of a new product• perform semi-structured interviews. PLOs: WT1, 2; WW4, 6; LW12; TWM15, 24														
Compulsory literature: Value Proposition Design, A. Osterwalder, Y. Pigneur, ISBN: 9781118968055, Book to be kept for Year 2, Block 6 and for Student Company.														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)			x	x		Presentation - 3min. film	WT1, 2; WW4, 6; LW12; TWM15, 24	100%	3	5.5	25	25	27	27

Block / Semester: S2														
CU34539V20	Title: Conscious Capitalism (simulation game)					Number of study credits: 3			Number of contact hours: 7					
	Course manager: R.J. Meijering					Compulsory: yes			Language: English					
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: This management game is an online simulation in which different managerial domains are integrated. You learn how to set up a multinational startup company and to take decisions at crucial moments. You'll work as team/company and will compete on the virtual market against other teams/companies. At the end of the game you have to reach your goals. Besides the necessary management concepts that help you steer the company, you will have to think about the steps you want to make concerning price, promotion, image, purchasing and production. After every round you'll receive feedback. This feedback can be used for the following round. Organization Management, HR, Finance, Marketing and Strategy are the main aspects of this game. At the end of the block, your company has to present the final result to the investors, based on a final report. You also have to hand in a weekly memo with your actions, results and the business logic behind your decisions.														
Learning objectives: At the end of this course, the student can 1) apply knowledge from Y1 to take managerial decisions 2) direct a virtual company whilst taking into account price, promotion, image, purchasing and production 3) incorporate feedback on their decisions 4) report to 'investors' 5) explain the (business) logic of the decisions made														
PLOs: WW6,7; LWM12,13; TWM19,20,23,24														
Compulsory literature: Cost: €60.00, Individual software licence for the simulation game "Conscious Capitalism".														
Test code	Format Verbal/Written/Other Individually/Group					Assessment Description and type	Content Linked with learning outcomes	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)			x	x		Portfolio - Boardroom meetings, presentation & report	WW6,7; LWM12,13; TWM19,20,23 ,24	50%	1.5	5.5	various	various	27	27
TOETS02 (VT)			x		x	Portfolio - Presentation and Report	WW6,7; LWM12,13; TWM19,20,23 24	50%	1.5	5.5	24	24	27	27

Block / Semester: S2														
CU34537V20	Title: Sustainable Business Theory						Number of study credits: 2			Number of contact hours: 7				
	Course manager: R.H. Weijjs						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content:														
We address sustainability as strategic issue that companies face and want to find solutions for. Businesses have to look at key patterns and trends in the international business environment and the economy. At the same time, they operate within a global society and natural ecosystem that urge them to transition towards more inclusive value models, including social and environmental capital.														
Running a sustainable business is challenging. Not only do you need to make enough profit to ensure business continuity, you also must take care of continuous adaption to market conditions within a fast changing economic landscape. ' <i>Not the strongest, but the fittest - the most adaptable to change - survive</i> ', according to Charles Darwin. As evolutionary biologist he stumbled upon a principle law of nature in evolution. It's such a fundamental law that even in our 21st century organizations cannot escape it. Otherwise you are out of business. At the same time, businesses have to take the natural environment into account. Otherwise we run out of planet...														
It is this paradox that we will study more in-depth, looking at how global problems shape the business context, though global businesses that operate in our economy in turn have an impact on our natural, social and economical environment.														
Learning objectives:														
<ul style="list-style-type: none">• Explain what Sustainable Development means within the perspective of our human evolution on planet Earth• Identify problems and solutions that we currently face, including how they shape the context for innovations• Discuss the role of business within our society and give argument pro/con different business practices• Critically evaluate the economic model that is used in Western countries and pinpoint flaws in this system• Compare well-being and wealth, and describe to what they mean for personal happiness and quality of life in general														
This course contributes to the PLOs: WT1,3; WW6; LW10,12; TWM24														
Compulsory literature:														
Test code	Format					Assessment	Content	Weighting		Minimum	Planning	Inspection	Resit	Inspection of
	Verbal/Written/Other Individually/Group							Factor						
	V	W	O	I	G		Linked with learning outcomes	%	ECTS		week	week	in week	week
TOETS01 (VT)			X		x	Presentation - Digital Mini Lecture	WT1,3; WW6; LW10,12; TWM24	100%	2.0	5.5	25	25	27	27

2.2.5 IB Core Year 2

Block / Semester: S1														
CU34569V20	Title: 21stC Skills (c), Planning personal projects abroad						Number of study credits: 1			Number of contact hours: 6				
	Course manager: V. Yazbek						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: This 'course' consists of study coach hours PLUS information sessions about the minor abroad and the 3rd Year work placement. Attendance is mandatory, and so is taking notes. Not attending and not knowing about the procedure for both the minor and the work placement means that you may run the risk of not being on the list for the minor abroad or for being assigned a coach for the work placement period.														
Learning objectives: At the end of this course, the student can <i>independently</i> apply correctly for a minor and start well-prepared with the Y3 Work Placement. PLOs: WW6; LW8														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		X		Assignment - Preparation minor	WW6; LW8	50%	0.5	5.5	49	49	5	6
TOETS02 (VT)			x	X		Assignment - Preparation workplacement	WW6; LW8	50%	0.5	5.5	3	3	5	5

Block / Semester: S1														
CU34004V22	Title: Customer-Company Communication (written)						Number of study credits: 2			Number of contact hours: 14				
	Course manager: R. Jeffery						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content:														
This course prepares students to be able to, in writing, professionally deal with customer company relations. It is designed to strengthen students ability to engage, understand, communicate and resolve potential issues companies may have when dealing with both other businesses and individual customers. Over the course students will learn how to write; letters of complaint, disappointing messages everyday correspondence as well as the different and evolving etiquette in writing both formal and informal correspondence.														
Students work towards a B2/C1 level according to CEFR. More information can be found on Learn in the section ‘CEFR – Language competence and Codes’ which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr & https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
Compulsory literature: All compulsory literature is available on Learn														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		X		X		Assignment - Final Written Test Letters	WP, OWI, C, OWP, OC	100%	2.0	5.5	44	45	4	5

Block / Semester: S1														
CU34006V22	Title: Product Pitching & Business meeting skills						Number of study credits: 2			Number of contact hours: 14				
	Course manager: R. Jeffery						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content:														
This course is aligned with and complements the skills students will be putting into practice in Research & Innovation CU34532 (block 2) and Starting a Company CU34557 (block 3). Students will learn how to successfully plan, write, prepare and conduct a 90 second pitch of an idea for starting a company (which they will explore in Research & Innovation). Their idea will be pitched to a select group of ‘dragons’ from both HZ and the wider business community in the Dragon’s Den format. For weeks 6-7 students will begin to learn the theory and vocabulary behind attending business meetings in preparation for block 3 which is aligned with Starting a Company.														
Students work towards a B2/C1 level according to CEFR. More information can be found on Learn in the section ‘CEFR – Language competence and Codes’ which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr & https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
Compulsory literature: All compulsory literature is available on Learn														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	X			X		Oral assessment - 90 sec Pitch	AA	80%	1.6	5.5	50	51	14	15
TOETS02 (VT)		X		X		Assignment - Meeting	SI, OSI, FD	20%	0.4	5.5	3	4	16	17

Block / Semester: S2														
CU34007V22	Title: Business & Shareholder Meeting Skills						Number of study credits: 2			Number of contact hours: 14				
	Course manager: R.Jeffery						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content:														
This course is aligned with and complements the skills students will be putting into practice in Starting a Company CU34557. Students will learn, prepare and practice how to conduct themselves in general business meetings as well as shareholder meetings. This will include the customs and procedures of conducting meetings, the vocabulary associated with undertaking a meeting and how to professionally and courteously convey your views/position to achieve your aims within a given meeting.														
Students work towards a B2/C1 level according to CEFR. More information can be found on Learn in the section ‘CEFR – Language competence and Codes’ which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr & https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
Compulsory literature: All compulsory literature is available on Learn														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	X				X	Oral assessment - Meetings	CS, AC, TF	100%	2.0	5.5	14	15	27	27

Block / Semester: S2

CU34008V22	Title: Presentations - advanced					Number of study credits: 2		Number of contact hours: 14						
	Course manager: R.Jeffery					Compulsory: yes		Language: English						
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content:														
<p>This course builds on presenting skills acquired in the first year to deepen and widen the knowledge and application of students presenting skills to ensure they understand the target audience, how to best engage their audience and to deliver the intended message in a clear and succinct manner. Students will combine the use of technology to present information in a user friendly and easily understandable format with good oratory skills as they prepare to go on their internships.</p> <p>Students work towards a B2/C1 level according to CEFR. More information can be found on Learn in the section ‘CEFR – Language competence and Codes’ which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr & https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.</p>														
Compulsory literature: All compulsory literature is available on Learn														
Test code	Format Verbal/Written/Other Individually/Group					Assessment Description and type	Content Linked with learning outcomes	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	X				X	Presentation -	SP, OSP, AA, VC, SF	100%	2.0	5.5	25	26	27	27

Block / Semester: S1														
CU34531V20	Title: Career, Jobs & Networking						Number of study credits: 2			Number of contact hours: 14				
	Course manager: R.J. Meijering						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: This course serves as preparation for applying for internships and future jobs and gives the student insights in practical ways to build their professional profile and expand their network. The first lecture addressed the trends and developments in the world around us, while the other workshops will be more targeted at your own career development and 'personal branding'. Nowadays it is more important that people can find you online and have a good impression of what you capable of. One or two workshops will be given in cooperation with The Work Zone, which is the HZ internship and employment agency.														
Learning objectives: At the end of this course, the student can 1) understand personal branding 2) know what they are capable of 3) apply for internships and future jobs														
PLOs: WW4; LW8; TWM24														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Portfolio -	WW4; LW8; TWM24	100%	2.0	5.5	44	45	50	51

Block / Semester: S2														
CU34534V20	Title: Customer Relationship Management						Number of study credits: 3			Number of contact hours: 20				
	Course manager: T.H. van Lenthe						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: This course offers an overview of the key competences required by a client-focused organisation. Important topics such as knowledge of the customer, value segmentation and value creation, contact strategies and the interdependency of these topics are addressed. Students acquire knowledge by studying the literature independently and they will search for practical applicability in a case study. In a project team, they create a plan for improving the organisation and making it more customer oriented.														
Learning objectives: At the end of this course, the student can: 1)understand the key competences required by a client-focused organisation 2)apply knowledge about CRM to a practical case														
PLO: TWM16														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Written knowledge test - Theory-test	TWM16	50%	1.5	5.5	25	26	27	27
TOETS02 (VT)			x		x	Assignment - Case report	TWM16	50%	1.5	5.5	25	26	27	27

Block / Semester: S2														
CU34631V22	Title: Legal Operations and Compliance for Business						Number of study credits: 2			Number of contact hours:14				
	Course manager: V. Yazbek						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content:														
Providing students with an overview of the most important international legal issues that are related or can potentially be related to any type of business including their student company														
<ul style="list-style-type: none">• Legal forms of Companies• Legal life of a company (from creation until Liquidation)• Intellectual Property Rights• Data Protection.• Competition Law• Legal Compliance														
Learning objectives:														
<ul style="list-style-type: none">• Highlighting the importance of Corporate Compliance in any kind of business especially in the context of their student company course.• Familiarize students with liability risks of business operations.• Informing them about the legal restrictions for firms operating nationally and/or internationally working in a national and/or internal environment.														
Compulsory literature:														
Test code	Format					Assessment	Content	Weighting		Minimum	Planning	Inspection	Resit	Inspection of
	Verbal/Written/Other Individually/Group							Factor	score					
	V	W	O	I	G		Linked with learning outcomes	%	ECTS		week	week	in week	week
TOETS (VT)		x		x		Portfolio -	WW3, WW7	100%	2.0	5.5	14	14	16	16

Block / Semester: S1														
CU34530V20	Title: Management Accounting					Number of study credits: 3			Number of contact hours: 22					
	Course manager: M. Greijdanus					Compulsory: yes			Language: English					
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: This course will provide you with the basic Management Accounting tools to calculate organizational and team performance and advise management on current and future performance. Using realistic business problems the student will apply the cost-volume-profit analysis, (capital) budgeting, job costing using the AC/DC method, (indirect) costs allocation with the ABC breakdown and variance analysis. It is important to train calculations skills and critical thinking skills to understand what the results mean for the organization performance.														
Learning objectives: At the end of this course the student can: 1) calculate organisational and team performance 2) advise management on current and future performance 3) apply calculation skills														
PLOs: WT3; WW6; LW12; TWM24														
Compulsory literature: Accounting and Finance: an Introduction, Harlow, 9th edition, ISBN: 9781292204482, Cost: €60.00, To be used for other courses in Year 1 and Year 2.														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)	x			x		Oral assessment - Business case based Interview	WT3; WW6; LW12; TWM24	100%	3.0	5.5	44	44	45	46

Block / Semester: S1														
CU34529V20	Title: Organisational Behaviour						Number of study credits: 4			Number of contact hours: 24 hours				
	Course manager: J.M. Weggemans						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: During the Organisational Behaviour (OB) classes the student will learn (more) about and discuss specific topics to analyse how a team in an organisation deals with change, in theory and practice. The practical assignment is done in a group and therefore PLOs ‘ways of working’ and ‘living in the world’ are involved. However, tests are based on testing knowledge & understanding of selected topics.														
Learning Objectives: At the end of this course, the student can: 1) reproduce the meaning of a specified set of Organisational Behaviour (OB) notions for the topics: employee attitude & motivation, groups in an organization, communication, leadership, organizational structure and organizational change 2) recognize these particular notions in simplified case situations and in a practical assignment 3) organize and execute two interviews with employees in a company to collect relevant data related to the selected OB notions 4) describe from a managerial perspective and an operational perspective how a specified group of people is affected by and deals with change00 5) formulate three recommendations for this specified group to deal with future changes														
Compulsory literature: Essentials of Organizational Behavior, Robbins, S.P., Judge, T.A., 14th edition, ISBN: 9 781292 221410, Cost: €64.00, (Mind the ISBN number! Price from Studystore.) Other material is made available via Learn.														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x			x	Assignment - Research report	WT1,3; WW6,7; LW12, 14; TWM 23,24	60%	2.5	5.5	45	46-47	50	51
TOETS02 (VT)		x		x		Written knowledge test - Theory test	WW6,7; LW12,13,14 TWM23,24	40%	1.5	5.5	44	45	3	4

Block / Semester: S1														
CU34533V20	Title: Quantitative Research					Number of study credits: 3			Number of contact hours: 15					
	Course manager: D.M. Polinder					Compulsory: yes			Language: English					
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: The course Quantitative Research preceeds Student Coompany. Students will learn how to create a good survey and how to analyse the results, applying basic statistics. They will also practice visualisation of data in an attractive way. Students must be able to set up a proper survey for researching their SC idea.														
Learning objectives: At the end of this course students will be able to understand the basics of doing quantitative research, analyse outcomes of a survey and visualise these in a business-like way and to have gained knowledge to create a good survey themselves.														
PLOs: WW6,7; TWM24														
Compulsory literature: Cost: €5.00, Material indicated by teacher														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS02 (VT)			x		x	Presentation - Group presentation	WW6, WW7	50%	1.5	5.5	3	3	7	7
TOETS03 (VT)		x		x		Written knowledge test -	TWM24	50%	1.5	5.5	3	6	16	19

Block / Semester: S1														
CU34532V20	Title: Research & Innovation					Number of study credits: 4				Number of contact hours: 17				
	Course manager: K.L. Ehrie					Compulsory: yes				Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: Students will engage in research techniques to understand what problems exist in the marketplace and innovation toward the development of a product or a service that they believe will both solve one of the problems they have identified and is marketable. Students must demonstrate level-appropriate research and analysis skills and satisfactory ability to problem-solve in an innovative way. Pitching skills will used and students will participate in a competition at the end of the block where the best ideas will be chosen for the student company program.														
Learning objectives: At the end of this course students will be able to: Use research techniques to understand what problems and opportunities exist in the marketplace Use structured innovation techniques to develop a marketable product or a service idea in response to identified problems and opportunities Possess level-appropriate research and analysis skills Possess a satisfactory ability to problem-solve in an innovative way Develop and present a business competition product concept pitch PLOs: WT1,2;WW6; LW9,12; TWM15														
Compulsory literature: Marketing: Theory, Evidence, Practice, Byron Sharp, 1st edition, ISBN: 9780195573558, This book is also used in the IB1 core course, "Market Research" Value Proposition Design, A. Osterwalder, Y. Pigneur, ISBN: 9781118968055, This book is also used in IB1 core course "CCI"														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Assignment - Documentation journey to product/idea	WT1,2;WW6; LW9,12; TWM15	50%	2.0	5.5	3	4	5	6
TOETS02 (VT)			x	x		Oral assessment - Dragon's Den	WT1,2;WW6; LW9,12; TWM15	50%	2.0	5.5	51	51	5	5

Block / Semester: S2			
CU34557V20	Title: Student Company Starting a business	Number of study credits: 9	Number of contact hours: 44
	Course manager: K.L. Ehrie	Compulsory: yes	Language: English
Conditions for course participation:			
Conditions for test participation:			
<p>Brief description of course content:</p> <p>Students will engage in a multi-disciplinary approach to creating a plan for investors. Various business models will be discussed and students will be challenged with a short timeline. Knowledge of approaches to creating a business plan and ability to execute on its creation will be tested. Marketing Plan: This course focuses on the planning and implementation activities generally associated with the marketing planning process. Students will craft a strategic marketing plan using research collected about the marketplace and their student company internal environment. Tactics (activities) will be selected that the team agrees will best help them to reach their student company goals. Students must demonstrate an ability to forecast the impact of these activities and predict what outcomes will be achieved (marketing objectives). The marketing plan will become a part of the student company business plan. Student knowledge of theory will be tested at the end of the block. Financial Plan: In this course, student company teams will create an honest financial snapshot of where they are and where they reasonably hope to go, (providing they secure the funding you need) (Cremades, 2018). The end result will be the financial plan for the student company business plan. You will create: a current balance sheet, financial forecast for the business cycle, break-even analysis, cash flow projections, income and expenses, startup costs and funding requests. A funding statement will include repayment schedule, use of funds, and the milestones you expect to achieve by then. Operational Plan: Students will craft a strategic operations plan using research collected. Decisions about operations and processes, supply chain partners and policy that the team agrees will best help them to reach their student company goals will be made. Students must demonstrate an ability to forecast the impact of their decisions and predict what outcomes will be achieved. The operations plan will become a part of the student company business plan. Managerial and Organisational Plan: This course is destined at providing instructions for the section of your business plan that addresses management and organisation. This section will help you to identify the student companies' needs, and demonstrate to investors and other licensing bodies and agencies that the student company is the team to get this job done. It basically shows the team's management and industry experience and who will do what (Cremades, 2018, on forbes.com).</p> <p>Learning objectives:</p> <p>At the end of this course students will be able to:</p> <ul style="list-style-type: none"> Demonstrate entrepreneurial skills Build relationships Show professionalism in a business setting Work within a team Fulfill their student company role Execute on the business plan Adapt to changing circumstances Communicate and conduct themselves in a professional manner <p>PLOs: WT2; WW6; LW9,11-13; TWM15,21, 19, 22 and WW4</p>			
Compulsory literature:			

Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x			x	Assignment - Marketing Plan	TWM15	17%	1.5	5.5	11	11	12	13
TOETS02 (VT)		x			x	Assignment - Operational Plan	TWM21	17%	1.5	5.5	11	11	12	13
TOETS03 (VT)		x			x	Assignment - Financial Plan	TWM19	17%	1.5	5.5	11	11	12	13
TOETS04 (VT)		x			x	Assignment - Managerial Plan	TWM22	17%	1.5	5.5	11	11	12	13
TOETS05 (VT)		x			x	Assignment - Business Plan	WT2, WW6, WW4, LW9, 11, 12, 13	32%	3.0	5.5	12	13	14	15

Block / Semester: S2														
CU34555V20	Title: Student Company Running a business						Number of study credits: 4			Number of contact hours: 8				
	Course manager: K.L. Ehrie						Compulsory: yes			Language: English				
Conditions for course participation: Participated in Starting a Business.														
Conditions for test participation:														
Brief description of course content: Students will be evaluated on their demonstration of entrepreneurial skills, relationship building, and professionalism in a business setting. Students will demonstrate, through multiple weekly touchpoints and the shareholders’ meeting, their ability to: work within a team, fulfill their student company role, execute on the business plan, adapt to changing circumstances, and communicate and conduct themselves in a professional manner.														
Learning objectives: At the end of this course students will be able to: <ul style="list-style-type: none">• Demonstrate entrepreneurial skills• Build relationships• Show professionalism in a business setting• Work within a team• Fulfill their student company role• Execute on the business plan• Adapt to changing circumstances• Communicate and conduct themselves in a professional manner														
PLOs: WT2;WW6; LW9,11-13; TWM16,20,21														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	x			x		Oral assessment - Feedback methods mastery	WW6	20%	1.0	5.5	22-23	n.a.	35	n.a.
TOETS02 (VT)			x	x		Assignment - Progress assessment by Coach	WT2; LW9,11-13; TWM16,20,21	40%	1.5	5.5	20	n.a.	35	n.a.
TOETS03 (VT)			x	x		Assignment - Peer assessment behaviour + contribution	WW6	40%	1.5	5.5	24	n.a.	35	n.a.

Block / Semester: S2														
CU34556V20	Title: Student Company Closing a business						Number of study credits: 2			Number of contact hours: 6				
	Course manager: K.L. Ehrie						Compulsory: yes			Language: English				
Conditions for course participation: Participated in Started a Business and Running a Business														
Conditions for test participation:														
Brief description of course content: Students will be evaluated on their demonstration of successful company performance against their business plan. Students will reflect on their own role and performance within the company and that of their teammates. The submission of a professionally-written and accurate annual report will also assess collaboration and report-writing skills. Professionalism in communication and conduct will be evaluated in the context of interaction with coaches during the liquidation as well as in the final shareholders’ meeting.														
Learning objectives: <ul style="list-style-type: none">At the end of this course students will be able to: Demonstrate successful company performance against their business plan Reflect on their own role and performance within the company and that of their teammates Collaborate Write a professional report Professionally interact with (external) coaches and shareholders PLOs: WW4,6;LW9,11-13; TWM18,21														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x			x	Assignment - Annual Report -	WT1, WW4, LW10	60%	1.2	5.5	24	24	35	37
TOETS02 (VT)			x		x	Presentation - Shareholders' meeting: report on returns - Presentation+Meeting	LW13	20%	0.4	5.5	25	25	35	37
TOETS03 (VT)		x			x	Assignment - Liquidation	TWM18	20%	0.4	5.5	25	26	35	37

Block / Semester: S1														
CU34542V20	Title: Team formation tools						Number of study credits: 1			Number of contact hours: 6				
	Course manager: D.M. Polinder						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: This short but intensive activity is set up to let the students create optimally equilibrated teams for carrying out their Student Company activities in the second half of Year 2. Tools such as DISC, Belbin-like tests, the ' Big Five' and the Rose of Leary will be explained and put into practice. At the end of the workshops the students will have formed mixed yet promising teams, bound by a self-designed 'social contract'. Learning objectives: At the end of this workshop, the student understands what constitutes a good team, with special attention for diversity of teams. The student can: <ul style="list-style-type: none">•explain and work with the presented tools for mapping individual competences•understand which competencies need to be present in a successful team•compose a well-balanced team (within the limitations of an available population)•argue why certain teams work better than others using concepts from the HRM-practice PLOs: LW12; LW14														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)		x		x		Assignment - Participation resulting in profile	LW12 and LW14	100%	1.0	5.5	50	50	2	2

2.2.6 IB Year 3

Block / Semester: S1			
Block / Semester: S2			
CU34796V21	Title: Minor	Number of study credits: 30	Number of contact hours:
	Course manager: P.C. Raas	Compulsory: yes	Language: English
Conditions for course participation:			
Conditions for test participation:			
<p>Brief description of course content:</p> <p>A Minor forms a coherent package of courses and comprises 30 ECTS. It is an addition to your Major, either deepening or broadening your knowledge. You are free to choose any course, but you have to respect the following rules:</p> <p>Business Track: For students who follow the Business Track: You may follow courses taught in any language that you have a good understanding of.</p> <p>Hybrid Track: For students who follow the Hybrid Track: You do your Minor in a country that has the target language (Spanish, French, German, Dutch) as a working language, and your 3rd year internship in any language that you have a good understanding of, or the other way around.</p> <p>Language Track: For students who follow the Language Track: You do your Minor in a country that has the target language (Spanish, French, German, Dutch) as a working language, and your 3rd year internship in the other target language that you study, or the other way around.</p> <p>Contents Business Track: Courses should not be identical to courses that you followed in year 1 or 2 of your home program. Courses must be chosen at Bachelor level, so from the 3rd and/or 4th year program of the receiving institution. If well motivated, you can choose one 1st and one 2nd year course.</p> <p>Contents Hybrid Track: For students who follow the Hybrid Track: You follow all courses taught in Spanish or French or German or Dutch, depending on the country where you will do your Minor. The choice of country is governed by the rule that you do your IB minor in the language that you study at HZ besides English and your 3rd year internship in any language that you have a good understanding of, or the other way around. Courses can be chosen from any year of the receiving institutions' program, but must always be followed in the target language (Spanish, French, German, Dutch), which is an official working language of the country where you will do your Minor. Additionally you must respect the following rule: If the partner University offers a Language course in the target language (Spanish, French, German, Dutch), this course must be part of the study program. It will count for credits only if it is at a higher level than the courses already followed at HZ IB.</p>			

Contents Language Track:

For students who follow the Language Track:

You follow all courses taught in Spanish or French or German or Dutch, depending on the country where you will do your Minor. The choice of country is governed by the rule that you do your IB minor in one of the two languages that you study at HZ besides English and your 3rd year internship in the other language.

Courses can be chosen from any year of the receiving institutions' program, but must always be followed in the target language (Spanish, French, German, Dutch), which is an official working language of the country where you will do your Minor. Courses should however not be identical to courses that you followed in year 1 or 2 of your home program.

Additionally you must respect the following rule: If the partner University offers a Language course in the target language (Spanish, French, German, Dutch), this course must be part of the study program. It will count for credits only if it is at a higher level than the courses already followed at HZ IB.

Procedure

Instructions in class with representative of International Office, attendance mandatory. Blue Form + Learning Agreement + Course descriptions + Letter of Motivation > Study coach > Exam committee for approval

Preconditions

To avoid future study delay, this is P + 30EC from Year 2 and for some destinations, pass for all courses of Business English Y2.

IB-Curriculum Committee may decide otherwise, upon a student's request, depending on personal circumstances.

Compulsory literature:

Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)			x	x		Assignment - Transcript	n.a.	100%	30.0	5.5	various	various	various	various

Block / Semester: S1														
Block / Semester: S2														
CU34790V20	Title: Work Placement A					Number of study credits: 15			Number of contact hours: 2					
	Course manager: J.M. Weggemans					Compulsory: yes			Language: English					
Conditions for course participation: Start semester 5: Year 1 completed + 25 ECTS semester 3; Start semester 6 or later: Year 1 completed + 45 ECTS semester 3 + 4.														
Conditions for test participation: Internship needs to be approved.														
Brief description of course content: Focus first part of the internship is to find you place & role in the organisation, check & update your personal skills, and align expectations with your in-company supervisor(s). During the first 10-11 weeks of the cooperative work placement the student participates in a team, executes well-defined tasks and learns to effectively perform under company supervision in an international organisation. After 10-11 weeks the student evaluates his achievements and based on his reflections the student describes how the learning experience will be transferred to the 2 nd part of the work placement, formulates a new or revised set of learning goals and presents the POA of a light research assignment. 6 learning objectives are selected from: one from Ways of Thinking, one from Ways of Working, two from Ways of Living, two from Working & Management Tools.														
Learning objectives: At the end of this course, the student can: 1)work in a relevant business environment 2)train selected competencies linked to programme learning outcomes (PLOs) 3)plan and execute different assignments and projects for a period of 21 weeks (covering WPI A and B) in close cooperation with the in-company supervisor 4)carry out activities according to a plan 5)adjust a plan when necessary 6)reflect on their achievements and learned skills after evaluating the learning goals based on PLOs and describe how the learning experiences and learned skills might be applied in future (working) situations														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		X		Assignment - 10-week activity plan	WW4,5;LW11-14; TWM15-24	0%	0.0	-	various	various	various	various
TOETS02 (VT)		x		X		Assignment - Interim report	WW4,5;LW11-14; TWM15-24	100%	15.0	5.5	various	various	various	various

Block / Semester: S1														
Block / Semester: S2														
CU34791V20	Title: Work Placement B						Number of study credits: 15			Number of contact hours: 3				
	Course manager: J.M. Weggemans						Compulsory: yes			Language: English				
Conditions for course participation: course CU34790V20 passed														
Conditions for test participation:														
Brief description of course content:														
Focus second part internship is to organize and execute a research that will contribute to the organisation. The POA of this research was published in and approved with the interim report. During the second 10-11 weeks of the cooperative work placement the student participates more independently in the same or other team, executes well-defined tasks taking more responsibility and learns to effectively perform in an international organisation. At the end of the work placement the student reflects on his achievements and describes how the learning experiences can be used in future working and social contexts. In the final report the student also presents the findings of his light research assignment and convincingly shows how his findings were received by the organisation.														
6 learning objectives are selected from: one from Ways of Thinking, one from Ways of Working, two from Ways of Living, two from Working & Management Tools. A learning objective related to PLO WMT 24 is mandatory.														
Learning objectives:														
At the end of this course, the student can:														
1)work in a relevant business environment														
2)train selected competencies linked to programme learning outcomes (PLOs)														
3)plan and execute different assignments and projects for a period of 21 weeks (covering WPI A and B) in close cooperation with the in-company supervisor														
4)carry out activities according to a plan														
5)adjust a plan when necessary														
6)reflect on their achievements and learned skills after evaluating the learning goals based on PLOs and describe how the learning experiences and learned skills might be applied in future (working) situations														
Compulsory literature:														
Test code	Format					Assessment	Content	Weighting		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	Verbal/Written/Other Individually/Group							Factor						
	V	W	O	I	G		Linked with learning outcomes	%	ECTS					
TOETS01 (VT)		x		x		Assignment - Final report	WW4,5;LW11-14; TWM15-24	100%	15.0	5.5	various	various	various	various

2.2.7 IB Core Year 4

Block / Semester: S1			
Block / Semester: S2			
CU34571V21	Title: International Economics	Number of study credits: 3	Number of contact hours: 21
	Course manager: I.J. García Sepúlveda	Compulsory: yes	Language: English
Conditions for course participation: course CU34528V20 passed			
Conditions for test participation:			
<p>Brief description of course content:</p> <p>We are confronted by current affairs on a daily basis. Economic issues, such as tariffs, taxes, government subsidies, labour strikes, public service costs, company failures all inform our lives to some extent. These issues can merely be viewed as a series of single occurrences or can be analysed for cause and effect, thereby providing a theoretical framework for future reference, and then there was Covid-19, an apparently non-economic issue, which has turned our lives upside down.</p> <p>The purpose of this course is to examine economic theories put forward by 7 economists that we can use to explain (or not) some of what is going on all around us today. The course is set against a backdrop of current liberal views and the 'free market' ideas of Adam Smith. We will be able to see that even 100 years ago economists were questioning such ideas and creating models to explain the market failures we, in the 21st century, regard as urgent matters to be solved at an international level, while some of their colleagues continued to defend the supremacy of the old world.</p> <p>International Economics contributes to the IB PLO WT3 – International Business Awareness – analyse patterns in global macro-economic factors and policies that drive international trade and business development.</p> <p>Learning objectives:</p> <p>As for <u>Can-dos</u>, upon completion of this course students will be able to discuss:</p> <ul style="list-style-type: none"> • Comparative advantage and international trade • Negative externalities • Government borrowing • Liquidity in economic downturns • Game theory business solutions • Wage growth • The 21st century doughnut <p>PLOs: WT1-3; WW4,6,7; LW12,13; TWM24</p>			
<p>Compulsory literature:</p> <p>Provided by teacher</p>			

Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		X		X		Written knowledge test -	WT1-3	70%	2.0	5.5	43 14	45 16	5 27	7 28
TOETS02 (VT)	X				X	Presentation -	WT1-3; WW4,6,7; LW12,13; TWM24	30%	1.0	5.5	ongoing	ongoing	45 27	45 27

Block / Semester: S1			
CU34572V22	Title: International Business Consultant	Number of study credits: 19	Number of contact hours:
	Course manager: D.M. Polinder	Compulsory: yes/no	Language: English
Conditions for course participation:			
Conditions for test participation:			
<p>Brief description of course content:</p> <p>This is a course with one test at the end of the semester. The test is for the students to individually write an analysis of and an advice for a given stock listed international company. The credits (ECTS) are only awarded if all elements of the analysis and advice are according to the assessment criteria. In order to be able to pass the course, students must also actively participate and be able to organize their work in an independent manner.</p> <p>In the first half of the semester, students study:</p> <p>GSM / Global Strategic Management</p> <p>The performance of international firms depends critically on the design and implementation of its competitive strategy. This strategy must take account the industry environment facing the firm, the position and likely strategies of the firm's rivals, and the firm's own capabilities and goals. This course provides an intensive survey of the most important techniques and frameworks in the field of business strategy. During the course, we will discuss and investigate theoretical research on strategic topics and apply it to managerial decisions using case studies.</p> <p>HRM/International Human Resource Management</p> <p>Human Resource Management is part of every employee's life, whether they work in an HR-related function or not. A refresher of the main topics in HR is studied first. Then, students in their graduation internship are expected to share real-life cases and with the help of literature and discussion sessions, establish HR-policies of the company they are working in and come to a comparison between the different cases. We will focus on hiring (recruitment), on-boarding (training), assessing and rewarding, and firing. Current issues such as the role of AI, diversity in the workplace and the relation between line management and HR are also addressed.</p> <p>Data Management</p> <p>More and more day-to-day operations in interactions between individuals and businesses process a stream of data. Think about navigating with Google Maps, using social media, online banking, traveling by plane, closing business deals, signing contracts and so on. Innovations like Internet of Things, 5G and blockchain technology will become, if they are not already, a significant part of a company – and they all thrive on data. Within companies the data that are being generated require an enormous effort to being managed, and the possibilities to monetise these data are tremendous. This course will explore these data-related trends, developments and innovations and show examples of current data</p>			

management implementations. We will discuss case studies and work on a course project. We will explore the DAMA-DMBOK2 framework, a worldwide standard for the management of data in international organisations.

Doing In-Company Research

This course aims at assisting students in retrieving their knowledge about doing in-company research, identifying and addressing gaps in that knowledge with the aim of them being ready for performing field research based in-company research themselves.

In a project week (probably week 45), students will study

Supply Chain Management and Finance

During this module you will play The Cool Connection, a cross-functional business simulation game that integrates (Financial) Supply Chain Management theory and practice in a challenging way. You can experience the impact of every decision your team makes, measure your performance against others and receive constant feedback from those leading the simulation. Between rounds, you will reflect on what happened, be introduced to new concepts, and go back to put what you have learned into practice in the next round.

Your team will benefit from the newest insights into Supply Chain Finance in the accompanying theory lectures. Applying these can give you a strategic advantage in the game. The theory sessions offer background information on SCM & Finance from a real-world perspective. We will discuss the need for optimizing the supply chain with new financial instruments and collaborations: Supply Chain Finance. It integrates financial management thinking into SCM. New instruments like (reversed) factoring and dynamic discounting are introduced during the theory lectures and can be applied within the game to your company's advantage.

In the second half of the semester, students will study the following topics

Digital Marketing

In this course students will learn about digital marketing media and their application in a marketing context. The implications of digital media use in the marketing environment will be discussed as will the role of digital marketing within an organization's larger marketing activities. Students will apply their knowledge and critical thinking skills to solve marketing problems presented in case studies and will be assessed on their ability to develop a strategic approach to digital marketing planning in small groups.

International Sales & Sales Management

B2B or "industrial" sales follows specific rules of engagement that differ significantly from the strategies concerning consumer behaviour in the marketing/sales funnel. Learning to cope and manage in this environment is essential to anyone interested in a professional career in international business. Both skills as well as knowledge are addressed. This is accomplished by lectures, guest lectures, cases, and role-play.

Compulsory literature:

Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)		X		X		Portfolio (Portfolio)	TWM15-24	100%	19.0	5.5	2	4	8	10

Block / Semester: S1														
Block / Semester: S2														
CU34780V22	Title: Graduation Internship: Business Research and Advice						Number of study credits: 30			Number of contact hours: 10				
	Course manager: D.M. Polinder						Compulsory: yes			Language: English				
Conditions for course participation: Propedeuse complete Y3 completed incl. repair minor 120 ECs from main phase Block 13 + 14 followed and assessment taken Doing-In-Company-Research course completed														
Conditions for test participation: Defence only if S1-7 complete: 210 ECs except for 1 safety net test; all documents as stated on the Learn-page must have been uploaded to OnStage														
Brief description of course content: The Graduation phase entails an autonomous and complex internship at an internationally operating organisation. During the graduation internship in-company research is performed to bring the knowledge about Business research up to level 3 (see National Framework for IB studies, 2017). The tasks during the graduation internship should relate to one of the five domains of the Working and Management tools (Marketing & Sales, Finance & Accounting, Operations & Supply Chain Management, Organisation & People. For the exact requirements regarding contents and procedures, please refer to the study guide on learn.hz.nl.														
Learning objectives: 1) analyse a complex business problem in an international business setting 2) use adequate research designs 3) recommend an evidence based feasible solution														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)	x	x		x		Assignment - Showcase	WW6, WT1-2, LW8-14, TWM 24, choice of TWM 15-23	100%	30.0	5.5	3 25	3 25	5 27	5 27

2.2.8 Language classes (Language and Hybrid track)

Block / Semester: S1														
CU34341V20	Title: DE01 - German 01						Number of study credits: 2			Number of contact hours:14				
	Course manager: M.M. Kästner						Compulsory: yes			Language: English / German				
Conditions for course participation: This course is for beginners or students who have had only general but no business German.														
Conditions for test participation:														
Brief description of course content: (Business) German level A1 from CEF <ul style="list-style-type: none">Understand and use familiar everyday expressions and very basic phrases aimed at the satisfaction of needs of a concrete type.Introduce yourself and othersAsk and answer questions about personal details such as where you live, people you know and things you haveInteract in a simple way provided the other person talks slowly and clearly and is prepared to help Books chapters 1-5														
Learning Objectives: Students work towards A1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR, VR, GA, VC, PC, OC, COH, SF at A1-level														
Compulsory literature: DaF im Unternehmen Kursbuch A1/A2, Grosser, 2nd edition, Cost: €39.50, Book will be used in all 4 blocks of Y1. Includes online audio and videos. DaF im Unternehmen Übungsbuch A1/A2, Grosser, 2nd edition, Cost: €30.50, Book will be used in all 4 blocks of Y1. Books must be new and unused!!!														
Test code	Format Verbal/Written/Other Individually/Group					Assessment Description and type	Content Linked with learning outcomes	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		X		X		Written knowledge test - Grammar, vocab, writing & reading Ch. 1-5	ORC, OWI, OWP, LR, VR, GA, VC, OC, COH	90%	1.8	5.5	44	46	5	6
TOETS02 (VT)			X	X		Portfolio - Ch. 1-5	ORC, OWI, LR, GA, VC	10%	0.2	5.5	44	46	5	6

Block / Semester: S1														
CU34342V20	Title: DE02 - German 02						Number of study credits: 2			Number of contact hours: 14				
	Course manager: M.M. Kästner						Compulsory: yes			Language: German				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: (Business) German level A1 from CEF <ul style="list-style-type: none">Understand and use familiar everyday expressions and very basic phrases aimed at the satisfaction of needs of a concrete type.Introduce yourself and othersAsk and answer questions about personal details such as where you live, people you know and things you haveInteract in a simple way provided the other person talks slowly and clearly and is prepared to help Books chapters 6-10														
Learning Objectives : Students work towards A1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course. CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR, VR, GA, VC, PC, OC, COH, SF at A1-level														
Compulsory literature: As for DE01 As for DE01														
Test code	Format Verbal/Written/Other Individually/Group					Assessment Description and type	Content Linked with learning outcomes	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	X			X		Oral assessment -	OLC, OSI, OSP, LR, VR, GA, PC, COH, SF	90%	1.8	5.5	3	6	16	17
TOETS02 (VT)			X	X		Portfolio - Ch. 6-10	ORC, OWI, LR, GA, VC	10%	0.2	5.5	3	6	16	17

Block / Semester: S2														
CU34343V20	Title: DE03 - German 03					Number of study credits: 2				Number of contact hours: 14				
	Course manager: M.M. Kästner					Compulsory: yes				Language: German				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: (Business) German Level A2 from CEF Understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, shopping, local geography, employment) Communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters Describe in simple terms aspects of your background, immediate environment and matters in areas of immediate basic need Write simple texts and emails. Books chapters 11-15 Learning Objectives: Students work towards A2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course. CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR, VR, GA, VC, PC, OC, COH, SF at A2-level Compulsory literature: As for DE01 As for DE01														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		X		X		Written knowledge test - Grammar, vocab, write, read Ch. 11-15	ORC, OWI, OWP, LR, VR, GA, VC, OC, COH	90%	1.8	5.5	14	17	25	26
TOETS02 (VT)			X	X		Portfolio - Ch. 11- 15	ORC, OWI, LR, GA, VC	10%	0.2	5.5	14	17	25	26

Block / Semester: S2														
CU34344V20	Title: DE04 - German 04					Number of study credits: 2				Number of contact hours: 14				
	Course manager: M.M. Kästner					Compulsory: yes				Language: German				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: (Business) German Level A2 from CEF Understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, shopping, local geography, employment) Communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters Describe in simple terms aspects of your background, immediate environment and matters in areas of immediate basic need Write simple texts and emails. Books chapters 16 - 20 Learning Objectives: Students work towards A2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course. CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR, VR, GA, VC, PC, OC, COH, SF at A2-level														
Compulsory literature: As for DE01														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)			X	X		Assignment - Listening exam	OLC, ORC, OWI, OWP, VR, GA, VC, OC, COH	90%	1.8	5.5	25	26	27	28
TOETS02 (VT)			X	X		Portfolio - Ch. 16- 20	ORC, OWI, LR, GA, VC	10%	0.2	5.5	25	26	27	28

Block / Semester: S1														
CU34345V21	Title: DE05 - German 05					Number of study credits: 2				Number of contact hours: 14				
	Course manager: M.M. Kästner					Compulsory: yes				Language: German				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: (Business) German Level B1 from CEF <ul style="list-style-type: none">Understands the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc.Deals with most situations likely to arise whilst travelling in an area where the language is spoken Books chapters 1, 3, 4 and part of 2														
Learning Objectives: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course. CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR-GR, VR, GA, VC, PC, OC, COH, SF at B1-level														
Compulsory literature: Same as for DE05														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	X			X		Oral assessment - Telephone conversation Ch 1-4	OLC, OCI, OSP, LR-GR, VR, GA, PC, COH, SP	90%	1.8	5.5	44	46	5	6
TOETS02 (VT)			X	X		Portfolio - Ch. 1,3,4 and part of 2	ORC, OWI, LR, GA, VC	10%	0.2	5.5	44	46	5	6

Block / Semester: S1														
CU34346V21	Title: DE06 - German 06					Number of study credits: 2				Number of contact hours: 14				
	Course manager: M.M. Kästner					Compulsory: yes				Language: German				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: (Business) German Level B1 from CEF <ul style="list-style-type: none">Understands the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc.Deals with most situations likely to arise whilst travelling in an area where the language is spoken Books chapters 6, 7, 8 and part of 5 Learning Objectives: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course. CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR-GR, VR, GA, VC, PC, OC, COH, SF at B1-level														
Compulsory literature: Same as for DE05														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		X		X		Written knowledge test - gramm+vocab Ch 5-8	ORC, OWI, OWP, LR,VR, GA, VA, OC,COH	90%	1.8	5.5	3	6	16	17
TOETS02 (VT)			X	X		Portfolio - Ch. 5 - 8	ORC, OWI, LR, GA, VC	10%	0.2	5.5	3	6	16	17

Block / Semester: S2														
CU34347V22	Title: DE07					Number of study credits: 2			Number of contact hours: 14					
	Course manager: M.M. Kästner					Compulsory: yes			Language: German					
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: (Business) German Level B1/B2 from CEF <ul style="list-style-type: none">Understands the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc.Deals with most situations likely to arise whilst travelling in an area where the language is spoken Books chapters 9-11 and part of 20														
Learning Objectives: The student can communicate in German, level B1CEF, has a command of (Business) vocabulary and grammar, can write job applications, CVs, present a company and hold job interviews. Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR-GR, VR, GA, VC, PC, OC, COH, SF at B1-level														
Compulsory literature: Same as for DE05														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	X			X		Oral assessment - Interview Internship	OLC, OSI, OSP, LR-GR, VR, GA, VC, COH, SF	90%	1.8	5.5	14	17	25	26
TOETS02 (VT)			X	X		Portfolio - Ch. 9, 10, 11, 20	ORC, OWI, LR, GA, VC	10%	0.2	5.5	14	17	25	26

Block / Semester: S2														
CU34348V22	Title: DE08					Number of study credits: 2					Number of contact hours: 14			
	Course manager: M.M. Kästner					Compulsory: yes					Language: German			
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: (Business) German Level B2 from CEF <ul style="list-style-type: none">Understands the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc.Deals with most situations likely to arise whilst travelling in an area where the language is spoken Books chapters 12, 15+16 Learning objectives: Students work towards B2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR, VR, GA, VC, PC, OC, COH, SF at B2-level														
Compulsory literature: Same as for DE05														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		X		X		Written knowledge test - gramm,vocab,mails Ch 12,15,16	ORC, OWI, OWP, LR, VR, GA, VC, OC, COH	90%	1.8	5.5	25	26	27	28
TOETS02 (VT)			X	X		Portfolio - Ch. 12, 15, 16	ORC, OWI, LR, GA, VC	10%	0.2	5.5	25	26	27	28

Block / Semester: S1														
CU34324V22	Title: DE09 - Deutsch 09						Number of study credits: 2			Number of contact hours: 14				
	Course manager: M.M. Kästner						Compulsory: yes			Language: German				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: (Business) German Level B2 from CEF In this course you look back and reflect upon your own year abroad (minor/WPI). Special attention will be given to the production of effective logical structures, appropriate highlighting and developing of significant points and rounding off with an appropriate conclusion. Next to that we revise difficult and new grammar aspects.														
Learning objectives: Students work towards B2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR, VR, GA, VC, PC, OC, COH, SF at B2-level														
Compulsory literature: References to webpages and other material provided by teacher.														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	x			X		Oral assessment - Presentation/ Conversation minor/WPI		40%	0.8	5.5	41	42	5	6
TOETS02 (VT)		x		x		Written knowledge test - grammar		60%	1.2	5.5	44	46	5	6

Block / Semester: S1														
CU34325V22	Title: DE10 - Deutsch 10					Number of study credits: 2				Number of contact hours: 14				
	Course manager: M.M. Kästner					Compulsory: yes				Language: German				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: (Business) German Level B2 from CEF In this course we review correct email language in various situations and answer adequately to a variety of inquiries, requests and complaints. Next to that we train various welcoming situations.Tourism vocabulary is part of this course.														
Learning objectives: Students work towards B2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR, VR, GA, VC, PC, OC, COH, SF at B2-level														
Compulsory literature: References to webpages and other material provided by teacher.														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)			x	x		Assignment - Writing emails and welcoming language	ORC, OWI, OWP, LR, VR, GA, VC, OC, COH	100%	2.00	5.5	3	4	5	6

Block / Semester: S1														
CU34304V22	Title: ES01 - Spanish 1					Number of study credits: 2			Number of contact hours: 14					
	Course manager: M. Minuesa Moya					Compulsory:yes/ no			Language: English					
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: <ul style="list-style-type: none">Understand and use familiar everyday expressions and very basic phrases aimed at the satisfaction of needs of a concrete type.Introduce yourself and othersAsk and answer questions about personal details such as where you live, people you know and things you haveInteract in a simple way provided the other person talks slowly and clearly and is prepared to help <p>This course covers the first 3 chapters of the book <i>Meta profesional 1</i>.</p> <p>Learning objectives:</p> <p>This course provides entry-level Spanish language training. Students work toward the attainment of General Spanish CEFR level A1</p> <p>More information can be found on Learn in the section 'CEFR -Language competence & Codes' which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.</p>														
Compulsory literature: Meta Profesional 1, Edición Internacional, versión digital, ISBN: 978 94 6293 7550, Cost: €41.00														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)			x	x		Portfolio - Continuous Assessment	OLC, ORC, OWI, OWP, LR, VR, GA, VC, OC, COH	10%	0.2	5.5	44	45	5	6
TOETS02 (VT)		x		x		Written knowledge test - Grammar and vocabulary	ORC, OWI, OWP, LR, VR, GA, OC, COH	90%	1.8	5.5	44	45	5	6

Block / Semester: S1														
CU34302V20	Title: ES02 - Spanish 2					Number of study credits: 2				Number of contact hours: 14				
	Course manager: M. Minuesa Moya					Compulsory: yes				Language: English				
Conditions for course participation: course CU34304V20 attended														
Conditions for test participation:														
Brief description of course content: <ul style="list-style-type: none">Understand and use familiar everyday expressions and very basic phrases aimed at the satisfaction of needs of a concrete type.Introduce yourself and othersAsk and answer questions about personal details such as where you live, people you know and things you haveInteract in a simple way provided the other person talks slowly and clearly and is prepared to help This course covers chapters 4 and 5 of the book Meta profesional 1.														
Learning objectives: This course provides entry-level Spanish language training for students who have completed "Spanish 1." Students work toward the attainment of General Spanish CEFR level A1. More information can be found on Learn in the section 'CEFR -Language competence & Codes' which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
Compulsory literature: Meta Profesional 1, Edición Internacional, versión digital, ISBN: 978 94 6293 7550, Cost: €41.00														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Written knowledge test -	ORC, OWI, OWP, LR, VR, GA, OC, COH	90%	1.8	5.5	3	4	16	17
TOETS02 (VT)			x	x		Portfolio -	OLC, ORC, OWI, OWP, LR, VR, GA, VC, OC, COH	10%	0.2	5.5	3	4	16	17

Block / Semester: S2														
CU34331V22	Title: ES03 - Spanish 03					Number of study credits: 2				Number of contact hours: 14				
	Course manager: M. Minuesa Moya					Compulsory: yes				Language: English				
Conditions for course participation: course CU34302V20 attended														
Conditions for test participation:														
Brief description of course content: <ul style="list-style-type: none">Understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, shopping, local geography, employment)Communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine mattersDescribe in simple terms aspects of your background, immediate environment and matters in areas of immediate basic need This course covers chapters 6-8 of the book Meta profesional 1.														
Learning objectives: This course provides Spanish language training for students who have completed "Spanish 2." Students work toward the attainment of General Spanish CEFR level A2. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
Compulsory literature: Meta Profesional, digital version ISBN: 978 94 6293 7550, Cost: €41.00, Same as ES01 and ES02														
Test code	Format <i>Verbal/Written/Other</i> <i>Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Assignment - Digital Assignment	ORC, OWI, OWP, VR, GA, OC, COH	30%	0.6	5.5	14	15	27	28
TOETS02 (VT)	x			x		Oral assessment -	OLC, OSI, OSP, GR, VR, GA, VC, PC, COH, SF	70%	1.4	5.5	14	15	27	28

Block / Semester: S2														
CU34332V22	Title: ES04 - Spanish 04					Number of study credits: 2			Number of contact hours: 14					
	Course manager: M. Minuesa Moya					Compulsory: yes			Language: English					
Conditions for course participation: course CU34331V20 attended														
Conditions for test participation:														
Brief description of course content:														
This course provides Spanish language training for students who have completed "Spanish 3." Students work toward the attainment of General Spanish CEF level A2 which includes the following: <ul style="list-style-type: none">Understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, shopping, local geography, employment)Communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine mattersDescribe in simple terms aspects of your background, immediate environment and														
Learning objectives:														
This course provides Spanish language training for students who have completed "Spanish 3." Students work toward the attainment of General Spanish CEFR level A2. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
Compulsory literature:														
Meta profesional, digital version. ISBN: 978 94 6293 7550, Cost: €41.00, Same as ES01 and ES02														
Test code	Format					Assessment	Content	Weighting		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	Verbal/Written/Other Individually/Group							Factor						
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Assignment - Written assignment	ORC, OWI, OWP, VR, GA, VC, OC, COH	50%	0.8	5.5	25	26	27	28
TOETS02 (VT)	x			x		Oral assessment - Oral	OSI, OSP, VR, GA, VC, PC, COH, SF	50%	1.2	5.5	25	26	27	28

Block / Semester: S1														
CU34310V20	Title: ES05 - Spanish 5					Number of study credits: 2				Number of contact hours: 14				
	Course manager: M. Minuesa Moya					Compulsory: yes				Language: English				
Conditions for course participation: course CU34332V20 attended														
Conditions for test participation:														
Brief description of course content:														
Content:														
This course provides intermediate Spanish language training for business use and is for students who have completed "Spanish 4." Students work toward the attainment of Spanish CEF level B1 which includes the following:														
<ul style="list-style-type: none">• Deal with most situations likely to arise whilst travelling in an area where the language is spoken• Understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, business, etc.• Produce simple connected text on topics which are familiar or business interest• Describe experiences and events, dreams, hopes and ambitions and briefly give reasons and explanations for opinions and plans														
This course covers chapters 1 and 2 of the book Meta profesional 2.														
Learning objectives:														
Prepare the student for a minor or work placement in Spain in Y3. Students work toward the attainment of General Spanish CEFR level B1.														
More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
Compulsory literature:														
Meta profesional 2 (Edición internacional), Intertaal Libro del alumno (para las clases), ISBN: 978 94 6030 9496, Cost: €50.00														
Meta Profesional 2, Edición internacional, (Intertaal) Libro de ejercicios (portfolio), ISBN: 978 94 6030 9502, Cost: €0.00														
Test code	Format					Assessment	Content	Weighting		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	Verbal/Written/Other Individually/Group							Factor						
	V	W	O	I	G		Linked with learning outcomes	%	ECTS					
TOETS01 (VT)		x		X		Written knowledge test - Written test	ORC, OWI, GR, VR, GA, OC, COH	90%	1.8	5.5	44	45	5	6
TOETS02 (VT)			x	X		Portfolio - Portfolio	OLC, ORC, OWI, GR, VR, GA, OC, COH	10%	0.2	5.5	44	45	5	6

Block / Semester: S1														
CU34311V22	Title: ES06 - Spanish 6						Number of study credits: 2			Number of contact hours: 14				
	Course manager: M. Minuesa Moya						Compulsory: yes			Language: English				
Conditions for course participation: course CU34310V20 attended														
Conditions for test participation:														
Brief description of course content: This course provides intermediate Spanish language training for business use and is for students who have completed "Spanish 5." Students work toward the attainment of Spanish CEF level B1 which includes the following: <ul style="list-style-type: none">• Understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc.• Deal with most situations likely to arise whilst travelling in an area where the language is spoken• Produce simple connected text on topics which are familiar or of personal interest• Describe experiences and events, dreams, hopes and ambitions and briefly give reasons and explanations for opinions and plans This course covers chapters 3 and 4 of the book Meta profesional 2.														
Learning objectives: Prepare the student for a minor or work placement in Spain in Y3. Students work toward the attainment of General Spanish CEFR level B1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
Compulsory literature: Meta profesional 2 (Edición internacional), Intertaal, ISBN: 978 94 6030 9496 Libro de ejercicios (portfolio), ISBN: 978 94 6030 9502														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	x			X		Oral assessment - Oral	OLC, OSI, OSP, OWP, LR, VR, GA, VC, OC, COH, SF	70%	1.4	5.5	3	4	16	17
TOETS02 (VT)		x		x		Assignment - Digital Assignment	ORC, OWI, GR, VR, GA, OC, COH	30%	0.6	5.5	3	4	16	17

Block / Semester: S2														
CU34337V20	Title: ES07 - Spanish 7						Number of study credits: 2			Number of contact hours: 14				
	Course manager: M. Minuesa Moya						Compulsory: yes			Language: English				
Conditions for course participation: course CU34311V20 attended														
Conditions for test participation:														
Brief description of course content: This course provides intermediate Spanish language training for business use and is for students who have completed "Spanish 6." Students work toward the attainment of Spanish CEF level B1 which includes the following: <ul style="list-style-type: none">• Understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc.• Deal with most situations likely to arise whilst travelling in an area where the language is spoken• Describe and produce experiences and events, dreams, hopes and ambitions and briefly give reasons and explanations for opinions and plans * Produce connected texts on topics concerning business events This course covers chapters 5 and 6 of the book Meta profesional 2.														
Learning objectives: Prepare the student for a minor or work placement in Spain in Y3 Students work toward the attainment of General Spanish CEFR level B1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
Compulsory literature: Meta profesional 2 (Edición internacional), Intertaal Libro del alumno (para las clases), ISBN: 978 94 6030 9496, Cost: €50.00 Libro de ejercicios (portfolio), ISBN: 978 94 6030 9502, Cost: €0.00														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Written knowledge test -	ORC, OWI, OWP, GR, VR, GA, VC, OC, COH	90%	1.8	5.5	14	15	27	28
TOETS02 (VT)			x	x		Portfolio -	OLC, ORC, OWI, OWP, VR, OC, COH	10%	0.2	5.5	14	15	27	28

Block / Semester: S2														
CU34338V22	Title: ES08 - Spanish 8					Number of study credits: 2			Number of contact hours: 14					
	Course manager: M. Minuesa Moya					Compulsory: yes			Language: English					
Conditions for course participation: course CU34337V20 attended														
Conditions for test participation:														
Brief description of course content: This course provides intermediate Spanish language training for business use and is for students who have completed "Spanish 7." Students work toward the attainment of the following: <ul style="list-style-type: none">Understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, business, etc.Deal with most situations likely to arise whilst travelling in an area where the language is spokenDescribe and produce experiences and events, dreams, hopes and ambitions and briefly give reasons and explanations for opinions and plans* Produce connected texts on topics concerning business events This course covers chapters 7 and 8 of the book Meta profesional 2.														
Learning objectives: Prepare the student for a minor or work placement in Spain in Y3 More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
Compulsory literature: Meta profesional 2, Edic. Internacional. Libro del alumno, ISBN: 9789460309496 Meta profesional 2, Edic. Internacional. Libro de ejercicios, ISBN: 9789460309502														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	x			x		Oral assessment -	OLC, OSI, OSP, VR, GA, VC, PC, COH, SF	50%	1	5.5	25	26	27	28
TOETS02 (VT)		x		x		Written knowledge test -	ORC, OWI, OWP, VR, GA, VC, OC, COH	50%	1	5.5	25	26	27	28

Block / Semester: S1														
CU34316V22	Title: ES09 - Español professional					Number of study credits: 2				Number of contact hours: 14				
	Course manager: M. Minuesa Moya					Compulsory: yes				Language: English				
Conditions for course participation: course CU34338V20 attended														
Conditions for test participation:														
Brief description of course content: This 4th-year course, Español Profesional, is a follow-up course of the first-and second-year Spanish courses (ES1-8). This course further develops communicative and professional reading and writing skills. Lectures provide support and training in B2-level grammar. Students write articles, letters and emails for both practice and assessment.														
Learning objectives: Students work toward the attainment of General Spanish CEFR level B2. More information can be found on Learn in the section 'CEFR -Language competence & Codes' which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Written knowledge test - Grammar	ORC, OWI, OWP, LR, VR, GA, VC, OC, COH	50%	1.0	5.5	44	45	5	6
TOETS02 (VT)		x		x		Assignment -	ORC, OWI, OWP, LR, VR, GA, VC, OC, COH	50%	1.0	5.5	44	45	5	6

Block / Semester: S1														
CU34317V22	Title: ES10 - Español comercial					Number of study credits: 2				Number of contact hours: 14				
	Course manager: M. Minuesa Moya					Compulsory: no				Language: English				
Conditions for course participation: course CU34316V20 attended														
Conditions for test participation:														
Brief description of course content: This 4th-year course, Español Comercial, is a follow-up course of the first- and second-year Spanish courses (ES1-8). This course further develops communicative and professional listening and conversation skills. Lectures provide support and training in speaking and listening skills at B2-level. Students will complete a number of speaking and listening tasks including pitches, interviews and short presentations. There are two oral exams: one presentation and one individual interview.														
Learning objectives: Students work toward the attainment of General Spanish CEFR level B2. More information can be found on Learn in the section 'CEFR -Language competence & Codes' which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	x			x		Presentation -	OLC, OSI, OSP, VR, GA, VC, PC, COH, SF	50%	1.0	5.5	3	4	16	17
TOETS02 (VT)	x			x		Oral assessment - Interview	OLC, OSI, OSP, VR, GA, VC, PC, COH, SF	50%	1.0	5.5	3	4	16	17

Bloc / Semester: S1														
CU34303V21	Title: FR01 - Français de base 1						Number of study credits: 2			Number of contact hours: 14				
	Course manager: P.C. Raas						Compulsory: yes			Language: English / French				
Conditions for course participation: This course is for students who already studied French for at least 200 hours.														
Conditions for test participation:														
Brief description of course content: This course will offer you simple communicative situations. Oral and written Language Tasks will invite you to display your language skills in authentic, recognizable situations (meeting people / spending a holiday in Zeeland with a French speaking friend). During the lessons the instructor will regularly give feedback on Tasks that have been made and provide you with useful grammatical and idiomatic information that you need to be successful in completing the oral exam.														
Learning objectives: This course provides basic level French training														
Students work towards A2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
CEF codes IB Test 1: OLC, OSI, VR, GA, VC, PC, COH Test 2: OWP, OWI, LR, GA, VC														
Compulsory literature: Grammaire progressive du Français, niveau débutant, Maïa Grégoire, ISBN: 9782090339734 Grammaire progressive du Français, niveau débutant - Corrigé, Maïa Grégoire, ISBN: 9783125298699														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	x			x		Oral assessment - Speaking Test	OLC, OSI, VR, GA, PC, COH	90%	1.8	5.5	44	46	5	7
TOETS02 (VT)		x		x		Portfolio - Portfolio	OWP, OWI, LR, GA, VC	10%	0.2	5.5	42	46	2	6

Block / Semester: S1														
CU34305V21	Title: FR02 - Français de base 2						Number of study credits: 2			Number of contact hours: 14				
	Course manager: P.C. Raas						Compulsory: yes			Language: English / French				
Conditions for course participation: This course provides basic level French training (A2*) for students who already studied French for some 200 hours and/or FR01.														
Conditions for test participation:														
Brief description of course content: This course will offer you simple communicative situations. Oral and written Language Tasks will invite you to display your language skills in authentic, recognizable situations (internship at the CCIP-Paris / organising a business outing). During the lessons the instructor will regularly give feedback on Tasks that have been made and provide you with useful grammatical and idiomatic information that you need to be successful in completing the oral exam.														
Learning objectives: Students work towards A2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course. This course provides basic level French training (A2*) for students who already studied French for some 200 hours and/or FR01.														
CEF codes IB: Test 1: OLC, OSI, OSP, VR, GA, VC, PC, COH, SF Test 2 :OWP, OWI, LR, GA, VC														
Compulsory literature: Grammaire progressive du Français, niveau intermédiaire, Maia Grégoire, 2nd edition, ISBN: 9789462939004, Cost: €27.25, To be used in the rest of year 1 and year 2 Grammaire progressive du Français, niveau intermédiaire - corrigés, Maia Grégoire, 2nd edition, ISBN: 9782090381047, Cost: €12.75, To be used in the rest of year 1 and year 2														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	x			x		Oral assessment - Speaking Test	OLC, OSI, OSP, VR, GA, PC, COH,	90%	1.8	5.5	3	5	16	18
TOETS02 (VT)		x		x		Portfolio -	OWP, OWI, LR, GA, VC	10%	0.2	5.5	2	5	13	16

Block / Semester: S2														
CU34333V21	Title: FR03 - Français de base 3					Number of study credits: 2			Number of contact hours: 14					
	Course manager: P.C. Raas					Compulsory: yes			Language: English / French					
Conditions for course participation: This course provides basic level French training (A2*) for students having followed FR01 and FR02														
Conditions for test participation:														
Brief description of course content: This course will offer you simple communicative situations. Oral and written Language Tasks will invite you to display your language skills in authentic, recognizable situations (doing a feasibility study and organising a student trip to IPAC-Annecy). During the lessons the instructor will regularly give feedback on Tasks that have been made and provide you with useful grammatical and idiomatic information that you need to be successful in completing the written exam.														
Learning objectives: Students work towards A2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
CEF codes IB: Test 1: OLC, OWI, OWP, VR, GA, VC, OC, COH Test 2: OWP, OWI, LR, GA, VC														
Compulsory literature: Grammaire progressive du Français, niveau intermédiaire, Maïa Grégoire, 2nd edition, ISBN: 9789462939004, Cost: €27.25, To be used in the rest of year 1 and year 2 Grammaire progressive du Français, niveau intermédiaire - corrigés, Maïa Grégoire, 2nd edition, ISBN: 9782090381047, Cost: €12.75, To be used in the rest of year 1 and year 2														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Written knowledge test -	ORC, OWI, OWP, VR, GA, OC, COH	90%	1.8	5.5	14	16	25	27
TOETS02 (VT)		x		x		Portfolio -	OWP, OWI, LR, GA, VC	10%	0.2	5.5	13	16	24	27

Block / Semester: S2														
CU34334V21	Title: FR04 - Français de base 4						Number of study credits: 2		Number of contact hours: 14					
	Course manager: P.C. Raas						Compulsory: yes		Language: English / French					
Conditions for course participation: This course provides basic level French training (A2*) for students having followed FR01 and FR02 and FR03. This course cannot be followed separately.														
Conditions for test participation:														
Brief description of course content: This course will offer you simple communicative situations. Oral and written Language Tasks will invite you to display your language skills in authentic, recognizable situations (destination study for a cruise company). During the lessons the instructor will regularly give feedback on Tasks that have been made and provide you with useful grammatical and idiomatic information that you need to be successful in completing the oral exam.														
Learning objectives: Students work towards A2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
CEF codes IB Test 1-OLC, OSI, OSP, VR, GA, VC, PC, COH, SF Test 2- OWP, OWI, LR, GA, VC														
Compulsory literature: Grammaire progressive du Français, niveau intermédiaire, Maia Grégoire, 2nd edition, ISBN: 9789462939004, Same as for FR02 Grammaire progressive du Français, niveau intermédiaire - corrigés, Maia Grégoire, 2nd edition, ISBN: 9782090381047, Same as for FR02														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	x			x		Oral assessment - Speaking test (10 min)	OLC, OSI, OSP, VR, GA, VC, PC, COH	90%	1.8	5.5	25	26	27	28
TOETS02 (VT)		x		x		Portfolio -	OWP, OWI, LR, GA, VC	10%	0.2	5.5	24	26	27	28

Block / Semester: S1														
CU34312V21	Title: FR05 - Français professionnel 1					Number of study credits: 2			Number of contact hours: 14					
	Course manager: P.C. Raas					Compulsory: yes			Language: French					
Conditions for course participation: This course provides a French language training at iontermediate level for students having studied French in the first year (FR01-FR04).														
Conditions for test participation:														
Brief description of course content: This course will offer you communicative challenges in professional situations. Oral and written Language Tasks will invite you to display your language skills in authentic, recognizable situations (Product presentation at a B2B fair). During the lessons the instructor will regularly give feedback on Tasks that have been made and provide you with useful grammatical and idiomatic information that you need to be successful in completing the oral exam.														
Learning objectives: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
CEF codes IB Test 1-OLC, OSI, OSP, VR, GA, PC, COH, SF Test 2-OWP, OWI, LR, GA, VC														
Compulsory literature: Grammaire progressive du français- niveau intermédiaire, Maïa Grégoire, 2nd edition, ISBN: 9789462939004, Same as for FR02 Grammaire progressive du français- niveau intermédiaire – Corrigés, Maïa Grégoire, 2nd edition, ISBN: 9782090381047, Same as for FR02														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	x			x		Oral assessment - Speaking Test	OLC, OSI, OSP, VR, GA, PC, COH, SF	90%	1.8	5.5	44	46	5	7
TOETS02 (VT)		x		x		Portfolio -	OWP, OWI, LR, GA, VC	10%	0.2	5.5	42	46	2	6

Block / Semester: S1														
CU34313V21	Title: FR06 - Français professionnel 2						Number of study credits: 2			Number of contact hours: 14				
	Course manager: P.C. Raas						Compulsory: yes			Language: French				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: This course will offer you communicative challenges in professional situations. Oral and written Language Tasks will invite you to display your language skills in authentic, recognizable situations (selling a product). During the lessons the instructor will regularly give feedback on Tasks that have been made and provide you with useful grammatical and idiomatic information that you need to be successful in completing the written exam.														
Learning objectives: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
CEF codes IB: Test 1-OWI, VR, GA, PC, COH Test 2-OWP, OWI, LR, GA, VC														
Compulsory literature: Grammaire progressive du Français, niveau intermédiaire, Maïa Grégoire, 2nd edition, ISBN: 9789462939004, Same as for FR02 Grammaire progressive du Français, niveau intermédiaire - corrigés, Maïa Grégoire, 2nd edition, ISBN: 9782090381047, Same as for FR02														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Written knowledge test - Writing Test	OWI, VR, GA, PC, COH	90%	1.8	5.5	3	5	16	18
TOETS02 (VT)		x		x		Portfolio -	OWP, OWI, LR, GA, VC	10%	0.2	5.5	2	5	13	16

Block / Semester: S2														
CU34340V21	Title: FR07 - Français professionnel 3						Number of study credits: 2			Number of contact hours: 14				
	Course manager: P.C. Raas						Compulsory: yes			Language: French				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: This course will offer you communicative challenges in professional situations. Oral and written Language Tasks will invite you to display your language skills in authentic, recognizable situations (job / internship interview). During the lessons the instructor will regularly give feedback on Tasks that have been made and provide you with useful grammatical and idiomatic information that you need to be successful in completing the oral exam.														
Learning objectives: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
CEF codes IB: Test 1-OLC, OSI, OSP, VR, GA, PC, COH, SF Test 2-OWP, OWI, LR, GA, VC														
Compulsory literature: Same as for FR02 Same as for FR02														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	x			x		Oral assessment - Oral (10 min)	OLC, OSI, OSP, VR, GA, PC, COH, SF	90%	1.8	5.5	14	16	27	27
TOETS02 (VT)		x		x		Portfolio -	OWP, OWI, LR, GA, VC	10%	0.2	5.5	13	16	24	27

Block / Semester: S2														
CU34339V21	Title: FR08 - Français professionnel 4						Number of study credits: 2			Number of contact hours: 14				
	Course manager: P.C. Raas						Compulsory: yes			Language: French				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: This course will offer you communicative challenges in professional situations. Oral and written Language Tasks will invite you to display your language skills in authentic, recognizable situations (cultural issues in every life). During the lessons the instructor will regularly give feedback on Tasks that have been made and provide you with useful grammatical and idiomatic information that you need to be successful in completing the oral exam.														
Learning objectives: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
CEF codes IB: Test 1-OLC, OSI, OSP, VR, GA, PC, COH, SF Test 2-OWP, OWI, LR, GA, VC														
Compulsory literature: Same as for FR02 Same as for FR02														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	x				x	Oral assessment - Speaking test	OLC, OSI, OSP, VR, GA, PC, COH, SF	90%	1.8	5.5	25	26	27	28
TOETS02 (VT)		x		x		Portfolio -	OWP, OWI, LR, GA, VC	10%	0.2	5.5	24	26	27	28

Block / Semester: S1														
CU34318V20	Title: FR09 - Français professionnel 5						Number of study credits: 2			Number of contact hours: 14				
	Course manager: P.C. Raas						Compulsory: yes			Language: French				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: This course will mainly focus on written production of French. Special attention will be given to grammar, and formal correctness in business correspondence will be developed. The main topic is "la mise en valeur".														
Learning objectives: Students work towards B2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
CEF codes IB: Test 1-ORC, VR, GA, OC Test 2-ORC, OWI, OWP, VR, GA, VC, OC, COH														
Compulsory literature: Grammaire progressive du français- niveau intermédiaire, ISBN: 9782090338485 Grammaire progressive du français- niveau intermédiaire - Corrigés, ISBN: 9789054514213														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Written knowledge test - Grammaire	ORC, VR, GA, OC	50%	1.0	5.5	44	46	5	7
TOETS02 (VT)		x		x		Written knowledge test - Correspondance	ORC, OWI, OWP, VR, GA, VC, OC, COH	50%	1.0	5.5	3	5	5	7

Block / Semester: S1														
CU34319V20	Title: FR10 - Français professionnel 6						Number of study credits: 2			Number of contact hours: 14				
	Course manager: P.C. Raas						Compulsory: yes			Language: French				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: This course will focus on spoken production of French. You look back and reflect upon your own year abroad (internship/Minor). Cultural differences will be discussed. In presentations, special attention will be given to the production of effective logical structures, appropriate highlighting and developing of significant points and rounding off with an appropriate conclusion.														
Learning objectives: Students work towards B2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.														
CEF codes IB: Test 1-OLC, OSI, OSP, VR, GA, VC, PC, COH, SF Test 2- OLC, OSI, OSP, VR, GA, VC, PC, COH, SF														
Compulsory literature: Same as for FR09 Same as for FR09														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)	x			x		Presentation - Présentation (45min)	OLC, OSI, OSP, VR, GA, VC, PC, COH, SF	50%	1.0	5.5	Ongoing 50-51-2-3	Ongoing	5	5
TOETS02 (VT)	x			x		Oral assessment - Interview (12min)	OLC, OSI, OSP, VR, GA, VC, PC, COH, SF	50%	1.0	5.5	Ongoing 3-5	Ongoing	5	5

Block / Semester: S1														
CU34300V21	Title: NL01 - Dutch 1						Number of study credits: 2			Number of contact hours: 14				
	Course manager: A. Hamelink-Popescu						Compulsory: yes			Language: Dutch English				
Conditions for course participation:														
Conditions for test participation: The student can only take TOETS01 if he/she has passed TOETS02 and TOETS03.														
Brief description of course content: This course provides entry-level Dutch training for non-domestic students (non-native speaking) at the HZ. At the end of this course you will be able to have simple conversations in Dutch. Students attend 2 x 1 hour of class each week for 7 weeks. Approximately 40 hours of independent study are necessary to pass this course. This course covers the first 5 chapters of the book <i>Start.nl 1</i> . Via the required course materials you have access to (online) exercises. These are used to train your listening comprehension and pronunciation. The instructor provides grammar, vocabulary and pronunciation feedback and support during class. Students who successfully complete this course will be halfway to CEF level A1.														
Learning objectives: Students work towards A1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e .														
CEF- codes IB: ORC,OWI, OWP, GA, LR, PC, COH														
Compulsory literature: Start.nl Dutch voor beginners 1, K. Verbruggen, 2nd edition, ISBN: 9789046905661, Cost: €24.50														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		X		X		Written knowledge test - Grammar, vocab, writing& reading Ch. 1-5 from Start.nl 1	ORC, OWI, OWP, GA, LR, PC, COH	100%	2.0	5.5	44	46	5	6
TOETS02 (VT)		X		X		Assignment - (5 weekly tests) Attendance	ORC, OWI, OWP, GA, LR, PC, COH	0%	0.0	5.5	43	45	5	6
TOETS03 (VT)		X		X		Portfolio - TaalMaatje	ORC, LR, OWP	0%	0.0	5.5	43	45	5	6

Block / Semester: S1														
CU34301V21	Title: NL02 - Dutch 2					Number of study credits: 2				Number of contact hours: 14				
	Course manager: A. Hamelink-Popescu					Compulsory: yes				Language: English, Dutch				
Conditions for course participation: course CU34300V21 attended														
Conditions for test participation: The student can only take TOETS01 if he/she has passed TOETS02 and TOETS03.														
Brief description of course content: This course provides Dutch training for non-domestic students (non-native speakers) at the HZ who have already participated in the course “Dutch 1” or demonstrate the appropriate level of Dutch proficiency (halfway to A1 on CEF). The emphasis of this course is on oral communication so that you will be able to develop your conversation skills. Students attend all classes each week for 7 weeks. Approximately 40 hours of independent study are necessary to pass this course. This course covers the last 5 chapters of the book <i>Start.nl 1</i> . Via the required course materials you have access to (online) exercises. These are used to train your listening comprehension and pronunciation. The instructor provides grammar, vocabulary and pronunciation feedback and support during class.														
Learning objectives: Students work towards A1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e . Students who successfully complete this course attain CEF level A1.														
CEF- codes IB: OLC, ORC, OSI, OWI, OSP, OWP, SF, GA, LR, VR, GA, VC, PC, OC, COH, SF														
Compulsory literature: Start.nl 1 Dutch voor Beginners, K. Verbruggen, 2nd edition, ISBN: 9789046905661, Cost: €24.50														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Written knowledge test - Chapters 6-10 from Start.nl 1	OWI, OWP,GA, LR,COH	100%	2.0	5.5	3	5	16	18
TOETS02 (VT)		x		x		Assignment - (5 weekly tests) Attendance	OWI, OWP,GA, LR,COH	0%	0.0	5.5	1	3	13	16
TOETS03 (VT)		x		x		Portfolio - TaalMaatje	OLC, ORC, OSI, OWI, OSP,GA,PC,OC , OWP, VR	0%	0.0	5.5	1	3	13	16

Block / Semester: S2														
CU34327V22	Title: NL03 - Dutch 03						Number of study credits: 2			Number of contact hours:				
	Course manager: A. Hamelink-Popescu						Compulsory: yes			Language: English, Dutch				
Conditions for course participation: course CU34301V21 attended														
Conditions for test participation: The student can only take TOETS01 if he/she has passed TOETS02.														
Brief description of course content: This course provides intermediate Dutch training for non-native speakers who have already attained CEF level A1. Students attend 1,5 hours of class each week for 7 weeks. Approximately 40 hours of independent study are necessary to pass this course. This course covers the first 4 chapters of the book <i>Start.nl 2</i> . This book provides you with (website) exercises to improve and train your language skills: reading, listening, speaking and writing. Students read some simple novels which are discussed and presented.														
Learning objectives: Students work towards A2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e . Students who successfully complete this course will be halfway to CEF level A2.														
CEF- codes IB: OLC, OSI, OWI, OSP, OWP, LR, VR, GA, VC, PC, COH														
Compulsory literature: Start.nl Dutch voor Beginners 2, K. Verbruggen & W. Hoogvorst, 1st edition, ISBN: 9789046903797, Cost: €24.50, Start.nl Dutch voor Beginners 2														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Written knowledge test - Chapters 1-4 from Start.nl 2 (Tentamen)	OWI, OWP, LR, VR, GA	90%	1.8	5.5	14	16	27	27
TOETS02 (VT)		x		x		Attendance - Four weekly tests	OWI, OWP, LR, VR, GA	10%	0.2	5.5	12	14	24	27

Block / Semester: S2														
CU34328V21	Title: NL04 - Dutch 04					Number of study credits: 2				Number of contact hours: 14				
	Course manager: A. Hamelink-Popescu					Compulsory: yes				Language: Dutch, English				
Conditions for course participation: course CU34327V22 attended														
Conditions for test participation: Mandatory presence/active participation during the lessons. The student can only take TOETS01 if he/she has passed TOETS03.														
Brief description of course content: This course provides intermediate Dutch training for non-native speakers who are halfway to CEF level A2. Students attend 2 * 1 hours of class each week for 7 weeks. Approximately 40 hours of independent study are necessary to pass this course. This course covers the last 4 chapters of the book <i>Start.nl 2</i> . This book provides you with (website) exercises to improve and train your language skills: reading, listening, speaking and writing. Students read a simple novel which is discussed and presented during an oral exam.														
Learning objectives: Students work towards A2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e . Students who successfully complete this course attain CEF level A2.														
CEF- codes IB: OLC, OSI, OWI, OSP, OWP, LR, VR, GA, VC, PC, COH														
Compulsory literature: Start.nl Dutch voor Beginners 2, K. Verbruggen & W. Hoogvorst, 1st edition, ISBN: 9789046903797, Cost: €24.50														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Written knowledge test - Last 4 chapters from Start.nl 2	OWI, OWP, LR, VR, GA	75%	1.5	5.5	25	27	27	28
TOETS02 (VT)			x	x		Oral assessment - Presentation	OLC, OSI, OSP, VR, GA, VC, PC, COH	25%	0.5	5.5	23	25	27	28
TOETS03 (VT)		x		x		Assignment - 4 Weekly tests Attendance	OWI, OWP, LR, VR, GA	0%	0.0	5.5	23	25	27	28

Block / Semester: S1														
CU34355V22	Title: NL05 - Dutch 05					Number of study credits: 2				Number of contact hours: 14				
	Course manager: A. Hamelink-Popescu					Compulsory: yes				Language: Dutch				
Conditions for course participation: course CU34328V21 attended														
Conditions for test participation: The student can only take TOETS01 and TOETS02 if he/she has passed TOETS03														
Brief description of course content: This course provides intermediate Dutch training for business use for non-native speakers who have already attained CEF level A2. Students attend 2 X 1 hours of class each week for 7 weeks. This course will offer you communicative and written exercises in professional situations. Approximately 40 hours of independent study are necessary to pass this course. This course covers the first 2 chapters of the book <i>Ter Zake</i> . This book provides you with (website) exercises to improve and train your language skills: reading, listening, speaking and writing. Students complete a project which is discussed and presented during an oral exam.														
Learning objectives: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e . Students who successfully complete this course will be halfway to CEF level B1.														
CEF- codes IB: OLC, ORC, OSI, GA, VR, VC, PC, OC, COH														
Compulsory literature: Ter Zake, Bekkers, L and Mennen, S., ISBN: 9789054510277, Cost: €55.00, Book to be used in all blocks of Y2														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Written knowledge test - Chapters 1 and 2 from Ter Zake	GA, VR, OC,PC	75%	1.5	5.5	45	46	5	6
TOETS02 (VT)			X		x	Presentation - Presentation and questioning	OLC, OSI, GA, VR, ORC, PC, COH	25%	0.5	5.5	44	45	5	6
TOETS03 (VT)		x		x		Portfolio - TaalMaatje		0%	0.0	5.5	42	44	2	6

Block / Semester: S1														
CU34356V22	Title: NL06 - Dutch 06					Number of study credits: 2				Number of contact hours: 14				
	Course manager: A. Hamelink-Popescu					Compulsory: yes				Language: Dutch				
Conditions for course participation: course CU34355V22 attended														
Conditions for test participation: The student can only take TOETS01 if he/she has passed TOETS03														
Brief description of course content: Content: Students attend 2 x 1 hours of class each week for 7 weeks. Approximately 40 hours of independent study are necessary to pass this course. This course covers chapters 3 and 4 of the book <i>Ter Zake</i> . This book provides you with (website) exercises to improve and train your language skills: reading, listening, speaking and writing. Students complete a project which is discussed and presented during an oral exam. Learning objectives: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e . Students who successfully complete this course attain CEF level B1. CEF- codes IB: OLC, ORC, OSI, OWI, OWP, GA, VR, VC, PC, COH														
Compulsory literature: Ter Zake, Bekkers, L and Mennen, S., ISBN: 9789054510277, Cost: €55.00, Book to be used in all blocks of Y2														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Written knowledge test - Chapters 3 and 4 from Ter Zake	ORC, OWP, OWI, LR, GA, COH	75%	1.5	5.5	3	5	16	18
TOETS02 (VT)			x	x		Presentation -	OLC, OSI, GA, VR, VC, PC, COH	25%	0.5	5.5	2	5	13	16
TOETS03 (VT)		x		x		Assignment - 4 Weekly tests Attendance		0%	0.0	5.5	2	5	13	16

Block / Semester: S2														
CU34357V22	Title: NL07 – Dutch 07					Number of study credits: 2				Number of contact hours: 14				
	Course manager: A. Hamelink-Popescu					Compulsory: yes				Language: Dutch				
Conditions for course participation: course CU34356V22 attended														
Conditions for test participation:														
Brief description of course content: This course provides advanced Dutch training for non-native speakers who have already attained CEF level B1. Students attend 2 x1 hours of class each week for 7 weeks. Approximately 40 hours of independent study are necessary to pass this course. This course covers the last chapter of the book <i>Ter Zake</i> . This book provides you with (website) exercises to improve and train your language skills: reading, listening, speaking and writing. Students complete a project which is discussed and presented during an oral exam.														
Learning objectives: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e . Students who successfully complete this course will be halfway to CEF level B2.														
CEF- codes IB: ORC, OWI, OSP, OWP, GA, LR, VC, PC, SF, COH														
Compulsory literature: Ter Zake, Bekkers, L and Mennen, S.,, ISBN: 9789054510277, Cost: €55.00, Book to be used in all blocks of Y2														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Written knowledge test - Chapter 5 from Ter Zake	ORC, OWI, OWP, GA, LR, COH	75%	1.5	5.5	14	17	25	26
TOETS02 (VT)			x	x		Presentation -	OSP, SF, GA, LR, VC, PS, COH	25%	0.5	5.5	12	17	25	26

Block / Semester: S2														
CU34358V22	Title: NL08 – Dutch 08					Number of study credits: 2				Number of contact hours: 14				
	Course manager: A. Hamelink-Popescu					Compulsory: yes				Language: Dutch				
Conditions for course participation: course CU34357V22 attended														
Conditions for test participation: The student can only take TOETS01 if he/she has passed TOETS02.														
Brief description of course content: This course provides advanced Dutch training for non-native speakers who are halfway to CEF level B2. Students attend 2 X 1 hours of class each week for 7 weeks. The course Dutch 8 is the eighth course in the Dutch Track and cannot be followed separately. Approximately 40 hours of independent study are necessary to pass this course. This course covers all chapters of the book <i>Ter Zake</i> . This book provides you with (website) exercises to improve and train your language skills: reading, listening, speaking and writing. Students work on a portfolio throughout this course which will describe and analyze their Dutch-learning progress.														
Learning objectives: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e . In this course you will improve your business communication, both spoken and written. Intercultural communication and business language, both spoken and written, will be part of the course.														
CEF- codes IB: OLC, ORC, OSI, OWI, OSP, GA, VR, PC, OC, COH, SF														
Compulsory literature: Ter Zake, Bekkers, L and Mennen, S., ISBN: 9789054510277, Cost: €55.00, Book to be used in all blocks of Y2 "Werkboek" (gratis)														
Test code	Format					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x	x	x		Oral assessment - Presentation Portfolio	OLC, OSI, OSP, GA, VR, PC, COH, SF	90%	1.8	5.5	24	26	27	28
TOETS02 (VT)		x		x		Assignment - weekly tests Attendance	OWI, OSP, GA, VR, PC, OC, COH	10%	0.2	5.5	24	26	27	28

Block / Semester: S1														
CU34314V22	Title: NL09 - Kennis Nederlandse Maatschappij						Number of study credits: 2			Number of contact hours: 14				
	Course manager: A. Hamelink-Popescu						Compulsory: yes			Language: Dutch				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: This course provides advanced Dutch training for non-native speakers who have already attained CEF level B1/B2. The student develops further communicative and professional reading and writing skills while focussing on some important cultural aspects of Dutch society. Students read and write articles, letters and e-mails for both practice and assessment. Lectures provide support and training in B2-level grammatical and cultural topics.														
Learning objectives: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e .														
CEF-codes IB: ORC, OWI, OWP, GA, LR, COH at B1														
Compulsory literature: Material provided by teacher.														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)			x	x		Oral assessment - Speaking Exam	GA, LR, COH	50%	1.0	5.5	44	46	5	7
TOETS02 (VT)		x		x		Written knowledge test -	ORC, OWI, OWP	50%	1.0	5.5	44	46	5	7

Block / Semester: S1														
CU34315V20	Title: NL10 - Professioneel Nederlands						Number of study credits: 2			Number of contact hours: 14				
	Course manager: A. Hamelink-Popescu						Compulsory: yes			Language: Dutch				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: This 4th Year course is a follow-up of the course NL09-Knowledge of Dutch Society. This course focuses on communicative and professional listening and conversation skills on B2-level. Lectures provide support and training in speaking and listening. Students will complete several speaking and listening tasks including interviews and short presentations for both practice and assessments.														
Learning objectives: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e														
CEF-codes IB: OLC, OSI, OSP, VR, GA, VC, COH, SF LR, VC, PS, COH at B1														
Compulsory literature: Material provided by teacher.														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x	x	x		Oral assessment - Oral test 1 - Presentation (Presentation)	OLC, OSI, OSP, VR, GA, VC, COH, SF	50%	1.0	5.5	Ongoing	Ongoing	5	6
TOETS02 (VT)		x	x	x		Oral assessment - Oral test 2 - Interview	OLC, OSI, OSP, LR, VC, PS, COH	50%	1.0	5.5	Ongoing	Ongoing	5	6

2.2.9 Focus classes (Hybrid and Business track)

Block / Semester: S1														
CU34601V22	Title: IB Focus 01-Act like a Pro (a)						Number of study credits: 2			Number of contact hours:7				
	Course manager: P.C. Raas						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation: bring a printed version of all Weekly Assignments (=Portfolio) to the exam.														
Brief description of course content:														
Content:														
This course will allow you to develop an idea of what is needed to prepare yourself for a successful professional career. It will help you to														
<ul style="list-style-type: none">• build a digital (professional) network• make a start with your personal (professional) branding• develop (professional) communication strategies• become aware of your (professional) way of life														
Learning objectives:														
WW6 Collaborate effectively with different kinds of stakeholders in different cultural, organizational and political landscapes to contribute to achieving agreed goals.														
LW8 Express reflections on one's personal development with the aim of personal growth.														
LW13 Use appropriate verbal and non-verbal communication in an intercultural setting														
Compulsory literature:														
Test code	Format Verbal/Written/Other Individually/Group					Assessment Description and type	Content Linked with learning outcomes	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)	x				x	Oral assessment - Speaking test – group discussion	WW6, LW8, LW13	100%	2.0	5.5	44	44	45	45

Block / Semester: S1														
CU34602V22	Title: IB Focus 02-Act like a Pro (b)						Number of study credits: 2			Number of contact hours:7				
	Course manager: P.C. Raas						Compulsory: yes			Language: English				
Conditions for course participation														
Conditions for test participation: bring a printed version of all Weekly Assignments (=Portfolio) to the exam.														
Brief description of course content: In this course students will develop an awareness of their own professional attitude and behavior. Several assignments, tasks and role-plays will allow them to be confronted with and discover their own values. This course will allow you to develop an idea of what is needed to prepare yourself for a successful professional career. It will help you to <ul style="list-style-type: none">• prepare a company visit• reflect upon your personality• tackle (professional) dilemmas• become aware of your (professional) locus of control														
Learning objectives: WW6 Collaborate effectively with different kinds of stakeholders in different cultural, organizational and political landscapes to contribute to achieving agreed goals. LW8 Express reflections on one’s personal development with the aim of personal growth. LW10 Formulate one’s own position concerning ethical and social responsibility in a professional environment. LW13 Use appropriate verbal and non-verbal communication in an intercultural setting.														
Compulsory literature:														
Test code	Format Verbal/Written/Other Individually/Group					Assessment Description and type	Content Linked with learning outcomes	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)	x				x	Oral assessment - Speaking test – group discussion	WW6, LW8, LW10, LW13	100%	2.0	5.5	3	3	5	5

Block / Semester: S2														
CU34603V20	Title: IB Focus 03-Export					Number of study credits: 2			Number of contact hours: 8					
	Course manager: J.M Weggemans					Compulsory: yes			Language: English					
Conditions for course participation														
Conditions for test participation														
Brief description of course content: During this course the student prepares answers to well-defined tasks or assignments which are presented, shared and discussed in class to get a better understanding how international supply chains work and to experience what it means for the student personally to operate in an international and intercultural context.														
Learning objectives: At the end of the course, you can: <ul style="list-style-type: none">describe an international supply chain in basic steps and interactions; in a thoughtful way using relevant sources (WT1)use basic PESTLE-analysis to analyse (parts of) the supply chain; understand challenges in international supply chains (TWM20)describe your personal position concerning a specific ethical or social responsibility issue in a supply chain (LW10)describe your exposure to the international environment, and express reflections on one’s personal development with the aim of personal growth (LW8)														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)		x		x		Portfolio -	WT1; LW8; LW10 TWM20	100%	2.0	5.5	14	16	18	20

Block / Semester: S2														
CU34604V20	Title: IB Focus 04-Supply- and Value Chain Analysis						Number of study credits: 2			Number of contact hours: 7				
	Course manager: V. Yazbek						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: We will draw parallels with our natural environment and see how our human organization forms remarkably resemble much of the natural principles we can find around us. In this course we will also study and practice with visualizing supply- and value chains to uncover their connections and various relationships. Value chain analysis can help people & organizations to gain key capabilities to identify where value is created, delivered, captured, and how to distribute value both internal as well as external. We will see how the business collaboration in networks is the new form of competition and study platform business models/ecosystems like Amazon, Apple & Toyota to see how they create competitive advantage from these networks. Lastly, we explore how blockchain technology enables new forms of (decentralized) collaboration where the users actually (can) own the platform and be rewarded for their contribution (added value) vs. the centralized business models from the FANG’s of this world.														
Learning objectives: <ul style="list-style-type: none">• Apply a structured method for researching supply- and value chains• Recognize the relationships and dependencies that actors have in a business network• Visualize different types of business diagrams with help of graphic design & suitable software• Think in basic system & network structures and recognize them in the natural world around us• Ask meaningful questions related to visualized supply- and/or value chains														
This course contributes to the following PLO’s: WT1, WT2, TWM20, TWM21, TWM24														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)		x		x		Portfolio -	WT1, WT2, TWM20, TWM21, TWM24	100%	2.0	5.5	various	various	27	28

Block / Semester: S1														
CU34605V20	Title: IB Focus 05-Behaviour & Performance					Number of study credits: 2				Number of contact hours: 7				
	Course manager: R.J. Meijering					Compulsory: yes				Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: Considering that the capacity for self-management is a basic requirement for many other activities in your life and influences your success in future professional roles, we will dedicate this module's Business Focus to 'The 7 Habits of Highly Effective People', based on the best-selling book of Stephen Covey. Each week we will explore one habit. Working on all habits one-by-one and eventually together will give you a strong character ethic and foundation for further valuable professional development.														
Learning objectives: <ul style="list-style-type: none">• Understand how you can change your own behavior & thereby the outcomes• Know what way you build healthy fundamental habits and can assess which ones are useful• Be aware of how you can create and maintain good social relationships including a constructive relationship with yourself														
This course contributes to the following PLO's: Personal & Professional Development (LW8): Express reflections on her/his development with the aim of personal growth, and (LW9): Respond appropriately to an unfamiliar or unexpected changing business environment														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)		x		x		Assignment - Write business management article (Paper)	LW8, LW9	100%	2.0	5.5	44	44	45	45

Block / Semester: S1														
CU34606V20	Title: IB Focus 06-Walking the Line					Number of study credits: 2			Number of contact hours: 8					
	Course manager: E.A.H. Veldhuis					Compulsory: yes			Language: English					
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: Ethics in business.														
Learning objectives: During this course, students will develop understanding and respect via dialogue and argumentative essay writing the different perspectives for choices and respect for different views.														
Compulsory literature: Provided by teacher: Harvard Lecture materials, Ethical Theory and discussions on 'What is the right thing to do?'														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)		X		X		*Portfolio -		100%	2.0	5.5	14	15	16	18

Block / Semester: S2														
CU34607V20	Title: IB Focus 07-Company Failure					Number of study credits: 2			Number of contact hours: 14					
	Course manager: V. Yazbek					Compulsory: yes			Language: English					
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: During the Focus classes and assignments parallel to Student Company students will analyse failed start-ups and draw learnings from that for their own company.														
Learning objectives: At the end of this course, the student can: <ul style="list-style-type: none">• understand mechanisms of failure• critically assess factors of company failure• use the appropriate professional vocabulary to describe factors of failure• assess a company familiar to them for exposure to failure• compare companies' failure by means of creating graphs and infographics														
Compulsory literature: How the mighty fall (buy only for the resit), J. Collins, 1st edition, ISBN: 978-0-97-732641-9, Cost: €20.00, All material provided via Learn. Only for the resit: J.Collins, How the mighty fall.														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)			x	x		Portfolio -	n.a.	100%	2.0	5.5	14	15	16	18

Block / Semester: S2														
CU34608V20	Title: IB Focus 08-Company Success					Number of study credits: 2			Number of contact hours: 8					
	Course manager: K. L. Ehrie					Compulsory: yes			Language: English					
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: During the Focus classes and assignments, which run parallel to Student Company, students will think about what success means to them. They will also analyse successful start-ups and draw learnings from that for their own company.														
Learning objectives: At the end of this course students will be able to: <ul style="list-style-type: none">• Give an overview of reasons why companies (not only start-ups) succeed• Recognize patterns that predict future success• Elaborate on your own in-depth, personal vision of success														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)		X		X		Portfolio -		100%	2.0	5.5	25	26	27	28

Block / Semester: S1														
Block / Semester: S2														
CU34609V20	Title: IB Focus 09-Sustainable Practice						Number of study credits: 2		Number of contact hours: 8					
	Course manager: I. de Vries						Compulsory: yes		Language: English					
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: According to Michael Porter, only companies that perform well in terms of “shared value”, hence creating value for all stakeholders, will survive in the 21 st century. We increasingly realize that the old economy is not functioning anymore, and that we need to build new economies based on a strong social foundation and operating within our planetary boundaries. Companies will need to adapt to this new reality and need to come up with new business models that are aligned with the Sustainable Development Goals of the UN. In this course, the most important issues related to sustainability are explored from a business perspective, such as the role of business in climate change and in restoring damaged ecosystems. We will dive into how sustainability can positively influence profitability and discuss examples of how companies account for their sustainable business practices. In this course, we will also reconnect with nature; be prepared for outdoor activities! Nature itself will be taken as a role model for designing circular models, in which valuable resources are not lost but are managed in closed loop supply chains. You will be presented with knowledge and tools you can use to be a change agent for sustainable business or, at least, to address the most important issues in an intelligent way.														
Learning objectives: At the end of this course students will be able to: 1) reproduce basic knowledge on the issues that are currently on the strategic sustainability agenda 2) understand the basics of ecology 3) discuss the most pressing sustainability issues based on the SDG’s and the Planetary Boundaries framework and the role of business in improving these, such as mitigating and adapting to climate change and restoring damaged ecosystems 4) understand the current transition from an economic angle: discuss how sustainability relates to financial performance and being able to define KPI’s for business to account for their sustainability performance.														
PLOs: WT1,3; WW6; LW10,12; TWM24														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Written knowledge test -	WT1,3; WW6; LW10,12; TWM24	100%	2.0	5.5	25	25	27	27

Block / Semester: S1														
Block / Semester: S2														
CU34610V20	Title: IB Focus 10-Data Analysis						Number of study credits: 2			Number of contact hours: 8				
	Course manager: J.J. Dekker						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: Data analysis addresses methods for managing and analyzing large datasets. You will learn about data mining, big data applications, and apply a few statistical methods.														
Learning objectives: At the end of this course students will be able to: <ul style="list-style-type: none">• lay out how data is organised in tables.• check the integrity of datasets.• assess the quality of datasets.• clean up datasets.• add missing data to datasets.• combine datasets.• import and export voluminous datasets from a variety of data formats into and from Microsoft Excel.• plot the connections of various types in relational databases.• create and run queries in simple relational databases by means of MS Excel Queries.• <u>apply a wide variety of functions and features in MS Excel</u> to analyse datasets.• report conclusions of dataset analyses in tables and charts.														
PLO: WW7														
Compulsory literature: For MAC-users legitimate MS Excel package for Windows via MAC-bootmanager or Parallels. For Windows-users legitimate MS Excel package.														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)		X		X		Written knowledge test - Digital test	WW7	100%	2.0	5.5				

2.2.10 **Extra business classes (Business Track)**

Block / Semester: S1														
CU34621V20	Title: History of Business						Number of study credits: 2			Number of contact hours: 14				
	Course manager: D.M. Polinder						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: This course aims at providing the student of International Business with an insight in global developments in international trade and business over the past 10,000 years.														
Learning objectives: At the end of this course, the student can <ul style="list-style-type: none">•explain how in the past people(s) traded with one another•explain what they used for doing so•explain what the basic requirements for doing business have become•give non-prompted examples of these three•indicate the relation between the natural environment and business & trade, which includes knowledge of topography Students are also invited to formulate and substantiate their own opinion on ethics of global trade in history.														
Preparation for PLOs WT1, WT3, TWM24														
Compulsory literature:														
Test code	Format					Assessment	Content	Weighting		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	Verbal/Written/Other Individually/Group							%	ECTS					
TOETS (VT)		x		x		Written knowledge test -	WT3	100%	2.0	5.5	44	46	5	9

Block / Semester: S1														
CU34620V20	Title: Visual Communication					Number of study credits: 2			Number of contact hours: 7					
	Course manager: V. Yazbek					Compulsory: yes			Language: English					
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: This course on Visual Communication is focused on both reading & writing with visual techniques. This means you will both learn how to read visuals and create them yourself (writing). In addition you will evaluate different forms of visuals, judging them on their use of graphic design elements and look at them in a constructive critical perspective. The lectures are designed to give you more background information on the VC-techniques themselves; since VC is a skill, you will practice a lot. You will apply your knowledge immediately by means of making practicals. This helps you train the skill you just learned. Each lecture topic has two or more individual practicals per description that you can choose from. Contributes to PLOs WT2, LW13														
Learning objectives: ? <ul style="list-style-type: none">• provide you with knowledge and understanding of visual language and communication• increase your capability in searching, analyzing and synthesizing visual materials related to several topics of the course• apply and show your knowledge by means of small weekly assignments (practicals)• show the ability to design and judge the meaning of visuals within their context and their use in communication• identify pitfalls and logical fallacies in visuals ('how to spot lies with statistics' etc.)														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)			X	X		Portfolio -	WT2, LW13	100%	2.0	5.5	various	various	5	5

Block / Semester: S2														
CU34630V20	Title: IB Autonomous Learning 1					Number of study credits: 2			Number of contact hours: 1					
	Course manager: I.J. García Sepúlveda					Compulsory: yes			Language: English					
Conditions for course participation:														
Conditions for test participation: Approved proposal														
Brief description of course content: IB students with no German, Spanish, French or Dutch in their curriculum will widen their knowledge and increase their autonomous learning skills by Personal Professional Learning and Development, or PPDL. Information about activities such as projects, MOOCs and books can be found on the Learn-pages. All projects and MOOCs must be approved of before you start. Learning objectives: Autonomously acquiring new knowledge within the domain of the study programme by means of following a Massive Open Online Course. Connecting the independently acquired knowledge with the Programme Learning Outcomes of the IB Study Programme. Collaborating intensively and effectively with fellow students on a project that falls within the framework of the PLO's to be pursued in the IB Study Programme. PLO's: Depending on the selected MOOC or project, the student's MOOC Study or active participation in an IB Project contributes to the realisation of one or more Programme Learning Outcomes. PLO WT1, WW6 takes centre stage both in MOOC Studies and in IB Projects. PLO LW8 is likewise very prominent in IB Projects.														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)	x			x		Oral assessment - Reflection- Defence plus detailed timesheet	WT1, WW6	100%	2.0	5.5	16	18	27	28

Block / Semester: S2														
CU34611V20	Title: IB Autonomous Learning 2					Number of study credits: 2			Number of contact hours: 1					
	Course manager: I.J. García Sepúlveda					Compulsory: yes			Language: English					
Conditions for course participation:														
Conditions for test participation: Approved Proposal														
Brief description of course content: IB students with no German, Spanish, French or Dutch in their curriculum will widen their knowledge and increase their autonomous learning skills by Personal Professional Learning and Development, or PPDL. Information about activities such as projects, MOOCs and books can be found on the Learn-pages.														
All projects and MOOCs must be approved of before you start.														
Learning objectives: Autonomously acquiring new knowledge within the domain of the study programme by means of following a Massive Open Online Course. Connecting the independently acquired knowledge with the Programme Learning Outcomes of the IB Study Programme. Collaborating intensively and effectively with fellow students on a project that falls within the framework of the PLO's to be pursued in the IB Study Programme. PLO's: Depending on the selected MOOC or project, the student's MOOC Study or active participation in an IB Project contributes to the realisation of one or more Programme Learning Outcomes. PLO WT1, WW6 takes centre stage both in MOOC Studies and in IB Projects. PLO LW8 is likewise very prominent in IB Projects.														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)	X			X		Oral assessment - Reflection- Defence plus detailed timesheet	WT1, WW6	100%	2.0	5.5	25	26	27	28

Block / Semester: S1														
CU34612V20	Title: IB Autonomous Learning 3						Number of study credits: 2			Number of contact hours: 1				
	Course manager: I.J. García Sepúlveda						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation: Approved Proposal														
Brief description of course content: IB students with no German, Spanish, French or Dutch in their curriculum will widen their knowledge and increase their autonomous learning skills by Personal Professional Learning and Development, or PPDL. Information about activities such as projects, MOOCS and books can be found on the Learn-pages.														
All projects and MOOCs must be approved of before you start.														
Learning objectives: Autonomously acquiring new knowledge within the domain of the study programme by means of following a Massive Open Online Course. Connecting the independently acquired knowledge with the Programme Learning Outcomes of the IB Study Programme. Collaborating intensively and effectively with fellow students on a project that falls within the framework of the PLO's to be pursued in the IB Study Programme. PLO's: Depending on the selected MOOC or project, the student's MOOC Study or active participation in an IB Project contributes to the realisation of one or more Programme Learning Outcomes. PLO WW6 takes centre stage both in MOOC Studies and in IB Projects. PLO LW8 is likewise very prominent in IB Projects.														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)	X			X		Oral assessment - Reflection-Defence plus detailed timesheet	WT1, WW6	100%	2.0	5.5	45	47	5	7

Block / Semester: S1														
CU34613V20	Title: IB Autonomous Learning 4					Number of study credits: 2			Number of contact hours: 1					
	Course manager: I.J. García Sepúlveda					Compulsory: yes			Language: English					
Conditions for course participation:														
Conditions for test participation: Approved Proposal														
Brief description of course content: IB students with no German, Spanish, French or Dutch in their curriculum will widen their knowledge and increase their autonomous learning skills by Personal Professional Learning and Development, or PPDL. Information about activities such as projects, MOOCs and books can be found on the Learn-pages. All projects and MOOCs must be approved of before you start. Learning objectives: Autonomously acquiring new knowledge within the domain of the study programme by means of following a Massive Open Online Course. Connecting the independently acquired knowledge with the Programme Learning Outcomes of the IB Study Programme. Collaborating intensively and effectively with fellow students on a project that falls within the framework of the PLO's to be pursued in the IB Study Programme. PLO's: Depending on the selected MOOC or project, the student's MOOC Study or active participation in an IB Project contributes to the realisation of one or more Programme Learning Outcomes. PLO WT1, WW6 takes centre stage both in MOOC Studies and in IB Projects. PLO LW8 is likewise very prominent in IB Projects.														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS (VT)	x			x		Oral assessment - Reflection-Defence plus detailed timesheet	WT1, WW6	100%	2.0	5.5	5	7	16	18

Block / Semester: S1														
Block / Semester: S2														
CU34634V22	Title: Business Improvement Tools and Techniques						Number of study credits: 2			Number of contact hours: 8				
	Course manager: B.P. van 't Veer						Compulsory: yes			Language: English				
Conditions for course participation:														
Conditions for test participation:														
Brief description of course content: This course addresses business improvement from various angles.														
Learning objectives: The student will learn one or more techniques to analyse and improve business processes, be it in the domain of effectiveness or efficiency regarding revenue or reputation..														
Compulsory literature:														
Test code	Format <i>Verbal/Written/Other Individually/Group</i>					Assessment <i>Description and type</i>	Content <i>Linked with learning outcomes</i>	Weighting Factor		Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	O	I	G			%	ECTS					
TOETS01 (VT)		x		x		Portfolio -	TWM22	100%	2.0	5.5	25	25	27	27

2.2.11 HZ Personality (article 3.12 CER HZ Ba ft)

Due to the nature of the study programme, IB students have a varying range of Free Credits to earn, ranging from seven Personal and Professional Learning and Development activities of 2EC each in Year 1 and Year 2 for students with the Business profile to twenty 2EC language courses for the students with the Language profile. The latter hence use their HZ Personality space to learn two extra languages up to CEF level C1. All in all, every student who follows the four year programme will end up having acquired up to 40 EC related to their personal development. On top of these EC, IB students have the mandatory stays in a country the student does not originate from, ranging from 30EC to 90EC.

Students can choose to use HZ Sport or HZ Cult once in the major phase as the subject of one IB Project (2EC).

With this learning pathway, HZ gives students space to personalize their own development during their studies, increases the possibilities for domain-transcending exploration and stimulates broad social engagement.

2.2.12 Specialisations (article 3.10 CER HZ Ba ft)

Not applicable

2.2.13 Internship (article 3.9 CER HZ Ba ft)

For participation in the 3rd year internship (work placement) students have to meet with certain criteria. 'Propedeuse' phase, 25 EC of Y2 blocks 5 and 6 for those doing a work placement in blocks 9 and 10 (semester 1); for those doing a work placement in blocks 11 and 12 (semester 2), 'Propedeuse' phase, 45 EC of all Y2 courses. For French, Spanish, German and Dutch speaking countries if the student follows one (hybrid profile) or two (language profile) of these languages, the related language courses 01-04 plus two of the four language courses 05-08 must be passed before departure.

2.2.14 Minor (article 3.8 CER HZ Ba ft)

For participation in the minor outside HZ students have to meet with certain criteria. 'Propedeuse' phase, 30EC of Year 2. For French, Spanish, German and Dutch speaking countries if the student follows one (hybrid profile) or two (language profile) of these languages, the related language courses 01-04 plus two of the four language courses 05-08 must be passed before application for the Minor to the DEX. For (native) English speaking countries such as Canada, English 01-04 must be passed before application for the Minor to the DEX. If a student is admissible for an exemption for the minor, this will be booked under course code CU34796V21.

2.2.15 Participation in international exchange programme (article 4.5 CER HZ Ba ft)

See article 2.2.14.

2.2.16 Graduation (article 3.9 CER HZ Ba ft)

For participation in the graduation students have to meet with certain criteria.

The student must have completed the 'Propedeuse' phase and obtained at least 120 EC from Year 2 and 3. Year 3 must have been completed completely including repairment of the minor. Besides that the student must have followed the courses of block 13 and 14 and participated in the assessments. Lastly the student must have successfully passed the thesis preparation course CU34576 before the start of the graduation internship.

At least two out of the three components of 30EC in the programme of International Business must be completed in a country of which the student is not a native citizen. This applies to the Minor, the 3rd Year internship and the Graduation internship, during which the PLOs WW4, WW5, WW6, LW 11 – LW 14 can be achieved by the student at the highest level (autonomously and in a complex situation).

2.2.17 Transition arrangement (art. 6.2 paragraph 11 HZ CER)

In principle, the 'immediate effect' of new manuals, guides and requirements applies. For those assessments that have been renewed in the year 2022/2023, the assessments from 2021/2022 will be scheduled twice during 2022/2023 for student who need to undertake a resit. The student must register for this in consultation with the SLC. If a positive test result has not yet been achieved, the student must achieve the test results in accordance with the test matrix applicable at that time.

2.3 Study recommendation

- 2.3.1 ***Conditions for registration for programme after NBSA*** (article 8.1, paragraph 9 HZ CER Ba ft)
Students with a formal negative study advice from the HZ Exam Committee are not allowed for any new enrolment in the International Business program of the HZ (CROHO 30029) within three years after the negative study advice.

2.4 Experiment (article 9.4 CER HZ ba ft)

- 2.4.1 Not applicable

CHAPTER 3 ESTABLISHMENT

- 3.1.1 The duration of the implementation regulations is the same as the duration of the HZ Education and Examination Regulations Bachelor programme full-time 2022-2023.
- 3.1.2 These Course and Examination Regulations were established by the Executive Board on 28/06/2022.

Appendix 1. All different tracks in HZ IB

YEAR 1					YEAR 2			
Business Track	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
IB-Plus (2EC)	BusHist: 34621	VisCom: 34620	Project 1.1	MOOC 1.1	Project 1.2	MOOC 1.2	Project 1.3	MOOC 1.3
IB-Focus (2EC)	34601	34602	34603	34604	34605	34606	34607	34608
IB-Core (9EC)	Market Research 34523 (3EC)	Company Profile(s) 34526 (3EC)	Exportplan 34535 (4EC)	Sust Bus Inno 34537 (2EC)	Organisational Behaviour 34529 (4EC)	Research & Innovation 34532 (4EC)	Student Company Business Plan 34550 (4EC)	Customer Relationship Mngmt. 34534 (3EC)
	Information Literacy 34524 (2EC)	Finance A 34527 (2EC)	Exportplan theory 34536 (4EC)	Cust. Centered Inno 34538 (3EC)	Mngt Accounting 34530 (3EC)	Quant. Research 34533 (3EC)	Marketing Plan 34551 (2EC)	Running a Company 34555 (2EC)
	Intercultural competence 34525 (2EC)	Economics 34528 (3EC)		Simulation Game Conscious Capitalism 34539 (3EC)			Oper. Plan 34553 (1EC)	SC Performance & Closure 34556 (4EC)
	21 st Century Skills (a) 34567 (3EC)		21 st Century Skills (b) 34568 (2EC)		Careers 34531 (2EC)	Team Form. Tools 34542 (1EC)	Financial Plan 34552 (1EC)	
					21 st CS (c) 34569 (1EC)	Mgr. & Org. Plan 34554 (1EC)		
Int. Bus. Engl. (2EC)	34000	34001	34002	34003	34004	34006	34007	34008

* Y1 and Y2 comprise a series of Electives which are EITHER one extra language (to be followed up to Y4 included) OR max 3 MOOCs, max 3 projects + the electives Business History and Visual Communication. You may exchange HZ Sport or HZ Cult activities for one project (EC will be awarded in Year 2). Members of the Board of Studies get one project-reward (2EC) for the year if they participate actively in the BoS. You always choose activities related to the PLOs of IBS that teach you new knowledge or a new skill

IB Project 1.1	CU34611	IB MOOC 1.1	CU34630
IB Project 1.2	CU34612	IB MOOC 1.2	CU34631
IB Project 1.3	CU34613	IB MOOC 1.3	CU34632
Project BoS		CU34619	

YEAR 1					YEAR 2			
Hybrid Track/NL Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
IB-Focus (2EC)	34601	34602	34603	34604	34605	34606	34607	34608
IB-Core (9EC)	Market Research 34523 (3EC)	Company Profile(s) 34526 (3EC)	Exportplan 34535 (4EC)	Sust Bus Inno 34537 (2EC)	Organisational Behaviour 34529 (4EC)	Research & Innovation 34532 (4EC)	Student Company Business Plan 34550 (4EC)	Customer Relationship Mngmt. 34534 (3EC)
	Information Literacy 34524 (2EC)	Finance A 34527 (2EC)	Exportplan theory 34536 (4EC)	Cust. Centered Inno 34538 (3EC)	Mngt Accounting 34530 (3EC)	Quant. Research 34533 (3EC)	Marketing Plan 34551 (2EC)	Running a Company 34555 (2EC)
	Intercultural competence 34525 (2EC)	Economics 34528 (3EC)		Simulation Game Conscious Capitalism 34539 (3EC)	Careers 34531 (2EC)	Team Form. Tools 34542 (1EC)	Oper. Plan 34553 (1EC)	SC Performance & Closure 34556 (4EC)
	21 st Century Skills (a) 34567 (3EC)		21 st Century Skills (b) 34568 (2EC)			21 st CS (c) 34569 (1EC)	Financial Plan 34552 (1EC)	
					Mngr.&Org.Plan 34554 (1EC)			
Int. Bus. Engl. (2EC)	34000	34001	34002	34003	34004	34006	34007	34008
NL (2EC)	34300	34301	34327	34328	34308	34309	34335	34336

YEAR 1					YEAR 2			
Hybrid Track/FR	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
IB-Focus (2EC)								
IB-Core (9EC)	34601	34602	34603	34604	34605	34606	34607	34608
	Market Research 34523 (3EC)	Company Profile(s) 34526 (3EC)	Exportplan 34535 (4EC)	Sust Bus Inno. 34537 (2EC)	Organisational Behaviour 34529 (4EC)	Research & Innovation 34532 (4EC)	Student Company Business Plan 34550 (4EC)	Customer Relationship Mngmt. 34534 (3EC)
	Information Literacy 34524 (2EC)	Finance A 34527 (2EC)	Exportplan theory 34536 (4EC)	Cust. Centered Inno. 34538 (3EC)	Mngt Accounting 34530 (3EC)	Quant. Research 34533 (3EC)	Marketing Plan 34551 (2EC)	Running a Company 34555 (2EC)
	Intercultural competence 34525 (2EC)	Economics 34528 (3EC)		Simulation Game Conscious Capitalism 34539 (3EC)			Oper. Plan 34553 (1EC)	SC Performance & Closure 34556 (4EC)
	21 st Century Skills (a) 34567 (3EC)		21 st Century Skills (b) 34568 (2EC)		Careers 34531 (2EC)	Team Form. Tools 34542 (1EC) 21 st CS (c) 34569 (1EC)	Financial Plan 34552 (1EC) Mngt.&Org.Plan. 34554 (1EC)	
Int. Bus. Engl. (2EC)	34000	34001	34002	34003	34004	34006	34007	34008
FR (2EC)	34303	34305	34333	34334	34312	34313	34340	34339

YEAR 1					YEAR 2			
Hybrid Track/ES	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
IB-Focus (2EC)								
IB Core (9EC)	34601	34602	34603	34604	34605	34606	34607	34608
	Market Research 34523 (3EC)	Company Profile(s) 34526 (3EC)	Exportplan 34535 (4EC)	Sust Bus Inno 34537 (2EC)	Organisational Behaviour 34529 (4EC)	Research & Innovation 34532 (4EC)	Student Company Business Plan 34550 (4EC)	Customer Relationship Mngmt 34534 (3EC)
	Information Literacy 34524 (2EC)	Finance A 34527 (2EC)	Exportplan theory 34536 (4EC)	Cust. Centered Inno 34538 (3EC)	Mngt Accounting 34530 (3EC)	Quant. Research 34533 (3EC)	Marketing Plan 34551 (2EC)	Running a Company 34555 (2EC)
	Intercultural competence 34525 (2EC)	Economics 34528 (3EC)		Simulation Game Conscious Capitalism 34539 (3EC)			Oper. Plan 34553 (1EC)	SC Performance & Closure 34556 (4EC)
	21 st Century Skills (a) 34567 (3EC)		21 st Century Skills (b) 34568 (2EC)		Careers 34531 (2EC)	Team Form. Tools 34542 (1EC) 21 st CS (c) 34569 (1EC)	Financial Plan 34552 (1EC) Mngr. & Org. Plan 34554 (1EC)	
Int. Bus. Engl. (2EC)	34000	34001	34002	34003	34004	34006	34007	34008
ES (2EC)	34304	34302	34331	34332	34310	34311	34337	34338

YEAR 1					YEAR 2			
Hybrid Track/DE Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
IB Focus (2EC)	34601	34602	34603	34604	34605	34606	34607	34608
IB Core (9EC)	Market Research 34523 (3EC)	Company Profile(s) 34526 (3EC)	Exportplan 34535 (4EC)	Sust Bus Inno. 34537 (2EC)	Organisational Behaviour 34529 (4EC)	Research & Innovation 34532 (4EC)	Student Company Business Plan 34550 (4EC)	Customer Relationship Mngmt. 34534 (3EC)
	Information Literacy 34524 (2EC)	Finance A 34527 (2EC)	Exportplan theory 34536 (4EC)	Cust. Centered Inno. 34538 (3EC)	Mngt Accounting 34530 (3EC)	Quant. Research 34533 (3EC)	Marketing Plan 34551 (2EC)	Running a Company 34555 (2EC)
	Intercultural competence 34525 (2EC)	Economics 34528 (3EC)		Simulation Game Conscious Capitalism 34539 (3EC)	Careers 34531 (2EC)	Team Form. Tools 34542 (1EC)	Oper. Plan 34553 (1EC)	SC Performance & Closure 34556 (4EC)
	21 st Century Skills (a) 34567 (3EC)		21 st Century Skills (b) 34568 (2EC)		21 st CS (c) 34569 (1EC)		Financial Plan 34552 (1EC)	
					Mngr. & Org. Plan. 34554 (1EC)			
Int. Bus. Engl. (2EC)	34000	34001	34002	34003	34004	34006	34007	34008
DE (2EC)	34307	34306	34329	34330	34320	34321	34322	34323

YEAR 1					YEAR 2			
Language Track	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
NL + FR								
IB Core (9EC)	Market Research 34523 (3EC)	Company Profile(s) 34526 (3EC)	Exportplan 34535 (4EC)	Sust Bus Inno. 34537 (2EC)	Organisational Behaviour 34529 (4EC)	Research & Innovation 34532 (4EC)	Student Company Business Plan 34550 (4EC)	Customer Relationship Mngmt. 34534 (3EC)
	Information Literacy 34524 (2EC)	Finance A 34527 (2EC)	Exportplan theory 34536 (4EC)	Cust. Centered Inno. 34538 (3EC)	Mngt Accounting 34530 (3EC)	Quant. Research 34533 (3EC)	Marketing Plan 34551 (2EC)	Running a Company 34555 (2EC)
	Intercultural competence 34525 (2EC)	Economics 34528 (3EC)		Simulation Game Conscious Capitalism 34539 (3EC)	Careers 34531 (2EC)	Team Form. Tools 34542 (1EC)	Oper. Plan 34553 (1EC)	SC Performance & Closure 34556 (4EC)
	21 st Century Skills (a) 34567 (3EC)		21 st Century Skills (b) 34568 (2EC)		21 st CS (c) 34569 (1EC)		Financial Plan 34552 (1EC)	
							Mngt.&Org.Plan 34554 (1EC)	
Int. Bus. Engl. (2EC)	34000	34001	34002	34003	34004	34006	34007	34008
NL (2EC)	34300	34301	34327	34328	34308	34309	34335	34336
FR (2EC)	34303	34305	34333	34334	34312	34313	34340	34339

		YEAR 1				YEAR 2			
Language Track		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
NL + ES									
IB Core (9EC)	Market Research 34523 (3EC)	Company Profile(s) 34526 (3EC)	Exportplan 34535 (4EC)	Sust Bus Inno. 34537 (2EC)	Organisational Behaviour 34529 (4EC)	Research & Innovation 34532 (4EC)	Student Company Business Plan 34550 (4EC)	Customer Relationship Mngmt. 34534 (3EC)	
	Information Literacy 34524 (2EC)	Finance A 34527 (2EC)		Cust. Centered Inno. 34538 (3EC)			Marketing Plan 34551 (2EC)	Running a Company 34555 (2EC)	
	Intercultural competence 34525 (2EC)	Economics 34528 (3EC)	Exportplan theory 34536 (4EC)	Simulation Game Conscious Capitalism 34539 (3EC)	Mngt Accounting 34530 (3EC)	Quant. Research 34533 (3EC)	Oper. Plan 34553 (1EC)	SC Performance & Closure 34556 (4EC)	
	21 st Century Skills (a) 34567 (3EC)		21 st Century Skills (b) 34568 (2EC)		Careers 34531 (2EC)	Team Form. Tools 34542 (1EC) 21 st CS (c) 34569 (1EC)	Financial Plan 34552 (1EC) Mngr. & Org. Plan 34554 (1EC)		
Int. Bus. Engl. (2EC)	34000	34001	34002	34003	34004	34006	34007	34008	
NL (2EC)	34300	34301	34327	34328	34308	34309	34335	34336	
ES (2EC)	34304	34302	34331	34332	34310	34311	34337	34338	

YEAR 1					YEAR 2			
Language Track	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
NL + DE*								
IB Core (9EC)	Market Research 34523 (3EC)	Company Profile(s) 34526 (3EC)	Exportplan 34535 (4EC)	Sust Bus Inno. 34537 (2EC)	Organisational Behaviour 34529 (4EC)	Research & Innovation 34532 (4EC)	Student Company Business Plan 34550 (4EC)	Customer Relationship Mngmt. 34534 (3EC)
	Information Literacy 34524 (2EC)	Finance A 34527 (2EC)		Cust. Centered Inno. 34538 (3EC)		Marketing Plan 34551 (2EC)	Running a Company 34555 (2EC)	
	Intercultural competence 34525 (2EC)	Economics 34528 (3EC)	Explortplan theory 34536 (4EC)	Simulation Game Conscious Capitalism 34539 (3EC)	Mngt Accounting 34530 (3EC)	Quant. Research 34533 (3EC)	Oper. Plan 34553 (1EC)	SC Performance & Closure 34556 (4EC)
	21 st Century Skills (a) 34567 (3EC)			21 st Century Skills (b) 34568 (2EC)		Careers 34531 (2EC)	Team Form. Tools 34542 (1EC) 21 st CS (c) 34569 (1EC)	
Int. Bus. Engl. (2EC)	34000	34001	34002	34003	34004	34006	34007	34008
NL (2EC)	34300	34301	34327	34328	34308	34309	34335	34336
DE (2EC)	34307	34306	34329	34330	34320	34321	34322	34323

Language Track		YEAR 1				YEAR 2			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
FR + ES									
IB Core (9EC)	Market Research 34523 (3EC)	Company Profile(s) 34526 (3EC)	Exportplan 34535 (4EC)	Sust Bus Inno 34537 (2EC)	Organisational Behaviour 34529 (4EC)	Research & Innovation 34532 (4EC)	Student Company Business Plan 34550 (4EC)	Customer Relationship Mngmt. 34534 (3EC)	
	Information Literacy 34524 (2EC)	Finance A 34527 (2EC)	Exportplan theory 34536 (4EC)	Cust. Centered Inno 34538 (3EC)	Mngt Accounting 34530 (3EC)	Quant. Research 34533 (3EC)	Marketing Plan 34551 (2EC)	Running a Company 34555 (2EC)	
	Intercultural competence 34525 (2EC)	Economics 34528 (3EC)		Simulation Game Conscious Capitalism 34539 (3EC)			Oper. Plan 34553 (1EC)	SC Performance & Closure 34556 (4EC)	
	21 st Century Skills (a) 34567 (3EC)		21 st Century Skills (b) 34568 (2EC)		Careers 34531 (2EC)	Team Form. Tools 34542 (1EC) 21 st CS (c) 34569 (1EC)	Financial Plan 34552 (1EC) Mngr.&Org.Plan 34554 (1EC)		
Int. Bus. Engl. (2EC)	34000	34001	34002	34003	34004	34006	34007	34008	
FR (2EC)	34303	34305	34333	34334	34312	34313	34340	34339	
ES (2EC)	34304	34302	34331	34332	34310	34311	34337	34338	

YEAR 1					YEAR 2			
Language Track	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
FR + DE								
IB Core (9EC)	Market Research 34523 (3EC)	Company Profile(s) 34526 (3EC)	Exportplan 34535 (4EC)	Sust Bus Inno 34537 (2EC)	Organisational Behaviour 34529 (4EC)	Research & Innovation 34532 (4EC)	Student Company Business Plan 34550 (4EC)	Customer Relationship Mngmt. 34534 (3EC)
	Information Literacy 34524 (2EC)	Finance A 34527 (2EC)	Exportplan theory 34536 (4EC)	Cust. Centered Inno 34538 (3EC)	Mngt Accounting 34530 (3EC)	Quant. Research 34533 (3EC)	Marketing Plan 34551 (2EC)	Running a Company 34555 (2EC)
	Intercultural competence 34525 (2EC)	Economics 34528 (3EC)		Simulation Game Conscious Capitalism 34539 (3EC)		Oper. Plan 34553 (1EC)	SC Performance & Closure 34556 (4EC)	
	21 st Century Skills (a) 34567 (3EC)			21 st Century Skills (b) 34568 (2EC)		Team Form. Tools 34542 (1EC)		Financial Plan 34552 (1EC)
						Careers 34531 (2EC)	21 st CS (c) 34569 (1EC)	Mngr.&Org.Plan 34554 (1EC)
Int. Bus. Engl. (2EC)	34000	34001	34002	34003	34004	34006	34007	34008
FR (2EC)	34303	34305	34333	34334	34312	34313	34340	34339
DE (2EC)	34307	34306	34329	34330	34320	34321	34322	34323

