Implementation Regulations CER HZ

Bachelor

INTERNATIONAL BUSINESS

Full-time

CROHO 30029

2022-2023



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International Business (IB) Bachelor programme - full-time

Appendix 1. All different tracks in HZ IB



* <u>V1</u> and <u>V2</u> comprise a series of Electives which are EITHER one extra language (to be followed up to <u>V4</u> included) OR max 3 MOOCS, max 3 projects + the electives Business History and Visual Communication. You may exchange HZ Sport <i>or</i> HZ Cult activities for one project (EC will be awarded in Year 2). Members of the Board of Studies get one project-reward (<u>ZEC</u>) for the year if they participate actively in the <u>Bos</u> . You always choose activities related to the PLOs of IBS that teach you new knowledge or a new skill	IB Project 1.1 IB Project 1.2 IB Project 1.3	CU34611 CU34612 CU34613	IB MOOC 1.1 IB MOOC 1.2 IB MOOC 1.3 Project BoS	CU: CU: CU: CU:
			125	

CHAPTER 3 ESTABLISHMENT 123

CHAPTER 1 GENERAL PROVISIONS

1.1 <u>General</u>

- 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	СМ	
Admissible:	\checkmark	\checkmark	√	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	СМ
Admissible:	\checkmark	\checkmark	\checkmark	\checkmark

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.vereniginghogescholen.nl/system/profiles/documents/000/000/224/original/internationalbusiness.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.
ninking	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.
Vorking		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.

Living in the World

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.

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 &	Marketing & Sales	1	1,2
Management	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

ROGRAMME 22/2	9	Quarter 1			Quarter 2			Quarter 3			Quarter 4	
					EL10-Business Improvement							
Elective	CU34614V20	Sustainable Business Project			Tools & Techniques	2						
Focus	CU34609V20	IB Focus 09-Sustainable Practice	2	CU34610V20	IB Focus 10-Data Analysis	2						
	CU34571V21	International Economics Interna	3									
						19						
IB Core	GSM, HRM, Dat	a Mngmt, Doing Res(?): Q1SCM&F: pro	jectweek.	Dig. N	larketing, ISSM, Writing, thesis prep DE10	o: Q2.	CU34780V22	Graduatio	n Internship	Business Resea	rch and Advice	
DE	L CU34324V22	DE09	2	ICU34325V22	DE10	2						
ES	CU34316V22	ES09	2	CU34317V22	ES10	2						
FR	CU34318V20		2	CU34319V20		2						
NL	CU34314V22	NLUS	2	CU34315V20	NL1U	2						
IB Core	CU34790V20	Work Placement A	15	CU34791V20	Work Placement B	15	CU34796V21			Minor		
OR:	CU34796V21		м	linor		30	CU34790V20	Work Placement A	15	CU34791V20	Work Placement B	
										0057751720		
Elective	CU34612V20	IB Autonomous Learning 3	2	CU34613V20	IB Autonomous Learning 4	2	CU34631V22	Legal Ops. and Compliance	2	CU34632V20	Circular Supply Chains	
		IB Focus 05-Behaviour &										
Focus	CU34605V20	Performance	2	CU34606V20	IB Focus 06-Walking the Line	2	CU34607V20	IB Focus 07-Company Failure	2	CU34608V20	IB Focus 08-Company Success	
											Student Company Running a	
	CU34531V20	Career, Jobs & Networking	2	CU34533V20	Quantitative Research	3				CU34555V20	business Student Company Closing a	
	CU34530V20	Management Accounting	з	CU34532V20	Research & Innovation	4				CU34556V20	business	
IB Core								Student Company Starting a			Customer Relationship	
IB Core	CU34529V20	Organisational Behaviour	4	CU34542V20	Team formation tools	1	CU34557V20	business	9	CU34534V20	Management	
	CU34004V22	Customer-Company	2		Product Pitching & Business		CU34007V22	Business & Shareholder	2	CU34008V22	Presentations - advanced	
		Communication (written)		CU34006V22	Meeting skills	2		Meeting Skills				
					21stC Skills (c), Planning personal projects abroad	1						
DE	CU34345V21	DE05	2	CU34346V21	personal projects abroad DE06 ES06 FR06	2	CU34347V22	DE07	2	CU34348V22	DE08	
ES	CU34310V20	ES05	2	CU34311V22	ES06	2	CU34337V20	ES07	2	CU34338V22	ES08	
FR	CU34312V21	FR05	2	CU34313V21	FR06	2	CU34347V22 CU34337V20 CU34340V21	FR07	2	CU34339V21	FR08	
NL	CU34355V22		2	CU34356V22	NL06	2	CU34357V22	NL07	2	CU34358V22		
Elective	CU34621V20	History of Business	2	CU34620V20	Visual Communication	2	CU34630V20	IB Autonomous Learning 1	2	CU34611V20	IB Autonomous Learning 2	
				[IB Focus 04-Supply- and Value	
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	Chain	
											Conscious Capitalism (simulation	
	CU34524V20	Information Literacy	2	CU34526V20	Company Profile	з	CU34536V20	Export Management Theory	4	CU34539V20	game)	
IB Core	CU34525V22	Intercultural Competence	2	CU34528V20	Economics	3	CU34535V20	Export Plan	4	CU34538V22	SBI Customer Centered Innovation	
IB Core	CU34523V22	Market Research	4	CU34527V22	Finance	2	CU34522V22	International Contracting	2	CU34537V20	Sustainable Business Theory	
	CU34000V22	EN01 - Getting Started 2 DE01	1,25	CU34001V22	ENO2 - Making Contact	1,25	CU34002V22	EN03 - Describing Trends DE03 ES03	1,25	CU34003V22	ENO4 - Presentations - novice	
	CU34567V20	2	1st Centu	ry Skills IB (a)		3	CU34568V20		21st Cer	ntury Skills IB (b)		
DE	CU34341V20	DE01	2	CU34342V20 CU34302V20	DE02	2	CU34343V20	DE03	2	CU34344V20	DE04	
ES	CU34304V22	ES01	2	CU34302V20	ES02	2	CU34331V22	ES03	2	CU34332V22	ES04	
FR	CU34303V21	FR01	2	CU34305V21	FR02	2	CU34333V21	FR03	2	CU34334V21	FR04	
NL	CU34300V21	NLU1	2	CU34301V21	NLU2	2	CU34327V22	NL03	2	CU34328V21	NLU4	

International Business (IB) Bachelor programme - full-time

2.2.4 *IB Core Year 1*

	Title: 21st Century Skills IB (a)	Number of study credits: 3	Number of contact hours: 28
	Course manager:	Compulsory: yes	Language:
	D.M. Polinder		English
Conditions for c	ourse participation:		
Conditions for te	est participation:		
Brief description	of course content:		
to train and test first year). Stude	their MS Office skills (Powerpoint, Word and Excel). Freely av	ity to work on generic skills that are practical for both learnin ailable online study material will be used to revive basic knov ly (Definition-of-Done; collaborative writing; social contracts)	vledge of algebra (more or less at the level of highschool's
Learning objecti	ves: erPoint, Excel & Word Expert)		
Specific learning PowerPoint (Manage press Manage slide Insert and fo Insert tables, Apply transit Excel (MO-20 Manage data Manage table Perform oper Manage char Word Expert	formation in a clear and concise manner by means of a prese objectives: MO-300) entations s rmat text, shapes, and images charts, smartArt, 3D models, and media ions and animations 00) ksheets and workbooks cells and ranges es and table data rations by using formulas and functions ts	ntation (PP), tables and graphs (Excel) or written text (Word I	Expert).
o Use advance	m document elements		

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) and purchase a licence key that allows them to take the tests and obtain a test result overview.

Compulsory lite Cost: €70.00, Lie			MOS F	Practice	e Tests	(to be used the entire year)								
Test code	Form Verbo		ten/Otl	her		Assessment Description and type	Content Linked with learning	Weight Factor	Weighting Minimur Factor score		Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	w	0	I	G		outcomes	%	ECTS					
TOETS01 (VT)		х		x		Assignment - MS Excel Specialist	WW7	15%	0.45	5.5	3	3	5	5
TOETS02 (VT)		х		х		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)		х		х		Assignment - Algebra	WW7	20%	0.6	5.5	42	42	5	5
TOETS05 (VT)		х		х		Assignment - MS Word Expert	WW4	15%	0.45	5.5	49	49	5	5

CU34568V20	Title: 21st Century Skills IB (b)	Number of study credits: 2	Number of contact hours: 14
	Course manager:	Compulsory: yes	Language:
	D.M. Polinder		English
Conditions for a	ourse participation:		
Conditions for t	est participation:		
Description of c	ourse content and learning objectives		
MS Office (Exce	Expert)		
General learning	g objective:		
Presenting in	formation in a clear and concise manner by means of a pr	sentation (PP), tables and graphs (Excel) or written text (Word	Expert).
Specific learning	objectives:		
Manage wor	kbook options and settings		
Manage and	format data		
Create advar	nced formulas and macros		
Manage adv	anced charts and tables		
PLO's: WW4, W	W7		
Basic Statistics			
Learning object	ve:		
• Analysing ca	tegorical data.		
Displaying as	nd comparing quantitative data.		
• Summarizing	guantitative data.		
Modelling da	ta distributions.		
Drawing sam	ples.		
Calculating p	robabilities.		
PLO: WW7			
Working in Tea	ns		
Students apply t	he lessons learned in Q1 and Q2 about co-creation and co	aboration.	
Report Writing			
		ey know how to create a text skeleton and use that to write an	arganized piece of information

International Business (IB) Bachelor programme - full-time

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			e Tests	(to be i	used th	e entire year)								
Test code	Form	at				Assessment	Content	Weight	ing	Minimum	Planning	Inspection	Resit	Inspection of
	Verbal/Written/Other			Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week		
	Individually/Group					learning				week	week	in week		
	v	w	0	I	G		outcomes	%	ECTS					
TOETS01 (VT)		х		х		Assignment - Working in teams	WW6, LW10	20%	0.4	5.5	7	7	10	12
TOETS02 (VT)		x		х		Assignment - MS Excel Expert	WW4	20%	0.4	5.5	14	14	16	16
TOETS03 (VT)		x		х		Assignment - Study Development Goals	LW8	20%	0.4	5.5	23	24	27	27
TOETS04 (VT)		x		Х		Assignment - Report writing	WW4	20%	0.4	5.5	13	14	16	18
TOETS05 (VT)		x		х		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:	Compulsory: yes	Language:						
	J.M. Weggemans		English						
Conditions for co	ourse participation								
Conditions for te	est 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;LW11-13; TWM20,22,24

Compulsory literature:

Test code	Form	at				Assessment	Content	Weight	ing	Minimum	Planning	Inspection	Resit	Inspection of
	Verbo	al/Writ	ten/Otl	her		Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week
	Indiv	idually/	'Group				learning				week	week	in week	
	v	w	0	I	G		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

	Title:	Econo	omics					Nu	mber of s	study cre	dits: 3	Nun	nber of contact	hours: 17.5	
	Cours	se mai	nager	:				Co	mpulsory	: yes		Lan	guage:		
	I.J. Ga	arcía S	epúlv	eda						-		Eng	lish		
Conditions for	ourse pa	articip	ation	:				I							
Conditions for	est parti	icipati	ion:												
Brief descriptio	n of cour	rse coi	ntent	:											
and these contr (our economic: The structure o ecture/discuss .earning object After following L)questions abo 2)questions on B)the implication 4)the implication	ibute to a blearning f the mat ons and v ives: this cours but busing exchange ns of me ns of cus	an und g path terial is work t ese the ess cyu e rates cans of	dersta follow s one throug cles s f prod	anding vs the Can-o gh the ent ca uctio	ng of le six -do p ne pro can di can di	21st - Can-d er we oblem iscuss		mpetitor behavio from the first we	or, the me ek, you ar	eans of pr re expect	roduction, interest in the second s	erest rates and d the necessar	inflation, busine y material so tha	ess cycles and e at you can partio	exchange rates cipate in the
	•		erest	rates	S										
6)the implication	ns of con /W4,6,7;	npetit	erest or bel	rates havio	s or										
6)the implication PLOs: WT1-3; V Compulsory lite	ns of con /W4,6,7; erature:	npetit LW12	erest or bel 2,13; T	rates havio WM2	s or 24	viale	arn								
5)the implication PLOs: WT1-3; V Compulsory lite All material pre	ns of con /W4,6,7; erature:	npetit LW12 <u>r teach</u>	erest or bel 2,13; T	rates havio WM2	s or 24	via Le	earn Assessment	Content	Weight	ting	Minimum	Planning	Inspection	Resit	Inspection c
6)the implication PLOs: WT1-3; V Compulsory lite All material pre	ns of con /W4,6,7; rature: pared by	npetit <u>LW12</u> teach t	erest i cor bel 2,13; T ner and	rates havio WM2 d offe	s or 24	via Le		Content Linked with	Weight Factor	ting	Minimum score	Planning test in	Inspection of work in	Resit scheduled	-
5)questions on 6)the implicatic PLOs: WT1-3; V Compulsory lite All material pre Test code	ns of con /W4,6,7; rature: pared by Format	npetit <u>LW12</u> <u>teach</u> t /Writte	erest i cor bel 2,13; T her and cen/Ot	rates havio <u>WM2</u> d offe	s or 24	via Le	Assessment			ting	-	0			Inspection c resit in wee
5)the implication PLOs: WT1-3; V Compulsory lite All material pre	ns of con /W4,6,7; pared by Format Verbal/	npetit <u>LW12</u> <u>teach</u> t /Writte	erest i cor bel 2,13; T her and cen/Ot	rates havio <u>WM2</u> d offe	s or 24	via Le	Assessment	Linked with		ting	-	test in	of work in	scheduled	-
6)the implication PLOs: WT1-3; V Compulsory lite All material pre	ns of con (W4,6,7; rature: pared by Format Verbal/ Individu	mpetit <u>LW12</u> <u>teach</u> t /Writt	erest i cor bel 2,13; T her and cen/Ot	rates havio <u>WM2</u> d offe	s or 24 Fered		Assessment	Linked with learning	Factor		-	test in	of work in	scheduled	-

Block / Semester: S2										
CU34522V22	Title: International Contracting	Number of study credits: 2	Number of contact hours: 14							
	Course manager:	Compulsory: yes	Language:							
	V. Yazbek		English							
Conditions for a	course participation:									
Conditions for t	test participation:									
Brief descriptio	n of course content:									
	enable students to gain knowledge of and insight into the main concepts of contr	•	e perspective and to develop skills needed for							
applying these of	applying these concepts in global commercial practice. In particular, the course will focus on the following issues:									
 Negot 	tiations and pre-contractual duties									

- 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 lit	Compulsory literature:													
Test code	Format					Assessment	Content	Weigh	ting	Minimu	Planning	Inspection	Resit	Inspection of
	Verbal/Written/Other					Description and type	Linked with	Factor		m score	test in	of work in	scheduled	resit in week
	Individually/Group						learning				week	week	in week	
	v	w	0	I	G		outcomes	%	ECTS					
TOETS (VT)		х		х		Portfolio	WW3 and	100	2.0	5.5	14	14	16	16
							WW7	%						

Block / Semeste	er: S2													
CU34632V20	Titl	e: Circu	ılar Sup	ply Ch	ains		1	lumber of	study cre	edits: 2	Nu	mber of contact	hours: 14	
	Cou	irse ma	nager:				(ompulsory	y: yes		Laı	nguage:		
	R.J.	Meijer	ing									glish		
Conditions for a	course	partici	oation:											
Conditions for t	test par	ticipat	ion:											
Brief descriptio	n of co	urse co	ntent:											
Students will pla	ay a sin	nulatio	n game	in this	course	, called The Blue Connection. It engages	s participants ir	the transf	ormation	n from a linea	to a circular	value chain by im	plementing a c	rcular strategy
for a virtual e-b	ike mar	nufactu	rer.											
Learning object	ives:													
Goals:														
learn to represe	ent the	functio	nal role	es of VF	P Finan	ce, VP Purchasing, VP Supply Chain, and	d VP Sales.							
experience the	circular	way o	f doing	busine	ess for a	sustainable future.								
Related to PLOs	5 WT1, Y	WT3, T	WM19	and TV	VM21									
Compulsory lite						[]		1					-	
Test code	Form					Assessment	Content	Weigh	ting	Minimum	Planning	Inspection	Resit	Inspection of
	Verbo	al/Writ	ten/Oth	ner		Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week
	Indiv	idually/	'Group				learning				week	week	in week	
	V	W	0	I	G		outcomes	%	ECTS					
TOETS (VT)		х		х		Portfolio -	WT1, WT3,	100%	2.0	5.5	24	26	27	27
. ,							TWM19 and							
							TWM21							

Block / Semester: S1												
CU34000V22	Title: EN01 - Getting Started	Number of study credits: 1.25	Number of contact hours: 11									
	Course manager: Compulsory: yes Language:											
	R. Jeffery		English									
Conditions for a	course participation:											
Conditions for t	est participation:											
Brief descriptio	n of course content:											
As part of an intro	oductory course the overarching objective is to enable students to understand and ac	cess the other courses within the IB programm	ne 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	g of the article orally. This will involve the learning of									
relevant business	vocabulary, the introduction and reading of business periodicals (building a habit of r	eading and keeping up to date on the latest b	usiness 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 gro	owth.										

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://issuu

Test code		at al/Writt idually/		ner		Assessment Description and type	Content Linked with learning	Weight Factor	ing	Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
	V	W	0	I	G	1	outcomes	%	ECTS					
TOETS01 (VT)	х			Х		Oral assessment - Oral summary of business article	OSP, ORC, RFO, VR, GA, COH	40%	0.5	5.5	44	45	5	6
TOETS02 (VT)		х		Х		Written knowledge test -	ORC, RFO, RFIA, VR, VC, GA	40%	0.5	5.5	44	45	5	6
TOETS03 (VT)			Х	х		Assignment - Online vocab quizzes	ORC, RFO, RFIA	20%	0.25	5.5	36-42	43	3-4	5

	er: S1													
CU34001V22	Title:	EN02	- Maki	ng Cor	ntact		Nu	mber of	study cre	dits: 1.25	Nu	mber of contact	hours: 11	
	Cours	e man	nager:				Co	mpulsory	y: yes		Lai	nguage:		
	R. Jeff	ery									En	glish		
Conditions for	course pa	rticipa	ation:											
Conditions for	test parti	cipatio	on:											
terminology, v	vith some which the	one y	ou hav	/e just	met in	to read and understand a job descrip an engaging and business-like manne communicate in an engaging manner,	r, helping to build	future n	etworks.	It is designed	to introduce	, students to a bro	ad range of dif	ferent occupati
Codes (all leve aining for this c	s), that is ourse.	based	d upon	<u>https:</u>	//issuu	EFR. More information can be found o .com/marcela-12/docs/cefr & https://			-					
Codes (all leve aining for this c Compulsory lite	s), that is ourse.	basec	d upon	<u>https:</u>	//issuu	.com/marcela-12/docs/cefr & https://		<u>5b15e</u> an	id the sele		statements co	orresponding wit	h the communio	cative compete
Codes (all leve aining for this c Compulsory lite	s), that is ourse. erature: A Format	based	d upon npulsor	<u>https:</u> ry litera	//issuu	.com/marcela-12/docs/cefr & https:// s available on Learn Assessment	/rm.coe.int/16804		ting	ected Can Do				cative compete
Codes (all leve aining for this c	s), that is ourse. erature: A	based III com Writte	d upon npulsor en/Oth	<u>https:</u> ry litera	//issuu	.com/marcela-12/docs/cefr & https://	/rm.coe.int/16804	5b15e an Weigh	ting	ected Can Do	statements co	orresponding wit	h the communio	
Codes (all leve aining for this c Compulsory lite	s), that is ourse. erature: A Format Verbal/ Individu	based III com Writte	d upon npulsor en/Oth	<u>https:</u> ry litera	//issuu	.com/marcela-12/docs/cefr & https:// s available on Learn Assessment	/rm.coe.int/16804 Content Linked with	5b15e an Weigh	ting	ected Can Do	statements co Planning test in	Inspection of work in	h the communio	cative compete
Codes (all leve aining for this c Compulsory lite	s), that is ourse. erature: A Format Verbal/ Individu	based Il com Writte Ially/C	d upon npulsor en/Oth Group	<u>https:</u> ry litera	ature is	.com/marcela-12/docs/cefr & https:// s available on Learn Assessment	/rm.coe.int/16804 Content Linked with learning	5b15e an Weigh Factor	ting	ected Can Do	statements co Planning test in	Inspection of work in	h the communio	cative compete

Block / Semest														
CU34002V22	Title	e: EN03	- Desc	ribing	Frends		N	umber of	study cre	dits: 1.25	Nu	mber of contact	hours: 11	
	Cou	rse ma	nager:				Co	ompulsory	y: yes		Lar	nguage:		
	R. Je	effery									Eng	glish		
Conditions for	course p	particip	ation:								·			
Conditions for	test par	ticipati	on:											
Brief descriptio	n of cou	urse co	ntent:											
is course is dea	signed to	o stren	othen t	he stu	dent's a	ability to interpret, understand and	comprehensibly de	scrihe vari	ious type	s of graphs ar	d charts in a r	professional man	ner. This will co	me in the form
	0		•			charts, describe them, both orally a	• •			0 1	•			
0				• •		· · · ·	0 0	00		•	0		0	•
			and too	dhark.	ot nrog	ross to hone and nortest the skills c	t doccribing trandc		ctudonte	have to make				d nrotoccional li
igoing formativ	e asses	smenta	and fee	dback	ot prog	gress to hone and perfect the skills o	of describing trends	for when	students	have to make	e presentation	s throughout the	eir academic and	d professional li
0						· ·	Ũ					Ū		
udents work to	wards a	a B1/B2	level a	ccordii	ng to Cl	EFR. More information can be found	l on Learn in the sec	ction 'CEFF	R – Langu	age compete	nce and Codes	' which includes	the coded docu	Iment, CEFR-Sca
udents work to Codes (all level	wards a s), that	a B1/B2	level a	ccordii	ng to Cl	· ·	l on Learn in the sec	ction 'CEFF	R – Langu	age compete	nce and Codes	' which includes	the coded docu	Iment, CEFR-Sca
tudents work to Codes (all level	wards a s), that	a B1/B2	level a	ccordii	ng to Cl	EFR. More information can be found	l on Learn in the sec	ction 'CEFF	R – Langu	age compete	nce and Codes	' which includes	the coded docu	iment, CEFR-Sca
tudents work to Codes (all level raining for this c	wards a s), that ourse.	a B1/B2 is base	level a	ccordii	ng to Cl	EFR. More information can be found	l on Learn in the sec	ction 'CEFF	R – Langu	age compete	nce and Codes	' which includes	the coded docu	iment, CEFR-Sca
cudents work to Codes (all level aining for this c Compulsory lite	wards a ls), that ourse. erature:	a B1/B2 is base	level a d upon	ccordii <u>https:</u>	ng to CI	EFR. More information can be found	l on Learn in the sec	ction 'CEFF	R – Langu	age compete	nce and Codes	' which includes	the coded docu	Iment, CEFR-Sca
cudents work to Codes (all level aining for this c Compulsory lite All compulsory	wards a ls), that ourse. erature:	a B1/B2 is base is base	level a d upon	ccordii <u>https:</u>	ng to CI	EFR. More information can be found	l on Learn in the sec	ction 'CEFF	R – Langu Id the sel	age compete	nce and Codes	' which includes	the coded docu	iment, CEFR-Sca cative competer
tudents work to	wards a s), that ourse. erature: literatu Forma	a B1/B2 is base is base	level a d upon railable	ccordii <u>https:</u> on Lea	ng to CI	EFR. More information can be found .com/marcela-12/docs/cefr & <u>https</u>	l on Learn in the sec ://rm.coe.int/1680	tion 'CEFF <u>45b15e</u> an	R – Langu Id the sele ting	age compete ected Can Do	nce and Codes statements co	" which includes prresponding wit	the coded docu h the communio	Iment, CEFR-Sca
tudents work to Codes (all level raining for this c Compulsory lite All compulsory	wards a ls), that ourse. erature: literatu Forma Verba	a B1/B2 is base ire is av at	level a d upon railable en/Oth	ccordii <u>https:</u> on Lea	ng to CI	EFR. More information can be found .com/marcela-12/docs/cefr & https Assessment	I on Learn in the sec ://rm.coe.int/16804 Content Linked with	tion 'CEFF 4 <u>5b15e</u> an Weigh	R – Langu Id the sele ting	age compete ected Can Do Minimum	nce and Codes statements co Planning test in	which includes prresponding wit	the coded docu h the communio Resit scheduled	iment, CEFR-Sca cative competer Inspection o
udents work to Codes (all level aining for this c Compulsory lite All compulsory	wards a ls), that ourse. literature: Verba Individ	a B1/B2 is base ire is av at al/Writt dually/	level a d upon railable en/Oth Group	ccordii <u>https:</u> on Lea	ng to CI //issuu	EFR. More information can be found .com/marcela-12/docs/cefr & https Assessment	I on Learn in the sec ://rm.coe.int/1680 Content Linked with learning	tion 'CEFF <u>45b15e</u> an Weigh Factor	R – Langu Id the self ting	age compete ected Can Do Minimum	nce and Codes statements co Planning	" which includes prresponding wit	the coded docu h the communio	iment, CEFR-Sca cative compete
udents work to Codes (all level aining for this c Compulsory lite All compulsory Test code	wards a ls), that ourse. erature: literatu Forma Verba	a B1/B2 is base ire is av at al/Writt dually/ W	level a d upon railable en/Oth	ccordii https: on Lea ner	ng to CI	EFR. More information can be found .com/marcela-12/docs/cefr & https Assessment Description and type	I on Learn in the sec ://rm.coe.int/16804 Content Linked with learning outcomes	Weight Factor	R – Langu Id the self ting ECTS	age compete ected Can Do Minimum score	Planning test in week	" which includes prresponding wit Inspection of work in week	the coded docu h the communio Resit scheduled in week	iment, CEFR-Sca cative compete Inspection of resit in wee
tudents work to . Codes (all level aining for this c Compulsory lite All compulsory Test code	wards a ls), that ourse. literature: Verba Individ	a B1/B2 is base ire is av at al/Writt dually/	level a d upon railable en/Oth Group	ccordii <u>https:</u> on Lea	ng to CI //issuu	EFR. More information can be found .com/marcela-12/docs/cefr & https Assessment Description and type Written knowledge test -	Content Linked with learning outcomes VR, VC, GA,	tion 'CEFF <u>45b15e</u> an Weigh Factor	R – Langu Id the self ting	age compete ected Can Do Minimum	nce and Codes statements co Planning test in	which includes prresponding wit	the coded docu h the communio Resit scheduled	iment, CEFR-Sca cative compete
tudents work to codes (all level raining for this c Compulsory lite All compulsory	wards a ls), that ourse. literature: Verba Individ	a B1/B2 is base ire is av at al/Writt dually/ W	level a d upon railable en/Oth Group	ccordii https: on Lea ner	ng to CI //issuu	EFR. More information can be found .com/marcela-12/docs/cefr & https Assessment Description and type	I on Learn in the sec ://rm.coe.int/16804 Content Linked with learning outcomes	Weight Factor	R – Langu Id the self ting ECTS	age compete ected Can Do Minimum score	Planning test in week	" which includes prresponding wit Inspection of work in week	the coded docu h the communio Resit scheduled in week	iment, CEFR-Sca cative compete Inspection o resit in weel

CU34003V22	Title	e: EN04	- Pres	entatio	ons-bas	ics	Nu	mber of	study cre	dits: 1.25	Nu	mber of contact	hours: 11	
	Cou	rse ma	nager:				Со	mpulsory	y: yes		Lar	nguage:		
	R. Je	effery	-								Eng	glish		
Conditions for	course p	particip	ation:											
Conditions for														
Brief descriptio	n of cou	urse co	ntent:											
•			•	•	0	nd specifically presenting findings o similar technology in an informative	• •		0 / 1				•	0
Codes (all level aining for this c Compulsory lite	s), that ourse.	is base	d upon	<u>https:</u>	//issuu.	EFR. More information can be found .com/marcela-12/docs/cefr & <u>https</u>			•	e .				
Codes (all level raining for this c Compulsory lite All materials pro	s), that ourse.	is base : online c	d upon	<u>https:</u>	//issuu.				id the sel	e .				cative competer
	s), that ourse. erature: ovided o Forma Verba	is base : online c at al/Writt	d upon or throu cen/Oth	<u>https:</u> Igh tea	//issuu.	.com/marcela-12/docs/cefr & https	//rm.coe.int/16804	<u>5b15e</u> an	ting	ected Can Do	statements co	orresponding wit	h the communi	
Codes (all level aining for this c Compulsory lite All materials pro	s), that ourse. erature: ovided o Forma Verba	is base : online c at	d upon or throu cen/Oth	<u>https:</u> Igh tea	//issuu.	.com/marcela-12/docs/cefr & https Assessment	//rm.coe.int/16804	5b15e an	ting	Minimum	statements co Planning test in	Inspection of work in	h the communio	cative compete
Codes (all level aining for this c Compulsory lite All materials pro	s), that ourse. ovided c Form Verba Individ	is base online c at dually/	d upon or throu en/Oth Group	<u>https:</u> Igh tea	cher	.com/marcela-12/docs/cefr & https Assessment	//rm.coe.int/16804 Content Linked with learning	5b15e an Weigh Factor	ting	Minimum	statements co Planning test in	Inspection of work in	h the communio	Inspection of

Block / Semest	er: S2													
CU34535V20	Title:	Expor	t Plan				Nu	mber of	study cre	dits: 4	Nu	mber of contact	hours: 25 hours	;
	Cours	se man	ager:				Co	mpulsory	: yes		Lar	iguage:		
	E.A.H	. Veldł	nuis								Eng	glish		
Conditions for (ourse pa	articipa	ation:				·							
Conditions for t	est parti	cipatio	on:											
Brief descriptio	n of cour	rse con	tent:											
'ou develop an	export p	lan for	a real-	life co	mpany	with the systematic 10-step Leeman r	method and you c	an identif	fy opport	unities and ri	sks involved w	ith the market e	xpansion. In the	end you and
our team pres	ent this p	olan to	the cho	osen co	ompan	y, considering their market entry optic	on, expected mar	ket growt	h and pro	ofitability. The	erefore, you w	ill train on worki	ng effectively in	a project grou
vhich means ef	fective a	ctivity	plannir	ng base	ed on t	he assignments, effective process cont	trol, effective use	of the co	nsultance	y hours, effec	tive use of the	10-step method	, critical proces	sing of data and
a critical view o	n the fina	al plan												
Learning object	ives:													
At the end of th	e course	, you c	an:											
1. Describ	e and an	alvse t	he com	nanva	and he	r business environment using several ı	methods like SWC)T Five Fo	orces Ah	مال				
						expand her market with export activit		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	51003,715	cii,				
3. Formul	ate two s	strateg	ic optic	ons bas	sed on	a company description to grow on the	e international ma	rket giver	n the inte	ernal capabilit	ies;			
			•			based on a country analysis, considering	ng legal and suppl	y chain re	quireme	nts, and consi	dering the en	ry options the co	ompany is famil	ar with;
						e first 5 years;				- I				
						rketing goals, considering physical dis company and the teachers to highligh						untry you plan t	export to mo	he of entry and
			•			questions about your export plan.	it the selected pro					untry you plan to		
		7, LW9	, LW12	2, LW13	3, TWN	/15, TWM20, TWM22, TWM24								
Compulsory lite Export Planning		eman,	2nd ec	lition, l	ISBN: 9	789043035705								
Test code	Format					Assessment	Content	Weight	ting	Minimum	Planning	Inspection	Resit	Inspection of
	Verbal,	/Writte	en/Oth	er		Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week
	Individ	ually/C	Group				learning				week	week	in week	
	v	W	0	Ι	G		outcomes	%	ECTS					
TOETS (VT)		х			х	Assignment - Export Plan	WW4,6,7;	100%	4.0	5.5	14	16	19	20
							LW9,12.13;							
							TWM15, 20,							
							22,24	1	I					1

CU34536V20	Title: Export	Manageme	nt The	arv	Nu	mber of stud	v credits: 4	Nu	nber of contact	hours: 15 hour	ç
	Course man			Si y		mpulsory: ye		-	guage:		3
	E.A.H. Veldh	•				inpuisory. ye	5	Eng			
		-						LIIE	11511		
	course participa										
	test participatio										
•	n of course con										
-				plained in theory supported with prac		-					
periences. B	ised on the gues	t-lecture m	aterials	students discuss in consultation time s	specific aspects of	marketing, fi	nance and logisti	cs to get a bette	er understand of	export in pract	ice.
earning objec	tives:										
the end of t	his course, the st	udent can u	ise his k	nowledge and understanding to							
4 Euclein											
				s 4 phases: export policy, export audit, expand its activities by exporting.	, export plan and e	export roll-ou	it.				
		-		iness definition model).							
				vith SWOT and TOWS based on an inte	ernal analysis (with	the 7S-mod	el) and a busines	s environment a	inalysis (using PF	STLF)	
				tive environment and strategic options			•				nd Tracev &
	ma' value discip	•			,			,	,	,	,
6. Use a s	pecific filter mo	lel based o	n factor	scoring to select a potential country to	o optor for now or						
				scoring to select a potential country to	beniter for new ac	tivities.					
7. Descril		in, apply Po	orter's v	alue chain model and identify key prod	cesses to highlight	t the compan		oply chain.			
 Descril Deterr 	nine for a specifi	in, apply Po c company t	orter's v wo rele	alue chain model and identify key procession of the second s	cesses to highlight	t the compan		oply chain.			
 Descril Deterring Make a 	nine for a specifi market entry ri	in, apply Po c company f sk analysis f	orter's v wo rele or a spe	value chain model and identify key processed and identify key processed and export market entry options base ecified export situation.	cesses to highlight ed on the compan	t the compan y's export ma	arket strategy.				
 Describ Deterrib Make a Write a 	nine for a specifi market entry ri in export marke	in, apply Po company sk analysis f ing plan for	orter's v wo rele or a spe a speci	value chain model and identify key processed and identify key processed export market entry options base ecified export situation. fic company including requirements for	cesses to highlight ed on the compan	t the compan y's export ma	arket strategy.		d payment term	s), organization	and finance
 Descril Detern Make a Write a (sales t 	nine for a specifi market entry ri n export marke orecast, p & l sta	in, apply Po company t sk analysis f ing plan for tement, ca	orter's v wo rele or a spe a speci shflow s	value chain model and identify key process evant export market entry options base ecified export situation. fic company including requirements for statement, investment plan).	cesses to highlight ed on the compan or physical distribu	t the compan y's export ma ution and log	arket strategy. stics (customs, de	elivery terms ar		s), organization	and finance
 Descril Deterr Make a Write a (sales t 	nine for a specifi market entry ri n export marke orecast, p & l sta	in, apply Po company t sk analysis f ing plan for tement, ca	orter's v wo rele or a spe a speci shflow s	value chain model and identify key processed and identify key processed export market entry options base ecified export situation. fic company including requirements for	cesses to highlight ed on the compan or physical distribu	t the compan y's export ma ution and log	arket strategy. stics (customs, de	elivery terms ar		s), organization	and finance
 Descril Deterr Make a Write a (sales t Preser 	nine for a specifi market entry ri n export marke orecast, p & l st t a roll-out plan	in, apply Po company f sk analysis f ing plan for tement, ca with relevan	orter's v two rele for a speci a speci shflow s nt miles	value chain model and identify key proceed evant export market entry options base ecified export situation. fic company including requirements for statement, investment plan). tones, an optimistic and pessimistic sco	cesses to highlight ed on the compan or physical distribu	t the compan y's export ma ution and log	arket strategy. stics (customs, de	elivery terms ar		s), organization	and finance
 Descril Deterr Make a Write a (sales a 11. Preser Os: WT3, WV Ospheric Structure 	nine for a specifi market entry ri in export marke orecast, p & I sta t a roll-out plan V6, LW12, TWM erature:	in, apply Po c company to k analysis f ing plan fou tement, ca with relevan 18, TWM19	orter's v wo rele or a speci a speci shflow s nt miles , TWM2	value chain model and identify key proceed evant export market entry options base ecified export situation. fic company including requirements for statement, investment plan). tones, an optimistic and pessimistic sco 4	cesses to highlight ed on the compan or physical distribu	t the compan y's export ma ution and log	arket strategy. stics (customs, de	elivery terms ar		s), organization	and finance
 Descril Deterr Make a Write a (sales t Preser Os: WT3, WW Opt Planning	nine for a specifi market entry ri on export marke orecast, p & I st t a roll-out plan V6, LW12, TWM erature: ;, Joris Leeman,	in, apply Po c company to k analysis f ing plan fou tement, ca with relevan 18, TWM19	orter's v wo rele or a speci a speci shflow s nt miles , TWM2	value chain model and identify key proceed evant export market entry options base ecified export situation. fic company including requirements for statement, investment plan). tones, an optimistic and pessimistic sco 4	cesses to highlight ed on the compan or physical distribu enario and three o	t the compan y's export ma ution and logi critical succes	arket strategy. stics (customs, de ss factors to suppo	elivery terms ar ort a fallback pl	an.		
 Descril Deterring Make and the second se	nine for a specifi market entry ri in export marke orecast, p & I sta t a roll-out plan V6, LW12, TWM erature: g, Joris Leeman, Format	in, apply Po c company to k analysis f ing plan for tement, ca with relevan 18, TWM19 2nd edition,	orter's v wo rele or a speci a speci shflow s nt miles , TWM2	ralue chain model and identify key proceed evant export market entry options base ecified export situation. fic company including requirements for statement, investment plan). tones, an optimistic and pessimistic sco 4 1789043035705 Assessment	cesses to highlight ed on the compan or physical distribu enario and three o Content	t the compan y's export ma ution and logi critical succes Weighting	stics (customs, de stics factors to suppo Minimum	elivery terms ar ort a fallback pl Planning	an.	Resit	Inspection
 Descril Deterr Make a Write a (sales t Preser Os: WT3, WW Opt Planning	nine for a specifi market entry ri in export marke orecast, p & I sta t a roll-out plan V6, LW12, TWM erature: t, Joris Leeman, Format Verbal/Writte	in, apply Pd c company f sk analysis f ing plan for tement, ca with relevan 18, TWM19 2nd edition, n/Other	orter's v wo rele or a speci a speci shflow s nt miles , TWM2	value chain model and identify key proceed evant export market entry options base ecified export situation. fic company including requirements for statement, investment plan). tones, an optimistic and pessimistic sco 4	cesses to highlight ed on the compan or physical distribu enario and three o Content Linked with	t the compan y's export ma ution and logi critical succes	arket strategy. stics (customs, de ss factors to suppo	elivery terms ar ort a fallback pl Planning test in	Inspection of work in	Resit scheduled	
 Descril Deterring Make and the second se	nine for a specifi market entry ri m export marke orecast, p & l st t a roll-out plan V6, LW12, TWM erature: , Joris Leeman, Format Verbal/Writte Individually/G	in, apply Pd c company f sk analysis f ing plan for tement, ca with relevan 18, TWM19 2nd edition, n/Other	orter's v ewo rele for a speci shflow s nt miles , TWM2 ISBN: 9	ralue chain model and identify key proceed evant export market entry options base ecified export situation. fic company including requirements for statement, investment plan). tones, an optimistic and pessimistic sco 4 1789043035705 Assessment	cesses to highlight ed on the compan or physical distribu enario and three o Content	t the compan y's export ma ution and logi critical succes Weighting Factor	arket strategy. stics (customs, de ss factors to suppo Minimum score	elivery terms ar ort a fallback pl Planning	an.	Resit	Inspection
 Descril Deterr Make a Write a (sales t Preser 	nine for a specifi market entry ri in export marke orecast, p & I sta t a roll-out plan V6, LW12, TWM erature: t, Joris Leeman, Format Verbal/Writte	in, apply Pd c company f sk analysis f ing plan for tement, ca with relevan 18, TWM19 2nd edition, n/Other	orter's v wo rele or a speci a speci shflow s nt miles , TWM2	ralue chain model and identify key proceed evant export market entry options base ecified export situation. fic company including requirements for statement, investment plan). tones, an optimistic and pessimistic sco 4 1789043035705 Assessment	cesses to highlight ed on the compan or physical distribu enario and three o Content Linked with	t the compan y's export ma ution and logi critical succes Weighting Factor	stics (customs, de stics factors to suppo Minimum	elivery terms ar ort a fallback pl Planning test in	Inspection of work in	Resit scheduled	Inspection
 Descril Deterr Make a Write a (sales a Preser 	nine for a specifi market entry ri m export marke orecast, p & l st t a roll-out plan V6, LW12, TWM erature: , Joris Leeman, Format Verbal/Writte Individually/G	in, apply Po c company to k analysis f ing plan for tement, ca with relevan 18, TWM19 2nd edition, n/Other roup	orter's v ewo rele for a speci shflow s nt miles , TWM2 ISBN: 9	ralue chain model and identify key proceed evant export market entry options base ecified export situation. fic company including requirements for statement, investment plan). tones, an optimistic and pessimistic sco 4 1789043035705 Assessment	cesses to highlight ed on the compan or physical distribu enario and three o Content Linked with learning	the compan y's export ma ution and logi critical succes Weighting Factor % Et	arket strategy. stics (customs, de ss factors to suppo Minimum score	elivery terms ar ort a fallback pl Planning test in	Inspection of work in	Resit scheduled	Inspection

Block / Semest	er: S1												
CU34527V22	Title:	Finance				Nu	mber of	tudy credit	ts: 2	Nun	nber of contact	hours: 14	
	Cours	e managei	:			Co	mpulsory	: yes		Lang	guage:		
	J. Mei	ering								Engl	ish		
Conditions for	course pa	rticipatior	:			·							
Conditions for	test partio	ipation:											
Brief descriptio	n of cour	se content	:										
nance is a broa	d area of	expertise.	in additi	on to N	lanagement accounting, there are a m	ulti-fold of applic	ations in	ousiness that	at benefit fr	om basic to m	ore higher levels	s of financial kn	owledge. In this
ourse we will fo	cus on a s	election o	topics	from th	ese two fields:								
• Financ	al Manag vill discuss xam.	ement: th	e ability	to eval	prporate reporting uate investment opportunities, and var a case-study and discuss the techniqu						k on a case-stud	y that is part of	the final case-
At the end of th		the stude	nt can:										
L)identify the n	nain users	of financi	al inforn	nation a	nd how accounting and finance provid	e valuable tools t	o improv	e decision m	naking for p	rivate-sector k	ousiness		
2)examine the													
3)understand h	ow these	contribute	toward	ls asses	sment of the financial position of a bus	iness							
PLOs: WW6; TV	/N/18 T\A	/1/10 T/1/	121										
Compulsory lite	erature:												
			ction, H	arlow:	Pearson Education, 9th edition, ISBN: 9			1					In one officer of
Test code	Format		thor		Assessment	Content	Weight	•	Minimum	Planning	Inspection of work in	Resit scheduled	Inspection of resit in week
	-	Written/O			Description and type	Linked with	Factor	S	core	test in	week		resit in wee
	Individ	41111/1011	,			learning				week	week	in week	
	Individu			G		outcomes	0/	ECTS					
		W O	1	G		outcomes	%	ECTS	_	3	2	5	5
TOETS01 (VT)			I X	G	Written knowledge test -	WW6;	% 100%		5.5	3	3	5	5
TOETS01 (VT)		W O	I	G	Written knowledge test -		, -		5.5	3	3	5	5

CU34524V22	Title	: Infor	mation	Litera	су		Nu	mber of s	study cre	dits: 3	Nu	mber of contact	hours: 14	
	Cou	rse ma	nager:				Co	mpulsory	: yes		Lar	iguage:		
	D.M	. Polino	der								Eng	glish		
Conditions for	course p	articip	ation:								I			
Conditions for	test par	ticipat	ion:											
Brief descriptio	n of cou	irse co	ntent:											
This course con	tains th	e basic	for all a	assignr	nents v	vith a research component throughou	t your entire stud	y program	nme. It co	overs searchir	ng for (scientif	ic) sources, quoti	ng, referring to,	summarizing
and reading sci	entific so	ources	, search	ing for	the de	finitions, searching for the findings of	different studies.							
Learning object	ives:													
Learning object	ives:													
		ning be	etween	differe	nt sour	ces of information.								
	-	-				on the abstract.								
□ As	sessing	the qu	ality of	inform	ation s	ources.								
□ Co	nsulting	, datab	ases pr	ovidin	g acces	s to various sources of information.								
□ Qu	oting in	the ta	rget tex	kt from	ı variou	s sources of information in line with A	PA guidelines.							
• Co	mposin	g a bib	liograph	ny in co	ompliar	nce with the APA guidelines.								
PLO's:WT1, WV														
Compulsory lite	1					A	Contant	344-1-1-4		N A ¹ ··· · · · · · · · · · · · · · · · ·	Diamina		Devit	
Teet cede	Forma					Assessment	Content	Weight	ing	Minimum	Planning	Inspection	Resit	Inspection of
Fest code			con /0+h	er		Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week
Test code	Verba		•								week			
Test code		dually/	•				learning				week	week	in week	
Test code			•	I	G		learning outcomes	%	ECTS		week	week	in week	
Test code	Indivi	dually/	, Group	l x	G	Written knowledge test - Digital	5	% 100%	<i>ECTS</i> 2.0	5.5	44	week 48	in week	7

CU34525V20	Title	: Inter	ultura	l Comr	etence	<u> </u>	Nu	mber of s	tudy cre	dits: 2	Nu	nber of contact	hours: 7	
0004525720		rse mai		Comp		-		mpulsory			-	guage:		
		Raas	lagel.					inpuisory	. yes		Eng			
Conditions for	_		ation								Ling	11511		
					intod y	version of all Weekly Assignments (=Por	rtfolio) to the eva	<u>m</u>						
Brief descriptio				ng a pi	inteu v	ersion of all weekly Assignments (-For								
•				hacic	cultura	l awareness and cultural competence.		ofortably	and offer	tivoly uso rol	ovant vocabul	nuto chow and	chara hath thai	
			•			udents from different backgrounds get	•	•		•		ary to show and		awareness an
Learning object			0 all lill	ig at ai	1103 SU	udents from different backgrounds get		nui one a			er s culture.			
I can create awa		ofmv	wn cu	ltural s	olf									
l can describe n				iturur 5										
	•			on th	e man	y different components of culture								
	•					ponents, can be interpreted differentl	v hv individuals o	r grouns						
						the easily recognisable to the almost in		n Broaba						
l can develop a				-	2 11 0111		nperceptible							
•				-	efing fo	r people going to live, work or holiday	abroad.							
I can identify th					-									
I can illustrate t		•												
						to national stereotyping								
•				-		d towards other cultures								
l can evaluate t					•									
l can understan	d the pi	inciple	s of Ho	fstede'	's mod	el for describing corporate cultures								
l can illustrate a	ttitude	and di	alogue	typica	l of the	e dimensions of the Hofstede model								
PLOs: LW11, LV	/12, LW	13, LW	14											
Compulsory lite									_					
Test code	Form		(.			Assessment	Content	Weight	ing	Minimum	Planning	Inspection	Resit	Inspection o
		l/Writt		er		Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in weel
		dually/		-		4	learning				week	week	in week	
	V	W	0		G		outcomes	%	ECTS					
TOETS01 (VT)	х				х	Oral assessment - Speaking test –	LW11, LW12,	100%	2.0	5.5	44	44	45	45
					1	group discussion	LW13, LW14	1			1	1	1	1

CU34523V22	Title: Market Research	Number of study credits: 3	Number of contact hours: 25,5
	Course manager:	Compulsory: yes	Language:
	K.L. Ehrie		English
Conditions for c	ourse participation:		, i i i i i i i i i i i i i i i i i i i
Conditions for t	est participation:		
Brief descriptio	n of course content:		
very day we ma	ake decisions. To reduce the risk associated with making these decisions, it is essent	ial to understand the context in which v	we make them. For businesses and other organizations, th
neans understa	nding the market in which business is done. This course specifically discusses the in	formation needed before launching a p	oduct on the market.
	sk in this course is to get acquainted with the size and parts of the market so that yo cuses primarily on: 1) understanding why market research is important, 2) defining		
			• • •
examining the m	narket and collecting needed information, 5) summarizing findings. The connection is course can be demonstrated by an ability to anticipate the value of the information	between quality market research and st	• • •
examining the m knowledge in th Entities and phe share, governme	narket and collecting needed information, 5) summarizing findings. The connection is course can be demonstrated by an ability to anticipate the value of the information nomena within and which influence the external environment will be evaluated inc ent policy, pressure groups, the financial community, the internal environment and	between quality market research and st on you have assembled. luding: customer beliefs and behaviors,	rategic success will be introduced and the highest level of
examining the m knowledge in th Entities and phe share, governme .earning object i	narket and collecting needed information, 5) summarizing findings. The connection is course can be demonstrated by an ability to anticipate the value of the information nomena within and which influence the external environment will be evaluated inc ent policy, pressure groups, the financial community, the internal environment and	between quality market research and st on you have assembled. luding: customer beliefs and behaviors,	rategic success will be introduced and the highest level of
examining the m knowledge in th Entities and phe share, governme Learning object At the end of th	narket and collecting needed information, 5) summarizing findings. The connection is course can be demonstrated by an ability to anticipate the value of the information nomena within and which influence the external environment will be evaluated inc ent policy, pressure groups, the financial community, the internal environment and ives:	between quality market research and st on you have assembled. luding: customer beliefs and behaviors,	rategic success will be introduced and the highest level of
examining the m cnowledge in th Entities and phe share, governme Learning object At the end of the Underst	narket and collecting needed information, 5) summarizing findings. The connection is course can be demonstrated by an ability to anticipate the value of the information nomena within and which influence the external environment will be evaluated inc ent policy, pressure groups, the financial community, the internal environment and ives: is course students will be able to:	between quality market research and st on you have assembled. luding: customer beliefs and behaviors,	rategic success will be introduced and the highest level of
examining the m cnowledge in th Entities and phe share, governme earning object At the end of the Underst Define t	narket and collecting needed information, 5) summarizing findings. The connection is course can be demonstrated by an ability to anticipate the value of the information nomena within and which influence the external environment will be evaluated inc ent policy, pressure groups, the financial community, the internal environment and ives: is course students will be able to: cand why market research is important	between quality market research and st on you have assembled. luding: customer beliefs and behaviors,	rategic success will be introduced and the highest level of
examining the m knowledge in th Entities and phe share, governme Learning object At the end of thi Underst Define t Create a	narket and collecting needed information, 5) summarizing findings. The connection is course can be demonstrated by an ability to anticipate the value of the information nomena within and which influence the external environment will be evaluated inc ent policy, pressure groups, the financial community, the internal environment and ives: is course students will be able to: cand why market research is important the external marketing environment	between quality market research and st on you have assembled. luding: customer beliefs and behaviors,	rategic success will be introduced and the highest level of
Examining the m cnowledge in th Entities and phe share, governme Learning object At the end of thi Underst Define t Create a Examine	narket and collecting needed information, 5) summarizing findings. The connection is course can be demonstrated by an ability to anticipate the value of the information nomena within and which influence the external environment will be evaluated inc ent policy, pressure groups, the financial community, the internal environment and ives: is course students will be able to: cand why market research is important the external marketing environment a plan for how to collect needed information	between quality market research and st on you have assembled. luding: customer beliefs and behaviors,	rategic success will be introduced and the highest level of
examining the m knowledge in th Entities and phe share, governme Learning objecti At the end of thi Underst Define t Create a Examine Summa	narket and collecting needed information, 5) summarizing findings. The connection is course can be demonstrated by an ability to anticipate the value of the information nomena within and which influence the external environment will be evaluated inc ent policy, pressure groups, the financial community, the internal environment and ives: is course students will be able to: cand why market research is important the external marketing environment a plan for how to collect needed information e the market and collect valid and reliable information	between quality market research and st on you have assembled. luding: customer beliefs and behaviors,	rategic success will be introduced and the highest level of
Examining the m knowledge in th Entities and phe share, governme Learning objecti At the end of thi Underst Define t Create a Examine Summa Underst	narket and collecting needed information, 5) summarizing findings. The connection is course can be demonstrated by an ability to anticipate the value of the information nomena within and which influence the external environment will be evaluated inc ent policy, pressure groups, the financial community, the internal environment and ives: is course students will be able to: cand why market research is important the external marketing environment a plan for how to collect needed information e the market and collect valid and reliable information rize findings for a defined audience	between quality market research and st on you have assembled. luding: customer beliefs and behaviors,	rategic success will be introduced and the highest level of

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.

Test code	Form	at				Assessment	Content	Weigh	ting	Minimum	Planning	Inspection	Resit	Inspection of
	Verbo	al/Writ	ten/Otl	her		Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week
	Indiv	idually/	'Group				learning				week	week	in week	
	v	w	0	I	G		outcomes	%	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

CU34538V22	Title: SBI	Customer Ce	ntered Inr	novation	Nu	umber of a	study cre	dits: 3	Nu	mber of contact	hours: 20	
	Course m	anager:			Ca	mpulsory	y: yes		Lar	nguage:		
	I.J. García	Sepúlveda							Eng	glish		
Conditions for	course partic	pation:			· · ·							
Conditions for	test participa	tion:										
Brief description	on of course c	ontent:										
enhance their p values and other In a 'time sheet 100% or 90% o Learning objec	oosition within er entreprene ć each group f this grade t ives:	the value ch urial principle keeps track o	ain. In the es (e.g. LE/ f the time	Il sector. Innovative products that e course you will be guided step b AN Start up) are key in the design logged per person per task. In th	by step through the m process. Individual ir	essy proc put in gro	cess of de oup work	signing and te is part of the	esting a great assessment.	value proposition	n. Field research	n into customer
 create incorp perfor PLOs: WT1, 2; V 	a validated cu prate sustaina m semi-struct WW4, 6; LW11	bility aspects ured intervie	ered prod and custo ws.	uct idea omer-centered innovation technic	ques into the design o	of a new p	product					
 create incorp perfor PLOs: WT1, 2; V Compulsory lit 	a validated cu orate sustaina n semi-struct WW4, 6; LW12 erature:	stomer-cent bility aspects ured intervie 2; TWM15, 24	ered prod and custo ws.	omer-centered innovation technic		• 		lent Company				
 create incorp perfor PLOs: WT1, 2; V Compulsory lit Value Propositi 	a validated cu orate sustaina n semi-struct WW4, 6; LW12 erature:	stomer-cent bility aspects ured intervie 2; TWM15, 24	ered prod and custo ws.			• 	d for Stud	ent Company Minimum	/. Planning	Inspection	Resit	Inspection o
 create incorp perfor PLOs: WT1, 2; V Compulsory lit Value Propositi 	a validated cu orate sustaina m semi-struct <u>NW4, 6; LW12</u> erature: on Design, A.	stomer-cent bility aspects ured intervie ;; TWM15, 24 Osterwalder,	ered prod and custo ws.	omer-centered innovation technic r, ISBN: 9781118968055, Book to	be kept for Year 2, B	lock 6 and	d for Stud ting		1	Inspection of work in	Resit scheduled	-
create incorp perfor PLOs: WT1, 2; V Compulsory lit	a validated cu orate sustaina m semi-struct WW4, 6; LW1: erature: on Design, A. Format	stomer-centi bility aspects ured intervie t; TWM15, 24 Osterwalder,	ered prod and custo ws.	n, ISBN: 9781118968055, Book to Assessment	be kept for Year 2, B	lock 6 and	d for Stud ting	Minimum	Planning	-		Inspection o resit in weel
 create incorp perfor PLOs: WT1, 2; V Compulsory lit Value Propositi 	a validated cu orate sustaina m semi-struct <u>WW4, 6; LW1:</u> erature: on Design, A. Format Verbal/Wri	stomer-centi bility aspects ured intervie t; TWM15, 24 Osterwalder,	ered prod and custo ws.	n, ISBN: 9781118968055, Book to Assessment	be kept for Year 2, B Content Linked with	lock 6 and	d for Stud ting	Minimum	Planning test in	of work in	scheduled	-

	er: S2													
CU34539V20	Title: Conscious Capitalism (simulation game)						Number of study credits: 3				Number of contact hours: 7			
	Cou	Course manager:						Compulsory: yes			Language:			
	R.J.	Meijeri	ng							English				
Conditions for	course p	particip	ation:											
Conditions for	test par	ticipati	on:											
Brief descriptio	on of cou	urse co	ntent:											
This manageme	ent gam	e is an o	online	simulat	ion in v	which different managerial domains ar	e integrated. You	learn how	w to set u	ıp a multinati	onal startup co	mpany and to t	ake decisions at	crucial
noments. You'	'll work a	as team	/comp	any an	d will c	ompete on the virtual market against o	other teams/com	panies. At	the end	of the game	you have to rea	ach your goals. E	sesides the nece	essary
management c	oncepts	that he	elp you	steer t	he con	npany, you will have to think about the	e steps you want t	o make c	oncernin	g price, prom	otion, image, p	urchasing and p	roduction. Afte	r every round
•						for the following round. Organization	-			-		•	-	
our company	has to p	resent	the fina	al resul	t to the	investors, based on a final report. You	u also have to har	nd in a we	ekly men	no with your	actions, results	and the busine	ss logic behind	your decisions.
Learning object														
At the end of th														
L) apply knowle	-			-										
						and a state of the second state of the second se	and a second transmission of the second s							
•	•	•		-	o accor	int price, promotion, image, purchasin	g and production							
3) incorporate	feedbac	•		-	o accou	int price, promotion, image, purchasin	g and production							
3) incorporate 4) report to 'inv	feedbac vestors'	k on th	eir dec	isions			g and production							
3) incorporate f 4) report to 'inv 5) exlain the (b	feedbac vestors' usiness)	k on the	eir dec f the d	isions ecision	s made		g and production							
3) incorporate f 4) report to 'inv 5) exlain the (b PLOs: WW6,7;	feedbac vestors' usiness) LWM12,	k on the logic o	eir dec f the d	isions ecision	s made		g and production							
3) incorporate 1 4) report to 'inv 5) exlain the (b PLOs: WW6,7; I Compulsory lite	feedbac vestors' usiness) LWM12, erature:	k on the logic o <u>,13; TW</u>	eir dec f the d /M19,2	isions ecision 0,23,24	s made 1									
3) incorporate 1 4) report to 'inv 5) exlain the (b PLOs: WW6,7; Compulsory lit Cost: €60.00, Ir	feedbac vestors' usiness) LWM12, erature:	k on the logic o ,13; TW : lsoftwa	eir dec f the d /M19,2	isions ecision 0,23,24	s made 1			Weight	ting	Minimum	Planning	Inspection	Resit	Inspection o
3) incorporate 1 4) report to 'inv 5) exlain the (b PLOs: WW6,7; Compulsory lit Cost: €60.00, Ir	feedbac vestors' usiness) LWM12, erature: ndividua Form	k on the logic o ,13; TW : lsoftwa	eir dec f the d (M19,2 are lice	isions ecision 0,23,24 nce for	s made 1	nulation game "Conscious Capitalism"	- ·		ting	Minimum score	Planning test in	Inspection of work in	Resit scheduled	-
3) incorporate 1 4) report to 'inv 5) exlain the (b PLOs: WW6,7; Compulsory lit Cost: €60.00, Ir	feedbac vestors' usiness) LWM12, erature: ndividua Form Verba	k on the logic o ,13; TW : lsoftwa at	eir dec f the d <u>(M19,2</u> are lice ren/Oth	isions ecision 0,23,24 nce for	s made 1	nulation game "Conscious Capitalism" Assessment	Content	Weight	ting		Ŭ			Inspection o resit in weel
3) incorporate f 4) report to 'inv 5) exlain the (b PLOs: WW6,7; Compulsory lit Cost: €60.00, Ir	feedbac vestors' usiness) LWM12, erature: ndividua Form Verba	k on the logic o ,13; TW l softwa at al/Writt	eir dec f the d <u>(M19,2</u> are lice ren/Oth	isions ecision 0,23,24 nce for	s made 1	nulation game "Conscious Capitalism" Assessment	Content Linked with	Weight	ting ECTS		test in	of work in	scheduled	-
3) incorporate f 4) report to 'inv 5) exlain the (b PLOs: WW6,7; Compulsory lit Cost: €60.00, Ir Test code	feedbac vestors' usiness) LWM12, erature: dividua Form Verba Indivi	k on the logic o ,13; TW l softwa at al/Writt	eir dec f the d (M19,2 are lice en/Oth Group	isions ecision 0,23,24 nce for	s made 1 the sir	nulation game "Conscious Capitalism" Assessment	Content Linked with learning	Weight	-		test in	of work in	scheduled	-
3) incorporate f 4) report to 'inv 5) exlain the (b PLOs: WW6,7; Compulsory lit Cost: €60.00, Ir Test code	feedbac vestors' usiness) LWM12, erature: dividua Form Verba Indivi	k on the logic o ,13; TW l softwa at al/Writt	eir dec f the d (M19,2 are lice ren/Oth Group O	isions ecision 0,23,24 nce for ner	s made 1 the sir	nulation game "Conscious Capitalism" Assessment Description and type	Content Linked with learning outcomes WW6,7; LWM12,13;	Weight Factor %	ECTS	score	test in week	of work in week	scheduled in week	resit in wee
3) incorporate 1 4) report to 'inv 5) exlain the (b PLOs: WW6,7; Compulsory lite	feedbac vestors' usiness) LWM12, erature: dividua Form Verba Indivi	k on the logic o ,13; TW l softwa at al/Writt	eir dec f the d (M19,2 are lice ren/Oth Group O	isions ecision 0,23,24 nce for ner	s made 1 the sir	nulation game "Conscious Capitalism" Assessment Description and type Portfolio - Boardroom meetings,	Content Linked with learning outcomes WW6,7; LWM12,13; TWM19,20,23	Weight Factor %	ECTS	score	test in week	of work in week	scheduled in week	resit in wee
3) incorporate 1 4) report to 'inv 5) exlain the (b PLOs: WW6,7; I Compulsory lite Cost: €60.00, Ir Test code	feedbac vestors' usiness) LWM12, erature: dividua Form Verba Indivi	k on the logic o ,13; TW l softwa at al/Writt	eir dec f the d (M19,2 are lice en/Oth Group O x	isions ecision 0,23,24 nce for ner	s made 1 the sir G	nulation game "Conscious Capitalism" Assessment Description and type Portfolio - Boardroom meetings, presentation & report	Content Linked with learning outcomes WW6,7; LWM12,13; TWM19,20,23 ,24	Weight Factor % 50%	<i>ECTS</i> 1.5	score 5.5	test in week various	of work in week various	scheduled in week 27	resit in wee
3) incorporate 1 4) report to 'inv 5) exlain the (b PLOs: WW6,7; I Compulsory lite Cost: €60.00, In Test code	feedbac vestors' usiness) LWM12, erature: dividua Form Verba Indivi	k on the logic o ,13; TW l softwa at al/Writt	eir dec f the d (M19,2 are lice ren/Oth Group O	isions ecision 0,23,24 nce for ner	s made 1 the sir	nulation game "Conscious Capitalism" Assessment Description and type Portfolio - Boardroom meetings, presentation & report Portfolio - Presentation and	Content Linked with learning outcomes WW6,7; LWM12,13; TWM19,20,23 ,24 WW6,7;	Weight Factor %	ECTS	score	test in week	of work in week	scheduled in week	resit in wee
3) incorporate f 4) report to 'inv 5) exlain the (b PLOs: WW6,7; Compulsory lit Cost: €60.00, Ir Test code	feedbac vestors' usiness) LWM12, erature: dividua Form Verba Indivi	k on the logic o ,13; TW l softwa at al/Writt	eir dec f the d (M19,2 are lice en/Oth Group O x	isions ecision 0,23,24 nce for ner	s made 1 the sir G	nulation game "Conscious Capitalism" Assessment Description and type Portfolio - Boardroom meetings, presentation & report	Content Linked with learning outcomes WW6,7; LWM12,13; TWM19,20,23 ,24	Weight Factor % 50%	<i>ECTS</i> 1.5	score 5.5	test in week various	of work in week various	scheduled in week 27	27
Block / Semeste	r: S2													
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CU34537V20	Title: Sustainable Business Theory	Number of study credits: 2	Number of contact hours: 7											
	Course manager:	Compulsory: yes	Language:											
	R.H. Weijs		English											
Conditions for co	burse participation:													
Conditions for te	est 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. 'Not the strongest, but the fittest - the most adaptable to change - survive', 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:

- 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 lite	erature													
Test code	Form	ormat erbal/Written/Other				Assessment	Content	Weight	ing	Minimum	Planning	Inspection	Resit	Inspection of
	Verba	erbal/Written/Other adividuallv/Group				Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week
	Indivi	rbal/Written/Other dividually/Group					learning				week	week	in week	
	V	w	0	I	G		outcomes	%	ECTS					
TOETS01 (VT)			х		х	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*

	er: S1													
CU34569V20	Title:	: 21stC	Skills (c), Pla	nning p	personal projects abroad	N	umber of	study cre	edits: 1	Nu	mber of contact	hours: 6	
	Cours	se mai	nager:				C	ompulsory	y: yes		Lai	nguage:		
	V. Ya	zbek									En	glish		
Conditions for	course pa	articip	ation:											
Conditions for	test part	ticipati	on:											
Brief descriptio	n of cou	irse coi	ntent:											
knowing about placement peri		cedure	for bot	h the r	ninor a	nd the work placement means that y	ou may run the ri	sk of not b	eing on t	he list for the	minor abroad	d or for being ass	igned a coach fo	or the work
PLOs: WW6; LV	iis course /8		tudent	: can <i>in</i>	depen	<i>dently</i> apply correctly for a minor and	l start well-prepa	red with th	ne Y3 Wo	ork Placement				
At the end of th	iis course /8		tudent	: can <i>in</i>	depen	dently apply correctly for a minor and	l start well-prepar			ork Placement	Planning	Inspection	Resit	Inspection of
At the end of th PLOs: WW6; LV Compulsory lite	iis course /8 erature: Forma	at I/Writt	en/Oth		depen			Weight Factor	ting			Inspection of work in week	Resit scheduled in week	Inspection of resit in week
At the end of th PLOs: WW6; LV Compulsory lite	iis course /8 erature: Forma Verbal	at I/Writt	en/Oth		G	Assessment	Content Linked with	Weight	ting	Minimum	Planning test in	of work in	scheduled	-
At the end of th PLOs: WW6; LV Compulsory lite	iis course /8 erature: Forma Verbal, Individ	a t I/Writt dually/0	en/Oth Group			Assessment	Content Linked with learning	Weight	ting	Minimum	Planning test in	of work in	scheduled	-

Block / Semeste	er: S1													
CU34004V22	Title	e: Custo	omer-C	ompan	y Com	munication (written)		Number of	study cre	edits: 2	Nu	umber of contact	hours: 14	
	Cou	rse ma	nager:					Compulso	y: yes		La	nguage:		
	R. Je	effery									En	glish		
Conditions for a	ourse	particip	oation:				·							
Conditions for t	est par	ticipat	ion:											
Brief description	of cou	se con	tent:											
Students work to Scales & Codes (a competence trair	wards a II levels ning for	a B2/C1 s), that this co	l level a is base urse.	accordi d upon	ng to Cl 1 <u>https:</u> ,	d evolving etiquette in writing both fo EFR. More information can be found or //issuu.com/marcela-12/docs/cefr & h available on Learn	n Learn in the s	section 'CE	FR – Lang	uage compete				
Test code	Form					Assessment	Content	Weig	nting	Minimum	Planning	Inspection	Resit	Inspection of
	Verbo	al/Writi	ten/Otl	her		Description and type	Linked with	Facto	r	score	test in	of work in	scheduled	resit in week
	Indivi	dually/	'Group				learning				week	week	in week	
	v	W	0	I	G		outcomes	%	ECTS					
TOETS01 (VT)		Х		х		Assignment - Final Written Test Letters	WP, OWI, C OWP, OC	[,] 100%	2.0	5.5	44	45	4	5

CU34006V22	Titl	e: Prod	uct Pitc	hing &	Busine	ess meeting skills	N	umber of	study cre	edits: 2	Nu	mber of contact	hours: 14	
		rse ma					Co	ompulsory	v: ves		Lai	nguage:		
		effery							,.,			glish		
Conditions for	course	, particin	ation:									<u> </u>		
Conditions for														
Brief descriptio	•	•												
nis course is ali	gned wi	th and o	comple	ments	the ski	lls students will be putting into practi	ice in Research & I	nnovatior	า CU3453	2 (block 2) an	d Starting a Co	ompany CU3455	7 (block 3). Stu	dents will learn
			•			t a 90 second pitch of an idea for star				. ,	•	• •	. ,	
						munity in the Dragon's Den format. F								
											iy anu vocabu	ial y Definitu atter	iung business i	needings in
reparation for l	block 3 v										ry and vocabu	iai y beriniu atter		
reparation for l	olock 3 v											ary benniti atter	iung business i	
		vhich is	aligne	d with	Startin				-			·	-	-
tudents work to cales & Codes (owards all level	which is a B2/C1 s), that	aligned level a is based	d with ccordii	Startin ng to C	g a Company.	on Learn in the sec	ction 'CEF	R – Langi	uage compete	ence and Code	s' which includes	s the coded doc	ument, CEFR-
tudents work to cales & Codes (ompetence trai	owards all levels ning for	which is a B2/C1 s), that this co	aligned level a is based	d with ccordii	Startin ng to C	g a Company. EFR. More information can be found o	on Learn in the sec	ction 'CEF	R – Langi	uage compete	ence and Code	s' which includes	s the coded doc	ument, CEFR-
tudents work to cales & Codes (ompetence trai Compulsory lit	owards all level ning for erature	which is a B2/C1 s), that this co	aligned level a is based urse.	d with ccordii d upon	Starting ng to Cl 1 <u>https:</u>	g a Company. EFR. More information can be found o	on Learn in the sec	ction 'CEF	R – Langi	uage compete	ence and Code	s' which includes	s the coded doc	ument, CEFR-
tudents work to cales & Codes (ompetence trai Compulsory lit	owards all level ning for erature	which is a B2/C1 s), that this co re is av	aligned level a is based urse.	d with ccordii d upon	Starting ng to Cl 1 <u>https:</u>	g a Company. EFR. More information can be found o	on Learn in the sec	ction 'CEF	R – Langu 0 <u>15e</u> and	uage compete	ence and Code	s' which includes	s the coded doc	ument, CEFR-
tudents work to cales & Codes (ompetence trai Compulsory lit All compulsory	owards all levels ning for erature literatu Form	which is a B2/C1 s), that this co re is av	aligned level a is based urse. ailable	d with ccordin d upon on Lea	Starting ng to Cl 1 <u>https:</u>	g a Company. EFR. More information can be found o //issuu.com/marcela-12/docs/cefr &	on Learn in the sec <u>https://rm.coe.int</u>	ction 'CEF :/168045b	R – Langu 0 <u>15e</u> and	uage compete the selected	ence and Code Can Do statem	s' which includes lents correspond	the coded doc ing with the co	ument, CEFR- mmunicative
cales & Codes (competence trai Compulsory lit All compulsory	owards all levels ning for erature literatu Form Verbo	which is a B2/C1 s), that this co : re is av at	aligned level a is based urse. ailable ren/Oth	d with ccordin d upon on Lea	Starting ng to Cl 1 <u>https:</u>	g a Company. EFR. More information can be found of //issuu.com/marcela-12/docs/cefr & Assessment	on Learn in the sec https://rm.coe.int Content	ction 'CEF :/168045b	R – Langu 0 <u>15e</u> and	uage compete the selected Minimum	ence and Code Can Do statem Planning	s' which includes lents correspond	the coded doc ing with the co Resit	ument, CEFR- mmunicative
tudents work to cales & Codes (ompetence trai Compulsory lit All compulsory	owards all levels ning for erature literatu Form Verbo	which is a B2/C1 s), that this co re is av at al/Writt	aligned level a is based urse. ailable ren/Oth	d with ccordin d upon on Lea	Starting ng to Cl 1 <u>https:</u>	g a Company. EFR. More information can be found of //issuu.com/marcela-12/docs/cefr & Assessment	on Learn in the sec https://rm.coe.int Content Linked with	ction 'CEF :/168045b	R – Langu 0 <u>15e</u> and	uage compete the selected Minimum	ence and Code Can Do statem Planning test in	s' which includes lents correspond Inspection of work in	the coded doc ing with the co Resit scheduled	ument, CEFR- mmunicative
tudents work to cales & Codes (ompetence trai Compulsory lit All compulsory	owards all levels ning for erature literatu Form Verbo Indivi	which is a B2/C1 s), that this co re is av at al/Writt dually/	aligned level a is based urse. ailable en/Oth Group	d with ccordin d upon on Lea	Starting ng to Cl I <u>https:</u> rn	g a Company. EFR. More information can be found of //issuu.com/marcela-12/docs/cefr & Assessment	on Learn in the sec https://rm.coe.int Content Linked with learning	Ction 'CEF :/168045b Weigh Factor	R – Langu p <u>15e</u> and ting	uage compete the selected Minimum	ence and Code Can Do statem Planning test in	s' which includes lents correspond Inspection of work in	the coded doc ing with the co Resit scheduled	ument, CEFR- mmunicative

CU34007V22	Title	: Business &	Shareh	older M	Aeeting Skills	N	umber of s	study cre	dits: 2	Nu	mber of contact	hours: 14	
00,022		rse manager		oraci i			ompulsory	•				110413. 14	
		Ŭ	•				unpuisory	. yes			iguage:		
		ffery								Eng	glish		
Conditions for	course p	participation	•										
Conditions for	test part	ticipation:											
Brief descriptio	n of cou	urse content											
					eetings. This will include the custom osition to achieve your aims within	•	of conducti	ing meeti	ings, the voca	bulary associa	ted with underta	aking a meeting	and how to
rofessionally an tudents work to cales & Codes (a	d courte wards a all levels	eously conve B2/C1 level), that is bas	y your v accordi	riews/p ng to C	Ŭ	a given meeting. I on Learn in the sec	ction 'CEFI	R – Langı	uage compete	nce and Code	s' which includes	the coded doc	ument, CEFR-
rofessionally an tudents work to cales & Codes (a ompetence trai	d courte wards a all levels ning for	eously conve B2/C1 level), that is bas this course.	y your v accordi ed upor	riews/p ng to C 1 <u>https:</u>	osition to achieve your aims within EFR. More information can be found //issuu.com/marcela-12/docs/cefr &	a given meeting. I on Learn in the sec	ction 'CEFI	R – Langı	uage compete	nce and Code	s' which includes	the coded doc	ument, CEFR-
rofessionally an udents work to cales & Codes (a ompetence trai	d courte wards a all levels ning for	eously conve B2/C1 level), that is bas this course.	y your v accordi ed upor	riews/p ng to C 1 <u>https:</u>	osition to achieve your aims within EFR. More information can be found	a given meeting. I on Learn in the sec	ction 'CEFI	R – Langı	uage compete	nce and Code	s' which includes	the coded doc	ument, CEFR-
rofessionally an cudents work to cales & Codes (competence trai Compulsory lit	d courte wards a all levels ning for	eously conve B2/C1 level), that is bas this course. All compuls	y your v accordi ed upor	riews/p ng to C 1 <u>https:</u>	osition to achieve your aims within EFR. More information can be found //issuu.com/marcela-12/docs/cefr &	a given meeting. I on Learn in the sec	ction 'CEFI	R – Langu <u>15e</u> and	uage compete	nce and Code	s' which includes	the coded doc	ument, CEFR- nmunicative
rofessionally an tudents work to cales & Codes (a ompetence trai Compulsory lit	d courte wards a all levels hing for erature: Forma	eously conve B2/C1 level), that is bas this course. All compuls	y your v accordi ed upor ory liter	riews/p ng to C 1 <u>https:</u>	osition to achieve your aims within EFR. More information can be found //issuu.com/marcela-12/docs/cefr & available on Learn	a given meeting. I on Learn in the sec & <u>https://rm.coe.int</u>	ction 'CEFI t/168045b	R – Langu <u>15e</u> and	uage compete	ence and Code Can Do statem	s' which includes ents correspond	the coded doc	ument, CEFR- mmunicative Inspection o
rofessionally an tudents work to cales & Codes (a ompetence trai	d courte wards a all levels <u>ning for</u> erature: Forma Verba	a B2/C1 level b), that is bas this course. All compuls at	y your v accordi ed upor ory liter her	riews/p ng to C 1 <u>https:</u>	osition to achieve your aims within EFR. More information can be found //issuu.com/marcela-12/docs/cefr & available on Learn Assessment	a given meeting. I on Learn in the sec <u>https://rm.coe.int</u> Content	ction 'CEFI t/168045b	R – Langu <u>15e</u> and	uage compete the selected (Minimum	ence and Code Can Do statem Planning	s' which includes ents correspond Inspection	the coded doc ing with the cor Resit	ument, CEFR-
rofessionally an cudents work to cales & Codes (competence trai Compulsory lit	d courte wards a all levels <u>ning for</u> erature: Forma Verba	eously conve B2/C1 level), that is bas this course. All compuls	y your v accordi ed upor ory liter her	riews/p ng to C 1 <u>https:</u>	osition to achieve your aims within EFR. More information can be found //issuu.com/marcela-12/docs/cefr & available on Learn Assessment	a given meeting. I on Learn in the sec https://rm.coe.int Content Linked with	ction 'CEFI t/168045b	R – Langu <u>15e</u> and	uage compete the selected (Minimum	ence and Code Can Do statem Planning test in	s' which includes ents correspond Inspection of work in	the coded doc ing with the co Resit scheduled	ument, CEFR- mmunicative Inspection o

Block / Semeste	r: S2								
CU34008V22	Title: Presentations - advanced		Nu	mber of study cre	dits: 2	Num	ber of contact	nours: 14	
	Course manager:		Co	mpulsory: yes		Lang	uage:		
	R.Jeffery					Engli	sh		
Conditions for co	ourse participation:					•			
Conditions for te	est participation:								
Brief description	of course content:								
		e first year to deepen and widen the kn	U				•	•	•
best engage their	audience and to deliver the intend	ed message in a clear and succinct man	nner. Students w	ill combine the use	e of technology	to present inf	ormation in a u	ser friendly an	d easily
understandable fo	ormat with good oratory skills as th	ey prepare to go on their internships.							
Students work tov	vards a B2/C1 level according to CE	EFR. More information can be found on	Learn in the sec	tion 'CEFR – Langu	age competend	ce and Codes'	which includes	the coded doci	ument, CEFR-
Scales & Codes (al	I levels), that is based upon https:/	//issuu.com/marcela-12/docs/cefr & htt	tps://rm.coe.int/	<u>′168045b15e</u> and t	the selected Ca	n Do stateme	nts correspondi	ng with the cor	nmunicative
competence traini	ing for this course.								
Compulsory liter All compulsory l	rature: iterature is available on Learn								
Test code	Format	Assessment	Content	Weighting	Minimum	Planning	Inspection	Resit	Inspection of

Test code	Form	at				Assessment	Content	Weight	ing	Minimum	Planning	Inspection	Resit	Inspection of
	Verb	al/Writt	en/Oth	ner		Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week
	Indiv	idually/	Group				learning				week	week	in week	
	v	w	0	I	G		outcomes	%	ECTS					
TOETS01 (VT)	х				х	Presentation -	SP, OSP, AA, VC, SF	100%	2.0	5.5	25	26	27	27

CU34531V20	Title:	Career	Jobs 8	k Netv	vorking			Number of	study cre	dits: 2	Nu	mber of contact	hours: 14	
	Cours	se mana	ger:					Compulsor	y: yes		Lar	iguage:		
	R.J. M	1eijerin	g								Eng	glish		
Conditions for	course pa	articipa	tion:											
Conditions for	test parti	cipatio	า:											
Brief descriptio	n of cour	rse cont	ent:											
his course serv	es as pre	eparatic	n for a	pplyin	g for internsł	ips and future jobs	and gives the student in	sights in pract	tical ways	to build thei	r professional	profile and expa	nd their networ	k. The first
ecture address	ed the tre	ends an	d deve	lopme	nts in the wo	rld around us, while	e the other workshops w	ill be more ta	rgeted at	your own ca	reer developm	ent and 'person	al branding'. No	wadays it is
nore importan	t that peo	ople car	find ye	ou onl	ine and have	a good impression	of what you capable of.	One or two w	orkshops	will be given	in cooperatior	n with The Work	Zone, which is t	the HZ internsh
and employme	nt agency	<i>ı</i> .												
earning object														
•••	ives:		udent c	an										
At the end of th L) understand p	ives: is course personal b	e, the st brandin	g	an										
At the end of th 1) understand p 2) know what t	ives: his course personal k ney are ca	e, the st brandin apable (g of											
At the end of th 1) understand p 2) know what t	ives: his course personal k ney are ca	e, the st brandin apable (g of											
At the end of th 1) understand p 2) know what t 3) apply for inte	ives: lis course bersonal b ney are ca ernships a	e, the st brandin apable and futu	g of											
Learning object At the end of th 1) understand p 2) know what t 3) apply for inte PLOS: WW4; LV Compulsory lite	ives: his course bersonal b hey are ca ernships a /8; TWM	e, the st brandin apable and futu	g of											
At the end of th L) understand p 2) know what t 3) apply for inte PLOs: WW4; LV Compulsory lite	ives: his course bersonal b hey are ca ernships a /8; TWM	e, the st brandin apable and futu 24	g of		Asses	sment	Content	Weigh	ting	Minimum	Planning	Inspection	Resit	Inspection of
At the end of th L) understand p 2) know what t 3) apply for inte PLOs: WW4; LV Compulsory lite	ives: his course bersonal b hey are ca ernships a /8; TWM2 erature:	e, the st brandin apable and futu 24 t	g of ire jobs	5		sment iption and type	Content Linked wit	•	•	Minimum score	Planning test in	Inspection of work in	Resit scheduled	
At the end of th 1) understand p 2) know what t 3) apply for inte PLOs: WW4; LV	ives: iis course personal b ney are ca ernships a /8; TWM2 erature: Format	e, the st brandin apable and futu 24 t /Writte	g of Ire jobs	5				•	•	-	Ũ			Inspection c resit in wee
At the end of th 1) understand p 2) know what t 3) apply for inte PLOs: WW4; LV Compulsory lite	ives: iis course personal k ney are ca ernships a /8; TWM: /8; TWM: Perature: Format Verbal/	e, the st brandin apable and futu 24 t /Writte	g of Ire jobs	5			Linked wit	•	•	-	test in	of work in	scheduled	

Block / Semeste	er: S2		_		_									
CU34534V20	Title	e: Custo	omer Re	elation	ship M	anagement		Number of	study cre	edits: 3	Nu	mber of contact	hours: 20	
	Cou	rse ma	nager:					Compulsory	y: yes		Lar	nguage:		
	T.H.	van Le	nthe								Eng	glish		
Conditions for a	course	particip	ation:											
Conditions for t	est par	ticipati	ion:											
Brief descriptio	n of co	urse co	ntent:											
This course offe	ers an o	verviev	of the	key co	mpete	nces required by a client-focused orga	nisation. Impo	tant topics	such as k	nowledge of	the customer,	value segmentat	ion and value c	reation, contact
strategies and t	he intei	rdepen	dency o	of these	e topics	are addressed. Students acquire knov	wledge by stud	ing the lite	rature ind	dependently	and they will so	earch for practica	al applicability i	n a case study. In
a project team,	they cr	eate a	olan for	^r impro	oving th	e organisation and making it more cus	tomer oriente	ł.						
Learning object	ives:													
At the end of th	is cours	se, the	student	t can:										
1)understand th	ne key c	ompet	ences r	equire	d by a d	client-focused organisation								
2)apply knowled	dge abo	out CRN	1 to a p	ractica	l case									
PLO: TWM16 Compulsory lite	erature													
Test code	Form					Assessment	Content	Weigh	ting	Minimum	Planning	Inspection	Resit	Inspection of
	Verbo	al/Writt	en/Oth	ner		Description and type	Linked with	Factor	-	score	test in	of work in	scheduled	resit in week
	Indivi	dually/	Group				learning				week	week	in week	
	v	W	0	I	G		outcomes	%	ECTS	-				
TOETS01 (VT)		х		х		Written knowledge test - Theory-	TWM16	50%	1.5	5.5	25	26	27	27
						test		5070	1.5	5.5				
TOETS02 (VT)			х		х	Assignment - Case report	TWM16	50%	1.5	5.5	25	26	27	27

		rse ma	nagor					mber of s						
			mager:				Co	mpulsory	: yes		Lan	guage:		
	V. Y	azbek									Eng	lish		
Conditions for a	ourse p	partici	pation:											
Conditions for t	est par	ticipat	ion:											
Brief descriptio	n of cou	urse co	ontent:											
roviding stude	nts with	an ov	erview	of the	most in	nportant international legal issues	that are related or ca	n potentia	ally be rel	lated to any t	ype of busines	s including their	student compa	ny
 Legal for 	orms of	Compa	anies											
 Legal lif 	fe of a c	ompai	าy (from	ו creat	ion unt	il Liquidation)								
 Intellect 	tual Pro	operty	Rights											
 Data Pr 	otectio	n.												
Compe	tition La	w												
Legal Co	•	nce												
Learning object	ives:													
 Highli 	ghting t	he im	portanc	e of Cc	orporate	e Compliance in any kind of busine	ess especially in the co	ntext of t	heir stude	ent company	course.			
 Famili 	iarize st	udents	s with li	ability	risks of	business operations.								
						ons for firms operating nationally a	and/or internationally	working i	n a natior	nal and/or int	ernal environr	nent		
			fut the l	eguire				working i				incinc.		
Compulsory lite	erature													
Test code	Form	at				Assessment	Content	Weight	ing	Minimum	Planning	Inspection	Resit	Inspection of
	Verba	ıl/Writ	ten/Oth	ner		Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in wee
	Indivi	dually,	/Group				learning				week	week	in week	
		W	0		G		outcomes	%	ECTS					
	v	••	-		U									

Block / Semest	er: S1													
CU34530V20	Title	e: Man	agemer	nt Acco	ounting		1	lumber of	study cre	edits: 3	Nu	mber of contact	hours: 22	
	Cou	rse ma	nager:				C	Compulsory	y: yes		Lar	guage:		
	М. (Greijda	nus								Eng	lish		
Conditions for	course	partici	pation:											
Conditions for t	test par	ticipat	ion:											
Brief descriptio	n of co	urse co	ntent:											
This course will	provide	e you w	ith the	basic I	Manage	ment Accounting tools to calculate org	ganizational and	l team per	formance	and advise m	anagement o	n current and fut	ure performand	ce. Using
realistic busines	s probl	ems th	e stude	nt will	apply t	he cost-volume-profit analysis, (capital	l) budgeting, jol	o costing us	sing the A	AC/DC method	l, (indirect) co	sts allocation wit	h the ABC breal	kdown and
variance analys	is. It is i	mporta	ant to tr	ain cal	culatio	ns skills and critical thinking skills to un	derstand what	the results	mean fo	r the organiza	tion performa	nce.		
Learning object	ives:													
At the end of th	is cour:	se the s	student	can:										
		_												
1) calculate org				•										
2) advise manag	,		rent an	d futur	re perto	ormance								
 apply calcula 	LION SKI	lis												
PLOs: WT3; WV	V6: LW	L2: TW	M24											
Compulsory lite	erature	:												
			troduc	tion, H	arlow, S	Oth edition, ISBN: 9781292204482, Cos	,			1		Increation	Desit	I un an a still and a
Test code	Form					Assessment	Content	Weigh	•	Minimum	Planning	Inspection	Resit	Inspection o
			ten/Oth	ner		Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week
		dually/					learning			-	week	week	in week	
	V	w	0	I	G		outcomes	%	ECTS					
TOETS (VT)	х			х		Oral assessment - Business case	WT3; WW6;	100%	3.0	5.5	44	44	45	46
						based Interview	LW12; TWM24							
							1 0010124							

CU34529V20	Title	e: Orga	nisatior	nal Beł	aviour		Nu	mber of s	tudy credits: 4	Nu	mber of contact	hours: 24 hours	5
			nager:					mpulsory		Lar	iguage:		
	J.M.	Wegg	emans							En	glish		
Conditions for	course p	particip	ation:										
Conditions for													
Brief descriptio	n of cou	urse co	ntent:										
During the Org	anisatio	nal Beh	aviour	(OB) cl	asses t	he student will learn (more) about and	l discuss specific t	opics to a	nalyse how a team ir	an organisatio	n deals with cha	nge, in theory a	nd practice.
The practical as	signme	nt is do	ne in a	group	and th	erefore PLOs 'ways of working' and 'liv	ving in the world' a	are involv	ed. However, tests a	e based on tes	ting knowledge &	& understanding	g of selected
topics.													
Learning Objec	tives:												
At the end of th	is cours	se, the	student	t can:									
		-			-	anisational Behaviour (OB) notions for	the topics: emplo	oyee attitu	ide & motivation, gro	ups in an orga	nization, commu	inication, leader	ship,
organizational													
						ase situations and in a practical assign							
, 0					•	oyees in a company to collect relevant operational perspective how a specifie				abanga00			
•		-				fied group to deal with future changes	• • • •	is affecte	a by and deals with	nangeou			
Compulsory lit			uations		is spec	ned group to deal with rature changes	>						
Essentials of Or Other material					ns, S.P	., Judge, T.A., 14th edition, ISBN: 9 781	.292 221410, Cost	:€64.00,	(Mind the ISBN num	orl Drice from			
	Form		JIE VIA L							ber! Price from	Studystore.)		
Test code				curri.		Assessment	Content	Weight				Resit	Inspection o
Test code	Verba	ıl/Writi	en/Oth			Assessment Description and type	Content Linked with	Weight		Planning test in	Studystore.) Inspection of work in	Resit scheduled	-
Test code		•						-	ing Minimum	Planning	Inspection		-
Test code		l/Writt dually/ W			G		Linked with	-	ing Minimum	Planning test in	Inspection of work in	scheduled	Inspection o resit in weel
	Indivi	, dually/	Group		G	Description and type	Linked with learning	Factor %	ing Minimum score ECTS	Planning test in	Inspection of work in	scheduled	-
	Indivi	dually/ W	Group		-		Linked with learning outcomes	Factor	ing Minimum score	Planning test in week	Inspection of work in week	scheduled in week	resit in wee
	Indivi	dually/ W	Group		-	Description and type	Linked with learning outcomes WT1,3;	Factor %	ing Minimum score ECTS	Planning test in week	Inspection of work in week	scheduled in week	resit in wee
	Indivi	dually/ W	Group		-	Description and type	Linked with learning outcomes WT1,3; WW6,7; LW12, 14; TWM 23,24	Factor %	ing Minimum score ECTS	Planning test in week 45	Inspection of work in week 46-47	scheduled in week 50	51
TOETS01 (VT)	Indivi	dually/ W	Group		-	Description and type	Linked with learning outcomes WT1,3; WW6,7; LW12, 14; TWM 23,24 WW6,7;	Factor %	ing Minimum score ECTS	Planning test in week	Inspection of work in week	scheduled in week	resit in wee
TOETS01 (VT)	Indivi	dually/ W x	Group	ler I	-	Description and type Assignment - Research report	Linked with learning outcomes WT1,3; WW6,7; LW12, 14; TWM 23,24	Factor % 60%	ing Minimum score ECTS 2.5 2.5 5.5	Planning test in week 45	Inspection of work in week 46-47	scheduled in week 50	51

	er: S1													
CU34533V20	Title	e: Quar	titativ	e Resea	arch		N	umber of	study cre	dits: 3	Nu	mber of contact	hours: 15	
	Cou	rse ma	nager:				Co	ompulsory	y: yes		Lan	guage:		
	D.N	I. Poline	der								Eng	lish		
Conditions for	course	particip	ation:											
Conditions for	test par	ticipati	on:											
Brief descriptio	on of co	urse co	ntent:											
The course Qua	antitativ	e Resea	arch pro	eceeds	Studer	nt Coompany. Students will learn how t	o create a good	survey an	d how to	analyse the r	esults, applyin	g basic statistics.	. They will also p	oractice
						must be able to set up a proper survey	-					•		
Learning object				.,			, 0							
•••		se stud	onts wi	ll he ah	le to u	nderstand the basics of doing quantitat	tive research an	alvse outo	romes of	a survey and	visualise these	in a husiness-lik	e way and to ha	horizona da
knowledge to c				ii be us	ne to u	derstand the busies of doing quantita	tive rescurch, an	aryse oute						
	reate a	anod si	irvev tł	nemsel	Ves					,				ave gameu
knowledge to c	reate a	good si	urvey tł	nemsel	ves.					,				ave gameu
			urvey tł	nemsel	ves.					,				ave gameu
PLOs: WW6,7; Compulsory lit	TWM24		urvey tł	nemsel	ves.									ave gameu
PLOs: WW6,7; Compulsory lit Cost: €5.00, Ma	TWM24 erature				ves.									
PLOs: WW6,7; Compulsory lit	TWM24 erature	dicate			ves.	Assessment	Content	Weigh		Minimum	Planning	Inspection	Resit	Inspection of
PLOs: WW6,7; Compulsory lit Cost: €5.00, Ma	TWM24 erature aterial ir Form	dicate	d by tea	acher	ves.	Assessment Description and type	Content Linked with	Weigh	ting					
PLOs: WW6,7; Compulsory lit Cost: €5.00, Ma	TWM24 erature aterial ir Form Verbo	idicateo at	d by tea	acher	ves.			-	ting	Minimum	Planning	Inspection	Resit	Inspection of
PLOs: WW6,7; Compulsory lit Cost: €5.00, Ma	TWM24 erature aterial ir Form Verbo	at al/Writt	d by tea	acher	ves.		Linked with	-	ting	Minimum	Planning test in	Inspection of work in	Resit scheduled	Inspection of
PLOs: WW6,7; Compulsory lit Cost: €5.00, Ma	TWM24 erature aterial ir Form Verbo Indivi	adicated at al/Writt dually/	d by tea en/Oth Group	acher			Linked with learning	Factor	ting	Minimum	Planning test in	Inspection of work in	Resit scheduled	Inspection of

CU34532V20	Title: Re	search &	Innova	ation		Nu	mber of	study cre	dits: 4	Nu	mber of contact	hours: 17	
	Course r	nanager:				Co	mpulsory	y: yes		Lar	nguage:		
	K.L. Ehri	2								Eng	glish		
Conditions for	course parti	cipation:											
Conditions for	test particip	ation:											
Brief descriptio	n of course	content:											
Students will er	ngage in rese	arch tec	hnique	s to und	lerstand what problems exist in the m	narketplace and in	novation	toward th	ne developme	ent of a produ	ct or a service th	at they believe	will both solve
one of the prob	olems they h	ave ident	ified ar	nd is ma	arketable. Students must demonstrate	e level-appropriate	e research	h and anal	lysis skills and	l satisfactory a	ability to problen	n-solve in an inr	novative way.
					e in a competition at the end of the b				•				
Learning object			·	•	·					·	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		
At the end of th		udents w	ill be al	ole to:									
se research tec	hniques to u	nderstar	id what	proble	ms and opportunities exist in the mar	ketplace							
					narketable product or a service idea i		tified pro	-					
			to ucv	eiup a i	fial kelable product of a service fuea if	n response to luer	itilieu pit	Julenns an	d opportunit	les			
						n response to ider	itilieu pro	Julenis an	d opportunit	es			
ossess level-app	propriate res	earch an	d analy	sis skill		in response to ider	itilieu pro	DDIEITIS an	d opportunit	les			
ossess level-app ossess a satisface evelop and pres	propriate res ctory ability sent a busing	earch an to proble ess comp	d analy m-solv etition	sis skill e in an	S	n response to ider	itilieu pre	DDIETTIS att	d opportunit	es			
ossess level-app ossess a satisface evelop and prese PLOs: WT1,2;W	oropriate res ctory ability sent a busine 'W6; LW9,12	earch an to proble ess comp	d analy m-solv etition	sis skill e in an	s innovative way	n response to iden		JUEITS an	d opportunit	es			
ossess level-app ossess a satisfa- evelop and pre- PLOs: WT1,2;W Compulsory lite Marketing: The	oropriate res ctory ability sent a busing (W6; LW9,12 erature: ory, Evidenc	earch an to proble ess comp ; TWM1! e, Practio	d analy m-solv etition 5 ce, Byrc	sis skill e in an produc	s innovative way t concept pitch p, 1st edition, ISBN: 9780195573558, [–]	This book is also u	sed in the	e IB1 core					
ossess level-app ossess a satisfa evelop and pre PLOs: WT1,2;W Compulsory lit Marketing: The Value Propositi	oropriate res ctory ability sent a busing (W6; LW9,12 erature: ory, Evidenc	earch an to proble ess comp ; TWM1! e, Practio	d analy m-solv etition 5 ce, Byrc	sis skill e in an produc	s innovative way t concept pitch	This book is also u	sed in the	e IB1 core se "CCI"			Inspection	Resit	Inspection o
ossess level-app ossess a satisfa evelop and pre PLOs: WT1,2;W Compulsory lit Marketing: The Value Propositi	oropriate res ctory ability sent a busin W6; LW9,12 erature: ory, Evidenc on Design, A	earch an to proble ess comp ; TWM1! e, Practio . Osterw	d analy m-solv etition 5 ce, Byrc alder, Y	sis skill e in an produc	s innovative way t concept pitch p, 1st edition, ISBN: 9780195573558, 7 ur, ISBN: 9781118968055, This book is	This book is also u s also used in IB1 d	sed in the	e IB1 core se "CCI" ting	course, "Mar	ket Research'		Resit scheduled	Inspection o resit in weel
ossess level-app ossess a satisfa evelop and pre PLOs: WT1,2;W Compulsory lite Marketing: The	oropriate res ctory ability sent a busing (W6; LW9,12 erature: ory, Evidenc on Design, A Format	earch an to proble ess comp ; TWM1! e, Practio . Osterw	d analy m-solv etition 5 ce, Byrc alder, Y	sis skill e in an produc	s innovative way t concept pitch p, 1st edition, ISBN: 9780195573558, ⁻ ur, ISBN: 9781118968055, This book is Assessment	This book is also u s also used in IB1 o Content	sed in the core cours Weigh	e IB1 core se "CCI" ting	course, "Mar Minimum	ket Research' Planning	Inspection		•
ossess level-app ossess a satisfa evelop and pre PLOs: WT1,2;W Compulsory lit Marketing: The Value Propositi	oropriate res ctory ability sent a busing W6; LW9,12 erature: ory, Evidenc on Design, A Format Verbal/W	earch an to proble ess comp ; TWM1! e, Practio . Osterw ritten/Ot	d analy m-solv etition 5 ce, Byrc alder, Y	sis skill e in an produc	s innovative way t concept pitch p, 1st edition, ISBN: 9780195573558, ⁻ ur, ISBN: 9781118968055, This book is Assessment	This book is also u s also used in IB1 o Content Linked with	sed in the core cours Weigh	e IB1 core se "CCI" ting	course, "Mar Minimum	ket Research' Planning test in	Inspection of work in	scheduled	-
ossess level-app ossess a satisface evelop and pre- PLOs: WT1,2;W Compulsory lite Marketing: The Value Propositi Fest code	oropriate res ctory ability sent a busine W6; LW9,12 erature: ory, Evidence on Design, A Format Verbal/W. Individual V W	earch an to proble ess comp ; TWM1! e, Practio . Osterw ritten/Ot	d analy m-solv etition 5 ce, Byrc alder, Y her	sis skill e in an produc on Sharı '. Pigne	s innovative way t concept pitch p, 1st edition, ISBN: 9780195573558, ⁻ ur, ISBN: 9781118968055, This book is Assessment Description and type	This book is also u s also used in IB1 o Content Linked with learning outcomes	sed in the core cours Weigh Factor %	E IB1 core se "CCI" ting ECTS	course, "Mai Minimum score	ket Research' Planning test in	Inspection of work in	scheduled	•
ossess level-app ossess a satisface evelop and pre- PLOs: WT1,2;W Compulsory lite Marketing: The Value Propositi Test code	oropriate res ctory ability sent a busing W6; LW9,12 erature: ory, Evidence on Design, A Format Verbal/W Individual	earch an to proble ess comp ; TWM1! e, Practio . Osterw ritten/Ot	d analy m-solv etition 5 ce, Byrc alder, Y	sis skill e in an produc on Sharı '. Pigne	s innovative way t concept pitch p, 1st edition, ISBN: 9780195573558, ⁻ ur, ISBN: 9781118968055, This book is Assessment Description and type Assignment - Documentation	This book is also u s also used in IB1 o Content Linked with learning	sed in the core cours Weigh Factor	e IB1 core se "CCI" ting	course, "Mar Minimum	ket Research' Planning test in week	Inspection of work in week	scheduled in week	resit in wee
ossess level-app ossess a satisfa evelop and pre PLOs: WT1,2;W Compulsory lit Marketing: The Value Propositi	oropriate res ctory ability sent a busine W6; LW9,12 erature: ory, Evidence on Design, A Format Verbal/W. Individual V W	earch an to proble ess comp ; TWM1! e, Practio . Osterw ritten/Ot	d analy m-solv etition 5 ce, Byrc alder, Y her	sis skill e in an produc on Sharı '. Pigne	s innovative way t concept pitch p, 1st edition, ISBN: 9780195573558, ⁻ ur, ISBN: 9781118968055, This book is Assessment Description and type	This book is also used in IB1 of Content Linked with learning outcomes WT1,2;WW6;	sed in the core cours Weigh Factor %	E IB1 core se "CCI" ting ECTS	course, "Mai Minimum score	ket Research' Planning test in week	Inspection of work in week	scheduled in week	resit in wee
ossess level-app ossess a satisface evelop and pre- PLOs: WT1,2;W Compulsory lite Marketing: The Value Propositi Test code	oropriate res ctory ability sent a busine W6; LW9,12 erature: ory, Evidence on Design, A Format Verbal/W. Individual V W	earch an to proble ess comp ; TWM1! e, Practio . Osterw ritten/Ot	d analy m-solv etition 5 ce, Byrc alder, Y her	sis skill e in an produc on Sharı '. Pigne	s innovative way t concept pitch p, 1st edition, ISBN: 9780195573558, ⁻ ur, ISBN: 9781118968055, This book is Assessment Description and type Assignment - Documentation	This book is also used in IB1 of Content Linked with learning outcomes WT1,2;WW6; LW9,12;	sed in the core cours Weigh Factor %	E IB1 core se "CCI" ting ECTS	course, "Mai Minimum score	ket Research' Planning test in week	Inspection of work in week	scheduled in week	resit in wee

Block / Semester	r: S2		
CU34557V20	Title: Student Company Starting a business	Number of study credits: 9	Number of contact hours: 44
	Course manager:	Compulsory: yes	Language:
	K.L. Ehrie		English
Conditions for co	ourse participation:		
Conditions for te	est participation:		
Brief description	n of course content:		
Students will eng	gage in a multi-disciplinary approach to creating a plan for investors. Various busines	ss models will be discussed and students will b	e challenged with a short timeline. Knowledge of
approaches to cr	reating a business plan and ability to execute on its creation will be tested. Marketin	g Plan: This course focuses on the planning ar	d implementation activities generally associated with
the marketing pl	lanning process. Students will craft a strategic marketing plan using research collected	ed about the marketplace and their student co	ompany internal environment. Tactics (activities) will
be selected that	the team agrees will best help them to reach their student company goals. Students	s must demonstrate an ability to forecast the i	mpact of these activities and predict what outcomes
will be achieved	(marekting objectives). The marketing plan will become a part of the student compa	any business plan. Student knowledge of theo	ry will be tested at the end of the block. Financial
Plan: In this cour	rse, student company teams will create an honest financial snapshot of where they a	are and where they reasonably hope to go, (pr	oviding they secure the funding you need) (Cremades
	result will be the financial plan for the student company business plan. You will creat		
projections, inco	ome and expenses, startup costs and funding requests. A funding statement will inclu	ude repayment schedule, use of funds, and th	e milestones you expect to achieve by then.
	n: Students will craft a strategic operations plan using research collected. Decisions a		
	heir student company goals will be made. Students must demonstrate an ability to fo		
plan will become	e a part of the student company business plan. Managerial and Organisational Plan:	This course is destined at providing instruction	s for the section of your business plan that adresses
management and	nd organisation. This section will help you to identify the student companies' needs, a	and demonstrate to investors and other licens	ing bodies and agencies that the student company is
the team to get t	this job done. It basically shows the team's management and industry experience an	d who will do what (Cremades, 2018, on forb	ac com)
			es.comj.
Learning objectiv	ves:		es.comj.

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; TWM15,21, 19, 22 and WW4

Compulsory literature:

International Business (IB)

Test code	Form	at				Assessment	Content	Weight	ing	Minimum	Planning	Inspection	achelor program Resit	Inspection of
		al/Writt	en/Otl	her		Description and type	Linked with	Factor	-	score	test in	of work in	scheduled	resit in week
	Indivi	idually/	Group				learning				week	week	in week	
	V	w	0	I	G		outcomes	%	ECTS					
TOETS01 (VT)		х			х	Assignment - Marketing Plan	TWM15	17%	1.5	5.5	11	11	12	13
TOETS02 (VT)		х			х	Assignment - Operational Plan	TWM21	17%	1.5	5.5	11	11	12	13
TOETS03 (VT)		х			х	Assignment - Financial Plan	TWM19	17%	1.5	5.5	11	11	12	13
TOETS04 (VT)		х			х	Assignment - Managerial Plan	TWM22	17%	1.5	5.5	11	11	12	13
TOETS05 (VT)		х			х	Assignment - Business Plan	WT2, WW6, WW4, LW9, 11, 12, 13	32%	3.0	5.5	12	13	14	15

	er: S2													
CU34555V20	Title	: Stude	nt Con	npany	Runnir	ng a business	Νι	mber of s	tudy cre	dits: 4	Nu	mber of contact	hours: 8	
	Cour	se man	ager:				Co	mpulsory	: yes		Lai	nguage:		
	K.L. E	Ehrie									En	glish		
				Partici	pated	in Starting a Business.								
Conditions for t	est part	icipatio	on:											
Brief descriptio	n of cou	rse con	tent:											
	d the sha	arehold	ers' me	eeting,	their a	of entrepreneurial skills, relationship b ability to: work within a team, fulfill the								
Learning object	ives:													
At the end of th	is cours	e stude	nts wil	l be ab	le to:									
	strate e	•	eneuria	ıl skills										
	lationsh	•												
•	rofessio		in a bu	isiness	setting									
Work w Eulfill +			mnany	role										
• Fulfill th	neir stud	lent cor	• •											
Fulfill thExecute	neir stud e on the	lent cor busine:	ss plan	I										
 Fulfill th Execute Adapt t 	neir stud e on the o chang	lent cor busines ing circ	ss plan umstai	nces	ves in	a professional manner								
 Fulfill th Execute Adapt t 	neir stud e on the o chang	lent cor busines ing circ	ss plan umstai	nces	ves in	a professional manner								
 Fulfill th Execute Adapt t Commu PLOs: WT2;WW	neir stud e on the o chang unicate a 76; LW9,	lent cor busines ing circo and con	ss plan umstar duct tł	nces nemsel		a professional manner								
 Fulfill th Execute Adapt t Commu PLOs: WT2;WW Compulsory lite	neir stud o on the o chang unicate a 6; LW9, erature:	lent cor busines ing circu and con 11-13; 1	ss plan umstar duct tł	nces nemsel		· 	Contont	Woich	ing	Minimum	Planning	Increation	Posit	
 Fulfill th Execute Adapt t Communication 	neir stud e on the o chang unicate a 6; LW9, rature: Forma	lent cor busines ing circl and con 11-13; 7	ss plan umstar duct th	nces hemsel 6,20,22		Assessment	Content	Weight	ing	Minimum	Planning	Inspection of work in	Resit	Inspection of
 Fulfill th Execute Adapt t Commu PLOs: WT2;WW Compulsory lite	neir stud o on the o chang unicate a '6; LW9, erature: Forma Verban	lent cor busines ing circl and con 11-13; 7 nt I/Writte	ss plan umstar duct th TWM1 En/Oth	nces hemsel 6,20,22		· 	Linked with	Weight	ing	Minimum score	test in	of work in	scheduled	Inspection of resit in week
 Fulfill th Execute Adapt t Commu PLOs: WT2;WW Compulsory lite	neir stud e on the o chang unicate a '6; LW9, erature: Forma Verbai Indivic	lent cor busines ing circu and con 11-13; 1 it I/Writte dually/G	ss plan umstar duct th TWM1 en/Oth Group	nces hemsel 6,20,22	1	Assessment	Linked with learning	Factor	-	-	0	-		-
 Fulfill th Execute Adapt t Commu PLOs: WT2;WW Compulsory lite Test code	neir stud e on the o chang unicate a (6; LW9, erature: Forma Verbai Indivice	lent cor busines ing circl and con 11-13; 7 nt I/Writte	ss plan umstar duct th TWM1 En/Oth	nces hemsel 6,20,2: er		Assessment Description and type	Linked with learning outcomes	Factor %	ECTS	score	test in week	of work in week	scheduled in week	resit in week
 Fulfill th Execute Adapt t Commu PLOs: WT2;WW Compulsory lite Test code	neir stud e on the o chang unicate a '6; LW9, erature: Forma Verbai Indivic	lent cor busines ing circu and con 11-13; 1 it I/Writte dually/G	ss plan umstar duct th TWM1 en/Oth Group	nces hemsel 6,20,22	1	Assessment	Linked with learning	Factor	-	-	test in	of work in	scheduled	-
Fulfill th Execute Adapt t Commu PLOs: WT2;WW Compulsory lite Test code	neir stud e on the o chang unicate a (6; LW9, erature: Forma Verbai Indivice	lent cor busines ing circu and con 11-13; 1 it I/Writte dually/G	ss plan umstar duct th TWM1 en/Oth Group	nces hemsel 6,20,2: er	1	Assessment Description and type Oral assessment - Feedback methods mastery	Linked with learning outcomes WW6	Factor % 20%	<i>ECTS</i> 1.0	score 5.5	test in week	of work in week	scheduled in week	resit in week
Fulfill th Execute Adapt t Commu PLOs: WT2;WW Compulsory lite Test code	neir stud e on the o chang unicate a (6; LW9, erature: Forma Verbai Indivice	lent cor busines ing circu and con 11-13; 1 it I/Writte dually/G	ss plan umstar duct th TWM1 en/Oth Group O	nces hemsel 6,20,2: er I x	1	Assessment Description and type Oral assessment - Feedback methods mastery Assignment - Progress assessment	Linked with learning outcomes	Factor %	ECTS	score	test in week	n.a.	scheduled in week 35	n.a.
 Fulfill th Execute Adapt t Commu PLOs: WT2;WW Compulsory lite	neir stud e on the o chang unicate a (6; LW9, erature: Forma Verbai Indivice	lent cor busines ing circu and con 11-13; 1 it I/Writte dually/G	ss plan umstar duct th TWM1 en/Oth Group O	nces hemsel 6,20,2: er I x	1	Assessment Description and type Oral assessment - Feedback methods mastery	Linked with learning outcomes WW6 WT2; LW9,11-	Factor % 20%	<i>ECTS</i> 1.0	score 5.5	test in week	n.a.	scheduled in week 35	n.a.
Fulfill th Execute Adapt t Commu PLOs: WT2;WW Compulsory lite Test code	neir stud e on the o chang unicate a (6; LW9, erature: Forma Verbai Indivice	lent cor busines ing circu and con 11-13; 1 it I/Writte dually/G	ss plan umstar duct th TWM1 en/Oth Group O	nces hemsel 6,20,2: er I x	1	Assessment Description and type Oral assessment - Feedback methods mastery Assignment - Progress assessment	Linked with learning outcomes WW6 WT2; LW9,11- 13;	Factor % 20%	<i>ECTS</i> 1.0	score 5.5	test in week	n.a.	scheduled in week 35	n.a.

CU34556V20	Title	e: Stude	ent Cor	npany	Closing	g a business	N	umber of	study cre	dits: 2	Nu	mber of contact	hours: 6	
	Cou	rse ma	nager:		-		Co	mpulsory	/: yes		Lar	iguage:		
	K.L.	Ehrie	Ū					. ,			Eng	glish		
Conditions for	course p	particip	oation:	Partici	pated i	in Started a Business and Running a	Business							
Conditions for	test par	ticipati	ion:											
Brief descriptio	n of cou	urse co	ntent:											
Students will b	e evalua	ted on	their d	emons	tration	of successful company performance	against their busin	ess plan.	Students	will reflect o	n their own ro	le and performa	nce within the c	company and
that of their tea	ammate	s. The s	submis	sion of	a profe	essionally-written and accurate annu	al report will also a	ssess colla	aboratior	n and report-v	writing skills. P	rofessionalism ir	n communicatio	n and conduct
will be evaluate	ed in the	conte	xt of in	teractio	on with	coaches during the liquidation as we	ell as in the final sh	areholder	rs' meetir	ng.				
Learning objec	tives:													
						nance against their business plan e within the company and that of the	ir teammates							
Profes PLOs: V	a professionally NW4,6;	sional r interac LW9,11	eport t with (extern	al) coa	ches and shareholders								
Write a Profes PLOs: V Compulsory lit	a professionally NW4,6;	sional r interac LW9,11	eport t with (extern	al) coa		Content	Weight	ting	Minimum	Planning	Inspection	Resit	Inspection c
Write a Profes	a profess sionally <u>WW4,6;</u> erature: Form Verbo	sional r interac LW9,11 : at	eport t with (1-13; TV	extern VM18,	al) coa	ches and shareholders		Weight	•	Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection o resit in weel
Write a Profes PLOs: V Compulsory lit	a profess sionally <u>WW4,6;</u> erature: Form Verbo	sional r interac LW9,11 at al/Writt	eport t with (1-13; TV	extern VM18,	al) coa	ches and shareholders Assessment	Content Linked with		•	-	test in	of work in	scheduled	
Write a Profes PLOS: V Compulsory lit Test code	a profess sionally WW4,6; erature: Form Verba Indivi	sional r interac LW9,11 at al/Writt dually/	eport t with (L-13; TV ten/Oth Group	extern VM18,	al) coa	ches and shareholders Assessment	Content Linked with learning	Factor	-	-	test in	of work in	scheduled	-
Write a Profes PLOs: V Compulsory lit	a profess sionally WW4,6; erature: Form Verba Indivi	sional r interac LW9,11 at al/Writt dually/ W	eport t with (L-13; TV ten/Oth Group	extern VM18,	al) coa 21 G	ches and shareholders Assessment Description and type	Content Linked with learning outcomes WT1, WW4,	Factor %	ECTS	score	test in week	of work in week	scheduled in week	resit in wee

Block / Semest	er: S1													
CU34542V20	Title	e: Tear	n forma	ation to	ools		Nu	mber of s	study cre	dits: 1	Nun	nber of contact	hours: 6	
	Cou	rse ma	anager:				Co	mpulsory	: yes		Lan	guage:		
	D.M	I. Polin	der								Eng	lish		
Conditions for	course	partici	pation:											
Conditions for	test par	ticipat	ion:											
Brief descriptio	n of co	urse co	ontent:											
This short but in	ntensive	e activi	ty is set	up to	let the	students create optimally equilibriated	I teams for carryin	ng out the	ir Studer	nt Company a	ctivities in the	second half of Y	ear 2. Tools sucl	n as DISC,
Belbin-like tests	s, the 'E	Big Five	e' and th	ne Rose	e of Lea	ry will be explained and put into practi	ice. At the end of	the works	shops the	e students wil	I have formed	mixed yet prom	sing teams, bou	ind by a self-
designed 'socia	l contra	ct'.												
Learning object	ives:													
At the end of th	nis work	shop, t	the stud	dent ur	ndersta	nds what constitutes a good team, with	h special attentio	n for dive	sity of te	eams.				
The student car	า:	• *				Ç ,								
 explain 	and wo	rk witł	n the pr	esente	d tools	for mapping individual competences								
			•			e present in a successful team								
•				•		limitations of an available population)								
•argue w	hy cert	ain tea	ams woi	rk bette	er than	others using concepts from the HRM-p	oractice							
PLOs: LW12; LV	111													
Compulsory lite														
Test code	Form					Assessment	Content	Weight	ing	Minimum	Planning	Inspection	Resit	Inspection of
	Verbo	al/Writ	ten/Otl	her		Description and type	Linked with	Factor	•	score	test in	of work in	scheduled	resit in week
	Indivi	dually,	/Group				learning				week	week	in week	
	V	W	0	I	G		outcomes	%	ECTS					
TOETS (VT)		х		х	1	Assignment - Participation	LW12 and	100%	1.0	5.5	50	50	2	2
				1	1		1	100/0			1			

2.2.6 IB Year 3

Block / Semeste			
Block / Semeste			
CU34796V21	Title: Minor	Number of study credits: 30	Number of contact hours:
	Course manager:	Compulsory: yes	Language:
	P.C. Raas		English
	ourse participation:		
	est participation:		
Brief description	n of course content:		
A Minor forms a to respect the fo		n addition to your Major, either deepening or broadening your	knowledge. You are free to choose any course, but you have
Business Track: For students who	o follow the Business Track: You may follow courses taught i	n any language that you have a good understanding of.	
internship in any Language Track:	language that you have a good understanding of, or the oth		
year internship ir Contents Busine s Courses should n Courses must be	n the other target language that you study, or the other way	your home program.	as a working language, and your 5.4
Contents Hybrid For students who You follow all cou you do your IB m around. Courses can be cl official working la	Track: o follow the Hybrid Track: urses taught in Spanish or French or German or Dutch, depe inor in the language that you study at HZ besides English an hosen from any year of the receiving institutions' program, anguage of the country where you will do your Minor.	nding on the country where you will do your Minor. The choice d your 3rd year internship in any language that you have a goo but must always be followed in the target language (Spanish, Fr fers a Language course in the target language (Spanish, French,	d understanding of, or the other way rench, German, Dutch), which is an

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 lite	erature:													
Test code	Form	ormat Yarhal/Writtan/Other			Assessment	Content	Weight	ing	Minimum	Planning	Inspection	Resit	Inspection of	
	Verba	erbal/Written/Other				Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week
	Indivi	dually/	'Group				learning				week	week	in week	
	V	w	0	I	G		outcomes	%	ECTS					
TOETS (VT)			х	х		Assignment - Transcript	n.a.	100%	30.0	5.5	various	various	various	various

Block / Semest	er: S1													
Block / Semest	er: S2													
CU34790V20	Title	e: Work	Placer	nent A	1		Nu	mber of s	tudy cre	edits: 15	Nur	nber of contact	hours: 2	
	Cou	rse ma	nager:				Co	mpulsory	: yes		Lan	guage:		
	J.M.	Wegge	emans								Eng	lish		
Conditions for	course p	particip	ation:	Start s	emeste	r 5: Year 1 completed + 25 ECTS semes	ter 3; Start seme	ster 6 or l	ater: Yea	r 1 completer	d + 45 ECTS ser	nester 3 + 4.		
Conditions for t	test par	ticipati	on: Int	ernshij	o needs	to be approved.								
Brief descriptio	on of cou	urse co	ntent:											
Focus first part	of the i	nternsh	ip is to	find ye	ou plac	e & role in the organisation, check & u	pdate your perso	nal skills,	and align	expectations	s with your in-o	company supervi	isor(s).	
During the first	10-11 v	veeks o	f the co	oopera	tive wo	ork placement the student participates	in a team, execut	es well-d	efined ta	isks and learn	s to effectively	perform under	company super	vision in an
international or	rganisat	ion. Aft	er 10-1	1 wee	ks the s	tudent evaluates his achievements and	d based on his ref	lections t	he stude	ent describes l	now the learni	ng experience w	ill be transferre	d to the 2 nd part
of the work pla	cement	formu	lates a	new o	r revise	d set of learning goals and presents the	e POA of a light re	esearch as	signmen	nt.				
					c					- f	0.04			
6 learning objec	ctives ar	e selec	ted fro	m: one	e from \	Nays of Thinking, one from Ways of Wo	orking, two from	Ways of L	iving, tw	o from Work	ing & Manager	nent lools.		
ooming chiesti														
Learning objecti At the end of th		o tha	tudont	t can.										
At the end of th		e, me :	studem	L Call.										
)work in a relev	ant bus	iness e	nviron	ment										
•	•			• •		e learning outcomes (PLOs)								
••			-		d proje	cts for a period of 21 weeks (covering)	WPI A and B) in cl	ose coop	eration w	vith the in-co	mpany supervi	sor		
l)carry out activ 5)adjust a plan v		-	•	an										
				arned	skills af	ter evaluating the learning goals based	d on PLOs and des	cribe hov	the lear	rning experie	nces and learn	ed skills might b	e applied in futi	ure (working)
tuations														
Compulsory lite	1							[_		1		1 =	
Test code	Form		(0.1			Assessment	Content	Weight	ing	Minimum	Planning	Inspection	Resit	Inspection of
		l/Writt	•	er		Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week
		dually/		-			learning				week	week	in week	
	V	W	0	I V	G		outcomes	%	ECTS					
TOETS01 (VT)		х		Х		Assignment - 10-week activity plan	WW4,5;LW11-14; TWM15-24	0%	0.0	-	various	various	various	various
							WW4,5;LW11-							

Block / Semest	er: S1													
Block / Semest	er: S2													
CU34791V20	Title	: Work	Placen	nent B			Nu	mber of s	study cre	dits: 15	Nur	nber of contact	hours: 3	
	Cour	se mar	ager:				Со	mpulsory	: yes		Lan	guage:		
	J.M.	Wegge	mans								Eng	lish		
onditions for	ourse p	articip	ation: (course	CU347	90V20 passed	<u>.</u>				-			
onditions for t	est part:	icipatio	on:											
rief descriptio	n of cou	rse cor	ntent:											
ocus second p	art inter	nship is	s to org	anize a	and exe	ecute a research that will contribute to	the organisation.	The POA	of this re	esearch was p	oublished in an	d approved with	the interim rep	port.
uring the seco	nd 10-12	1 week	s of the	e coop	erative	work placement the student participa	ates more indepen	dently in	the same	e or other tea	m, executes w	ell-defined tasks	taking more re	sponsibility an
arns to effect	vely per	form in	an int	ernatio	onal or	ganisation. At the end of the work plac	cement the studer	nt reflects	s on his ad	chievements	and describes	now the learning	g experiences ca	an be used in
uture working	and soci	al cont	exts. In	the fir	nal rep	ort the student also presents the findi	ngs of his light res	earch ass	ignment	and convincir	ngly shows how	his findings we	re received by t	he organisatio
learning object	tives are	e select	ed fro	m: one	from \	Nays of Thinking, one from Ways of W	/orking, two from '	Ways of L	_iving, two	o from Worki	ng & Managen	nent Tools. A lea	arning objective	e related to PLC
VMT 24 is man	datory.													
arning objectiv	ves:													
t the end of th	is course	e, the s	tudent	can:										
work in a relev	ont husi			nont										
					ramme	e learning outcomes (PLOs)								
						cts for a period of 21 weeks (covering	WPI A and B) in cl	ose coop	eration w	vith the in-cor	npany supervis	sor		
carry out activ			-				,	•			. , .			
adjust a plan v														
	r achieve	ements	and le	arned	skills af	ter evaluating the learning goals based	d on PLOs and des	cribe hov	w the lear	ning experier	nces and learne	ed skills might be	e applied in futu	ure (working)
uations Compulsory lite	ratura													
fest code	Forma	t				Assessment	Content	Weight	ting	Minimum	Planning	Inspection	Resit	Inspection o
	Verbal	/Writte	en/Oth	er		Description and type	Linked with	Factor	U	score	test in	of work in	scheduled	resit in wee
	Indivia	•	•				learning				week	week	in week	
	V	w	0	1	G		outcomes	%	ECTS					
OETS01 (VT)	_	x	-	x	•	Assignment - Final report	WW4,5;LW11-14;	100%	15.0	5.5	various	various	various	various
001301(01)							TWM15-24	100%	15.0	5.5				
								1			1	1	1	1

2.2.7 IB Core Year 4

Block / Semeste	er: S1		
Block / Semeste	er: S2		
CU34571V21	Title: International Economics	Number of study credits: 3	Number of contact hours: 21
	Course manager:	Compulsory: yes	Language:
	I.J. García Sepúlveda		English
Conditions for a	course participation: course CU34528V20 passed		
Conditions for t	est participation:		
Brief descriptio	n of course content:		
The purpose of backdrop of cur market failures	n apparently non-economic issue, which has turned our lives upside down. this course is to examine economic theories put forward by 7 economists that we can rent liberal views and the 'free market' ideas of Adam Smith. We will be able to see th we, in the 21st century, regard as urgent matters to be solved at an international leve onomics contributes to the IB PLO WT3 – International Business Awareness – analyse	hat even 100 years ago economists were que I, while some of their colleagues continued t	estioning such ideas and creating models to explain the to defend the supremacy of the old world.
Learning object	ives:		
As for <u>Can-dos</u> ,	upon completion of this course students will be able to discuss:		
Compar	rative advantage and international trade		
-	re externalities		
	ment borrowing		
•	y in economic downturns		
	heory business solutions		
Wage g			
	st century doughnut V4,6,7; LW12,13; TWM24		
Compulsory lite			
Provided by tea			

Test code	Form	at				Assessment	Content	Weight	ing	Minimum	Planning	Inspection	Resit	Inspection of
	Verbo	al/Writt	en/Oth	ner		Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week
	Indivi	idually/	Group				learning				week	week	in week	
	v	W	0	I	G		outcomes	%	ECTS					
TOETS01 (VT)		Х		Х		Written knowledge test -	WT1-3	70%	2.0	5.5	43	45	5	7
											14	16	27	28
TOETS02 (VT)	Х				Х	Presentation -	WT1-3;	30%	1.0	5.5	ongoing	ongoing	45	45
							WW4,6,7;						27	27
							LW12,13;							
							TWM24							

Block / Semester	r: S1		
CU34572V22	Title: International Business Consultant	Number of study credits: 19	Number of contact hours:
	Course manager:	Compulsory: yes/no	Language:
	D.M. Polinder		English
Conditions for co	ourse participation:		
Conditions for te	est participation:		
Brief description	of course content:		
This is a course	e with one test at the end of the semester. The test is for the students to indi	vidually write an analysis of and an advic	e 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.

In the first half of the semester, students study:

GSM / Global Strategic Management

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.

HRM/International Human Resource Management

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.

Data Management

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

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:

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2.2.8 Language classes (Language and Hybrid track)

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Learning Objectives: Students work towards A1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' whi 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 of 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 Description and type Individually/Group Minimum Planning test in week			
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Students work towards A1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' whit 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 of 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: €39.50, Book will be used in all 4 blocks of Y1. Books must be new and unused!!! Test code Format Verbal/Written/Other Description and type Linked with Factor learning Kinimum Verbal/Written/Other Description and type			
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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 Assessment Content Weighting Minimum Planning Verbal/Written/Other Description and type Linked with Factor score test in week			
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Test code Format Assessment Content Weighting Minimum Planning Verbal/Written/Other Description and type Linked with Factor score test in Individually/Group Linked with Individually week			
Verbal/Written/Other Description and type Linked with Factor score test in Individually/Group Indin/Group Individually/Group Individually	Inspection	Resit	Inspection of
Individually/Group learning week	of work in	scheduled	resit in wee
	week	in week	
	1	1	1
TOETS01 (VT) X X Written knowledge test - ORC, OWI, 90% 1.8 5.5 44	46	5	6
Grammar, vocab, writing & reading OWP, LR, VR,	40	J J	Ŭ
Ch. 1-5	40		
Cn. 1-5 COH	40		
TOETS02 (VT) X X Portfolio - Ch. 1-5 ORC, OWI, LR, GA, VC 10% 0.2 5.5 44	40		6

CU34342V20	Title	e: DE02	- Germ	nan 02			N	mber of	study cred	dits: 2	Nu	mber of contact	hours: 14	
		rse ma						mpulsory				nguage:		
		Л. Kästr	0						,			rman		
Conditions for	course i	particin	ation:											
Conditions for														
Brief descriptio	•													
(Business)				n CEF										
, ,					/day ex	pressions and very basic phrase	es aimed at the satisfact	on of nee	ds of a cor	ncrete type.				
	duce yo													
 Ask a 	nd answ	ver que	stions a	about p	ersona	l details such as where you live	e, people you know and t	hings you	have					
 Intera 	act in a s	simple	way pro	ovided	the oth	er person talks slowly and clea	irly and is prepared to he	lp						
Books chapters	6-10													
Learning Objec		1										iah ingkudag tha .		
Learning Objec Students work	towards					L. More information can be fou								
Learning Objec Students work Codes (all level	towards s), that i	is based	l upon			L. More information can be fou com/marcela-12/docs/cefr and								
Learning Objec Students work Codes (all level competence tr	towards s), that i aining fo	is based or this c	l upon ourse.	https:/	/issuu.o		https://rm.coe.int/1680							
Learning Object Students work Codes (all level competence tra CEF-codes IB: Compulsory lit	towards s), that i aining fo <i>OLC, O</i>	is based or this c <i>RC, OSI</i> ,	l upon ourse.	https:/	/issuu.o	com/marcela-12/docs/cefr and	https://rm.coe.int/1680							
Learning Object Students work Codes (all level competence tra CEF-codes IB: Compulsory lit As for DE01	towards s), that i aining fo <i>OLC, O</i>	is based or this c <i>RC, OSI</i> ,	l upon ourse.	https:/	/issuu.o	com/marcela-12/docs/cefr and	https://rm.coe.int/1680							
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Learning Object Students work Codes (all level competence tra CEF-codes IB: Compulsory lit As for DE01 As for DE01	towards s), that i aining fc OLC, Or erature: Form	is based or this c <i>RC, OSI,</i> at	l upon ourse. , <i>OWI, (</i>	https:/	/issuu.o	com/marcela-12/docs/cefr and VR, GA, VC, PC, OC, COH, SF at Assessment	l https://rm.coe.int/168(t A1-level	45b15e a	nd the sel	lected Can D	o statements	corresponding w	ith the commur	nicative
Learning Object Students work Codes (all level competence tra CEF-codes IB:	towards s), that i aining fc OLC, Or erature: Form Verbc	is based or this c <i>RC, OSI</i> , at al/Writt	d upon ourse. . <i>OWI, d</i> ren/Oth	https:/	/issuu.o	com/marcela-12/docs/cefr and VR, GA, VC, PC, OC, COH, SF at	l https://rm.coe.int/1680 t A1-level Content	45b15e a	nd the sel	lected Can D	o statements	corresponding w	ith the commur	nicative
Learning Object Students work Codes (all level competence tra CEF-codes IB: Compulsory lit As for DE01 As for DE01	towards s), that i aining fc OLC, Or erature: Form Verbc	is based or this c <i>RC, OSI,</i> at	d upon ourse. . <i>OWI, d</i> ren/Oth	https:/	/issuu.o	com/marcela-12/docs/cefr and VR, GA, VC, PC, OC, COH, SF at Assessment	l https://rm.coe.int/168(t A1-level Content Linked with	45b15e a	nd the sel	lected Can D	o statements Planning test in	corresponding w	ith the commun	nicative
Learning Object Students work Codes (all level competence tr. CEF-codes IB: Compulsory lit As for DE01 As for DE01 Test code	towards s), that i aining fc OLC, Ol erature: Form Verbo Indivi	is based or this c <i>RC, OSI,</i> at al/Writt dually/	d upon ourse. . <i>OWI, d</i> en/Oth Group	https:/	/issuu.o	com/marcela-12/docs/cefr and VR, GA, VC, PC, OC, COH, SF at Assessment Description and type	I https://rm.coe.int/168(t A1-level Content Linked with learning	45b15e a Weight Factor %	ing ECTS	Minimum score	o statements Planning test in	corresponding w	ith the commun	nicative
Learning Object Students work Codes (all level competence tr. CEF-codes IB: Compulsory lit As for DE01 As for DE01 Test code	towards s), that i aining fc OLC, Ol erature: Form Verbc Indivi V	is based or this c <i>RC, OSI,</i> at al/Writt dually/	d upon ourse. . <i>OWI, d</i> en/Oth Group	https:/ OSP, O Deer	/issuu.o	com/marcela-12/docs/cefr and VR, GA, VC, PC, OC, COH, SF at Assessment	I https://rm.coe.int/1680 t A1-level Content Linked with learning outcomes	45b15e a Weight Factor	ing ECTS	lected Can D	o statements Planning test in week	corresponding w Inspection of work in week	ith the commur Resit scheduled in week	nicative Inspection o resit in weel
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Learning Object Students work Codes (all level competence tr CEF-codes IB: Compulsory lit As for DE01 As for DE01 Test code	towards s), that i aining fc OLC, Ol erature: Form Verbc Indivi V	is based or this c <i>RC, OSI,</i> at al/Writt dually/	d upon ourse. . OWI, d en/Oth Group O	https:/ OSP, O her I X	/issuu.o	com/marcela-12/docs/cefr and VR, GA, VC, PC, OC, COH, SF at Assessment Description and type Oral assessment -	I https://rm.coe.int/1680 t A1-level Content Linked with learning outcomes OLC, OSI, OSP, LR, VR, GA, PC, COH, SF	45b15e a Weight Factor % 90%	ting ECTS 1.8	Minimum score 5.5	o statements Planning test in week 3	corresponding w	Resit scheduled in week	Inspection o resit in week
Learning Object Students work Codes (all level competence tr. CEF-codes IB: Compulsory lit As for DE01 As for DE01 Test code	towards s), that i aining fc OLC, Ol erature: Form Verbc Indivi V	is based or this c <i>RC, OSI,</i> at al/Writt dually/	d upon ourse. . <i>OWI, d</i> en/Oth Group	https:/ OSP, O Deer	/issuu.o	com/marcela-12/docs/cefr and VR, GA, VC, PC, OC, COH, SF at Assessment Description and type	I https://rm.coe.int/1680 t A1-level Content Linked with learning outcomes OLC, OSI, OSP, LR, VR, GA, PC,	45b15e a Weight Factor %	ting ECTS 1.8	Minimum score	o statements Planning test in week	corresponding w Inspection of work in week	ith the commur Resit scheduled in week	nicative Inspection o resit in weel

CU34343V20	Title: I	DE03 - Ger	man 03			Nu	mber of s	study credits: 2	Nu	mber of contact	hours: 14	
	Course	e manager	:			Co	mpulsory	: yes	Lar	nguage:		
	M.M.	Kästner					• •		Ge	rman		
Conditions for	ourse pai	rticipation	:									
Conditions for		•										
Brief descriptio	n of cours	se content										
(Business)												
Write simpl Books chapters	e texts and	•	,	Sucie	round, immediate environment and m							
Codes (all level: competence tra CEF-codes IB: Compulsory lit e As for DE01	owards A), that is k ining for t OLC, ORC	based upor this course	https:/	/issuu.	1. More information can be found on l com/marcela-12/docs/cefr and https:, , VR, GA, VC, PC, OC, COH, SF at A2-lev	//rm.coe.int/1680						
Students work Codes (all levels competence tra CEF-codes IB: Compulsory lit As for DE01 As for DE01	owards A), that is k ining for t OLC, ORC, erature:	based upor this course <i>C, OSI, OWI,</i>	https:/	/issuu.	com/marcela-12/docs/cefr and https:, , <i>VR, GA, VC, PC, OC, COH, SF at A2-lev</i>	//rm.coe.int/1680 <i>el</i>	45b15e a	nd the selected Can E	o statements	corresponding w	ith the commu	nicative
Students work Codes (all levels competence tra CEF-codes IB: Compulsory lit As for DE01 As for DE01	owards A i), that is b ining for t <i>OLC, ORC,</i> erature: Format	based upor this course <i>C, OSI, OWI,</i>	https:/	/issuu.	com/marcela-12/docs/cefr and https:, , <i>VR, GA, VC, PC, OC, COH, SF at A2-lev</i> Assessment	//rm.coe.int/1680 vel Content	45b15e a	nd the selected Can E	o statements	corresponding w	ith the commun	nicative
Students work Codes (all levels competence tra CEF-codes IB: Compulsory lit As for DE01 As for DE01	owards A), that is b ining for t <i>OLC, ORC</i> , erature: Format Verbal/	based upor this course <i>C, OSI, OWI,</i> Written/Ot	https:/ OSP, O	/issuu.	com/marcela-12/docs/cefr and https:, , <i>VR, GA, VC, PC, OC, COH, SF at A2-lev</i>	//rm.coe.int/1680 //rel Content Linked with	45b15e a	nd the selected Can E	o statements Planning test in	corresponding w	Resit scheduled	nicative
Students work Codes (all levels competence tra CEF-codes IB: Compulsory lit As for DE01 As for DE01	owards A i), that is k ining for t <i>OLC, ORC,</i> erature: Format <i>Verbal/</i> <i>Individu</i>	based upor this course <i>C, OSI, OWI,</i> Written/Ot vally/Group	https:/ OSP, O	'/issuu. <i>WP, LR,</i>	com/marcela-12/docs/cefr and https:, , <i>VR, GA, VC, PC, OC, COH, SF at A2-lev</i> Assessment	//rm.coe.int/1680 rel Content Linked with learning	45b15e a Weight Factor	nd the selected Can E ting Minimum score	o statements	corresponding w	ith the commun	
Students work Codes (all levels competence tra CEF-codes IB: Compulsory lite As for DE01 As for DE01 Test code	owards A), that is k ining for t OLC, ORC, erature: Format Verbal/ Individu	based upor this course <i>C, OSI, OWI,</i> Written/Ot ually/Group W 0	https:/ OSP, O	/issuu.	com/marcela-12/docs/cefr and https:, , <i>VR, GA, VC, PC, OC, COH, SF at A2-lev</i> Assessment Description and type	//rm.coe.int/1680 rel Content Linked with learning outcomes	45b15e a Weight Factor %	ing Minimum Score	o statements Planning test in week	corresponding w Inspection of work in week	Resit scheduled in week	nicative Inspection of resit in wee
Students work Codes (all levels competence tra CEF-codes IB: Compulsory lit As for DE01 As for DE01 Test code	owards A), that is k ining for t OLC, ORC, erature: Format Verbal/ Individu	based upor this course <i>C, OSI, OWI,</i> Written/Ot vally/Group	https:/ OSP, O	'/issuu. <i>WP, LR,</i>	com/marcela-12/docs/cefr and https:, , VR, GA, VC, PC, OC, COH, SF at A2-lev Assessment Description and type Written knowledge test -	//rm.coe.int/1680 rel Content Linked with learning	45b15e a Weight Factor	nd the selected Can E ting Minimum score	o statements Planning test in	corresponding w	Resit scheduled	nicative
Students work Codes (all level competence tra CEF-codes IB: Compulsory lite	owards A), that is k ining for t OLC, ORC, erature: Format Verbal/ Individu	based upor this course <i>C, OSI, OWI,</i> Written/Ot ually/Group W 0	https:/ OSP, O	'/issuu. <i>WP, LR,</i>	com/marcela-12/docs/cefr and https:, , <i>VR, GA, VC, PC, OC, COH, SF at A2-lev</i> Assessment Description and type Written knowledge test - Grammar, vocab, write, read Ch.	//rm.coe.int/1680 rel Content Linked with learning outcomes ORC, OWI,	45b15e a Weight Factor %	ing Minimum score	o statements Planning test in week	corresponding w Inspection of work in week	Resit scheduled in week	nicative Inspection c resit in wee
Students work Codes (all levels competence tra CEF-codes IB: Compulsory lite As for DE01 As for DE01 Test code	owards A), that is k ining for t OLC, ORC, erature: Format Verbal/ Individu	based upor this course <i>C, OSI, OWI,</i> Written/Ot ually/Group W 0	https:/ OSP, O	'/issuu. <i>WP, LR,</i>	com/marcela-12/docs/cefr and https:, , VR, GA, VC, PC, OC, COH, SF at A2-lev Assessment Description and type Written knowledge test -	//rm.coe.int/1680 eel Content Linked with learning outcomes ORC, OWI, OWP, LR, VR,	45b15e a Weight Factor %	ing Minimum score	o statements Planning test in week	corresponding w Inspection of work in week	Resit scheduled in week	nicative Inspection c resit in wee

Block / Semeste	r: S2		
CU34344V20	Title: DE04 - German 04	Number of study credits: 2	Number of contact hours: 14
	Course manager:	Compulsory: yes	Language:
	M.M. Kästner		German
Conditions for co	ourse participation:		
Conditions for te	est participation:		
Brief description	n of course content:		
(Business) Germ	nan Level A2 from CEF		
Write simple tex Books chapters 1			
Learning Objecti	ives:		
Students work to	owards A2 level according to CEFR1. More information can be found on Lear	n in the section 'CEFR - Language competence	& Codes' which includes the coded document, CEFR- Scales
), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm	n.coe.int/168045b15e and the selected Can Do	statements corresponding with the communicative
competence trai	ining for this course.		
CEF-codes IB: (OLC, ORC, OSI, OWI, OSP, OWP, LR, VR, GA, VC, PC, OC, COH, SF at A2-level		
Compulsory liter			

Test code	Form	at al/Writt	on /Oth	or		Assessment Description and type	Content Linked with	Weight Factor	ing	Minimum	Planning test in	Inspection of work in	Resit scheduled	Inspection of resit in week
		dually/		er		Description and type	learning	Factor		score	week	week	in week	resit ill week
	v	W	0	Ι	G		outcomes	%	ECTS					
TOETS01 (VT)			х	Х		Assignment - Listening exam	OLC, ORC, OWI, OWP, VR, GA, VC, OC, COH	90%	1.8	5.5	25	26	27	28
TOETS02 (VT)			х	х		Portfolio - Ch. 16-20	ORC, OWI, LR, GA, VC	10%	0.2	5.5	25	26	27	28

CU24245V24	Tiala		Carro				NI	maken of	م م برام بر ا		NI	mhow of contract	hourse 14	
CU34345V21		e: DE05		nan 05					study crea	aits: 2	-	mber of contact	nours: 14	
		rse mar	•				Co	mpulsory	: yes			iguage:		
	M.M	1. Kästn	er								Ge	rman		
Conditions for	course p	particip	ation:											
Conditions for	est part	ticipati	on:											
Brief descriptio	n of cou	urse cor	ntent:											
(Business) Geri	nan Lev	el B1 fr	om CEF	=										
 Understand 	s the ma	ain poin	nts of cl	ear sta	ndard	input on familiar matters regularly end	countered in work	, school,	leisure, et	tc.				
 Deals with n 	nost situ	uations	likely to	o arise	whilst	travelling in an area where the langua	ge is spoken							
Books chapters	1, 3, 4 a	and par	t of 2											
		B1 leve	el accor	ding to	CEFR:	1. More information can be found on L	earn in the sectio	n 'CEFR -	Language	e competence	e & Codes' wh	ich includes the c	oded documen	it, CEFR- Scales
Students work f Codes (all levels competence tra CEF-codes IB: Compulsory lite Same as for DEC	owards i), that is ining fo OLC, OR erature: 05 Forma Verba	s based or this co R <i>C, OSI,</i> at	l upon l ourse. <u>OWI, C</u> en/Oth	https:/, DSP, OL	/issuu.o	1. More information can be found on L com/marcela-12/docs/cefr and https:/ -GR, VR, GA, VC, PC, OC, COH, SF at B1 Assessment Description and type	//rm.coe.int/1680 - <i>level</i> Content Linked with		nd the se		Planning test in	corresponding w	Resit scheduled	nicative
Codes (all levels competence tra	owards i), that is ining fo <i>OLC, OR</i> rature: 55 Forma <i>Verba</i> <i>Indivic</i>	s based or this co R <i>C, OSI,</i> at al/Writte dually/0	l upon l ourse. <i>OWI, C</i> en/Oth Group	https:/, DSP, OL	/issuu.o	com/marcela-12/docs/cefr and https:/ -GR, VR, GA, VC, PC, OC, COH, SF at B1 Assessment	//rm.coe.int/1680 -level Content Linked with learning	45b15e a Weight Factor	ing	lected Can D	o statements of the statements	corresponding w	ith the commur	
Students work f Codes (all levels competence tra CEF-codes IB: Compulsory lite Same as for DEC Test code	cowards inining fo OLC, OR rature: 5 Forma Verba Indivio	s based or this co R <i>C, OSI,</i> at	l upon l ourse. <u>OWI, C</u> en/Oth	https:// DSP, OL er	/issuu.o	com/marcela-12/docs/cefr and https:/ -GR, VR, GA, VC, PC, OC, COH, SF at B1 Assessment Description and type	//rm.coe.int/1680 -level Content Linked with learning outcomes	45b15e a Weight Factor %	ing ECTS	Minimum score	Planning test in week	corresponding w Inspection of work in week	Resit scheduled in week	Inspection o resit in week
Students work f Codes (all levels competence tra CEF-codes IB: Compulsory lite Same as for DEC	owards i), that is ining fo <i>OLC, OR</i> rature: 55 Forma <i>Verba</i> <i>Indivic</i>	s based or this co R <i>C, OSI,</i> at al/Writte dually/0	l upon l ourse. <i>OWI, C</i> en/Oth Group	https:/, DSP, OL	/issuu.o	com/marcela-12/docs/cefr and https:/ -GR, VR, GA, VC, PC, OC, COH, SF at B1 Assessment	//rm.coe.int/1680 -level Content Linked with learning	45b15e a Weight Factor	ing ECTS	lected Can D	Planning test in	corresponding w	Resit scheduled	nicative

CU34346V21	Title	e: DE06	- Gern	nan 06			N	umber of s	study crea	dits: 2	Nu	mber of contact	hours: 14	
	Cou	rse ma	nager:				Co	mpulsory	: yes		Lai	nguage:		
	M.N	/l. Kästr	ner								Ge	rman		
Conditions for	course p	particip	ation:											
Conditions for	test par	ticipati	ion:											
Brief descriptio	n of cou	urse co	ntent:											
Business) Ger	man Lev	/el B1 f	rom CE	F										
• Understand	s the ma	ain poi	nts of c	lear sta	ndard	input on familiar matters regularly	y encountered in wor	k, school,	leisure, et	tc.				
 Deals with r 	nost situ	uations	likely t	o arise	whilst	travelling in an area where the la	nguage is spoken							
Books chapters	6, 7, 8 a	and par	t of 5											
earning Objec	tives:													
				-		1. More information can be found				•				
Codes (all level	s), that i	is based	d upon	-		1. More information can be found com/marcela-12/docs/cefr and ht				•				
Codes (all level	s), that i	is based	d upon	-						•				
Codes (all level competence tra	s), that i aining fo	is based or this c	d upon ourse.	https:/	/issuu.	com/marcela-12/docs/cefr and ht	tps://rm.coe.int/168			•				
Codes (all level competence tra	s), that i aining fo <i>OLC, OI</i>	is based or this c RC, OSI	d upon ourse.	https:/	/issuu.		tps://rm.coe.int/168			•				
Codes (all level: competence tra CEF-codes IB: Compulsory lite Same as for DE	s), that i aining fo OLC, OI erature: D5	is based or this c RC, OSI	d upon ourse.	https:/	/issuu.	com/marcela-12/docs/cefr and ht -GR, VR, GA, VC, PC, OC, COH, SF c	tps://rm.coe.int/1680)45b15e a	nd the se	elected Can D	o statements	corresponding w	ith the commun	nicative
Codes (all level: competence tra CEF-codes IB: Compulsory lite Same as for DE	s), that i aining fo OLC, OI erature: D5 Forma	is based or this c <i>RC, OSI</i> at	d upon ourse. , <i>OWI, i</i>	https:/	/issuu.	com/marcela-12/docs/cefr and ht -GR, VR, GA, VC, PC, OC, COH, SF c Assessment	tps://rm.coe.int/1680 at B1-level Content	045b15e a	nd the se	•	o statements	corresponding w	ith the commun	nicative
Codes (all level: competence tra CEF-codes IB: Compulsory lite Same as for DE	s), that i aining fo OLC, OI erature: D5 Forma	is based or this c RC, OSI	d upon ourse. , <i>OWI, i</i>	https:/	/issuu.	com/marcela-12/docs/cefr and ht -GR, VR, GA, VC, PC, OC, COH, SF c	tps://rm.coe.int/1680)45b15e a	nd the se	elected Can D	o statements	corresponding w	ith the commun	nicative
Codes (all level: competence tra CEF-codes IB: Compulsory lite Same as for DE	s), that i aining fo OLC, OI erature: 05 Form Verbo	is based or this c <i>RC, OSI</i> at	d upon ourse. , <u>OWI, (</u> cen/Oth	https:/	/issuu.	com/marcela-12/docs/cefr and ht -GR, VR, GA, VC, PC, OC, COH, SF c Assessment	tps://rm.coe.int/1680 at B1-level Content	045b15e a	nd the se	elected Can D	o statements	corresponding w	ith the commun	nicative
Codes (all level: competence tra CEF-codes IB: Compulsory lite Same as for DE	s), that i aining fo OLC, OI erature: 05 Form Verbo	is based or this c <i>RC, OSI</i> at al/Writh	d upon ourse. , <u>OWI, (</u> cen/Oth	https:/	/issuu.	com/marcela-12/docs/cefr and ht -GR, VR, GA, VC, PC, OC, COH, SF c Assessment	tps://rm.coe.int/1680 nt B1-level Content Linked with	045b15e a	nd the se	elected Can D	o statements Planning test in	corresponding w	ith the commun	nicative
Codes (all level: competence tra CEF-codes IB: Compulsory lite Same as for DE Fest code	s), that i aining fo OLC, OI erature: D5 Form Verba Indivin	is based or this c <i>RC, OSI</i> at al/Writh dually/	d upon ourse. , <i>OWI</i> , , <i>Com</i> Group	https:/	/issuu. WP, LR	com/marcela-12/docs/cefr and ht -GR, VR, GA, VC, PC, OC, COH, SF c Assessment Description and type	tps://rm.coe.int/1680 nt B1-level Content Linked with learning	Weight Factor	nd the sel	elected Can D	o statements Planning test in	corresponding w	ith the commun	nicative
Codes (all level: competence tra CEF-codes IB: Compulsory lite Same as for DE Test code	s), that i aining fo OLC, OI erature: D5 Form Verba Indivin	is based or this c <i>RC, OSI</i> at at dually/ W	d upon ourse. , <i>OWI</i> , , <i>Com</i> Group	https:/ OSP, O per	/issuu. WP, LR	com/marcela-12/docs/cefr and ht -GR, VR, GA, VC, PC, OC, COH, SF c Assessment Description and type Written knowledge test -	tps://rm.coe.int/1680	Weight Factor %	ing ECTS	Minimum score	o statements Planning test in week	corresponding w Inspection of work in week	ith the commun Resit scheduled in week	nicative Inspection o resit in week
Codes (all level: competence tra CEF-codes IB: Compulsory lite Same as for DE Test code	s), that i aining fo OLC, OI erature: D5 Form Verba Indivin	is based or this c <i>RC, OSI</i> at at dually/ W	d upon ourse. , <i>OWI</i> , , <i>Com</i> Group	https:/ OSP, O per	/issuu. WP, LR	com/marcela-12/docs/cefr and ht -GR, VR, GA, VC, PC, OC, COH, SF c Assessment Description and type	tps://rm.coe.int/1680	Weight Factor %	ing ECTS	Minimum score	o statements Planning test in week	corresponding w Inspection of work in week	ith the commun Resit scheduled in week	nicative Inspection o resit in week
Codes (all level: competence tra CEF-codes IB: Compulsory lite Same as for DE Fest code	s), that i aining fo OLC, OI erature: D5 Form Verba Indivin	is based or this c <i>RC, OSI</i> at at dually/ W	d upon ourse. , <i>OWI</i> , , <i>Com</i> Group	https:/ OSP, O per	/issuu. WP, LR	com/marcela-12/docs/cefr and ht -GR, VR, GA, VC, PC, OC, COH, SF c Assessment Description and type Written knowledge test -	ttps://rm.coe.int/1680	Weight Factor %	ing ECTS	Minimum score	o statements Planning test in week 3	corresponding w Inspection of work in week 6	Resit scheduled in week	Inspection o resit in weel
Codes (all level: competence tra CEF-codes IB:	s), that i aining fo OLC, OI erature: D5 Form Verba Indivin	is based or this c <i>RC, OSI</i> at at dually/ W	d upon ourse. , <i>OWI</i> , , <i>Com</i> Group	https:/ OSP, O per	/issuu. WP, LR	com/marcela-12/docs/cefr and ht -GR, VR, GA, VC, PC, OC, COH, SF c Assessment Description and type Written knowledge test -	ttps://rm.coe.int/1680	Weight Factor %	ing ECTS	Minimum score	o statements Planning test in week	corresponding w Inspection of work in week	ith the commun Resit scheduled in week	nicative Inspection c resit in wee

CU34347V22	Title	Title: DE07						Number of study credits: 2			Nu	Number of contact hours: 14				
	Cou	Course manager:						ompulsory	y: yes		Lar	nguage:				
	M.M. Kästner										Ge	German				
Conditions for	course	particip	ation:													
Conditions for	test par	ticipati	on:													
Brief descriptio	on of co	urse co	ntent:													
Business) Ger	man Lev	/el B1/E	32 from	CEF												
 Understand 	ls the m	ain poir	nts of c	lear sta	andard	input on familiar matters regularly	encountered in wor	k, school,	leisure, e	etc.						
				o arise	whilst	travelling in an area where the lang	guage is spoken									
Books chapters	s 9-11 ar	nd part	of 20													
	т															
	tives: I	ne stud	ent car	n comn	nunicat	e in German, level B1CEF, has a con	nmand of (Business)	vocapula	iry and gr	ammar, can v	vrite job applie	cations, CVs, pres	sent a company	and hold job		
interviews.																
interviews. Students work	towards	s B1 lev	el acco	rding t	o CEFR	1. More information can be found o	on Learn in the section	on 'CEFR -	Languag	e competence	e & Codes' wh	ich includes the o	coded documen	nt, CEFR- Scales		
interviews. Students work Codes (all level	towards s), that i	s B1 lev is based	el acco d upon	rding t	o CEFR		on Learn in the section	on 'CEFR -	Languag	e competence	e & Codes' wh	ich includes the o	coded documen	nt, CEFR- Scales		
interviews. Students work Codes (all level	towards s), that i	s B1 lev is based	el acco d upon	rding t	o CEFR	1. More information can be found o	on Learn in the section	on 'CEFR -	Languag	e competence	e & Codes' wh	ich includes the o	coded documen	nt, CEFR- Scales		
interviews. Students work Codes (all level competence tra	towards s), that i aining fo	s B1 lev is based or this c	el acco l upon ourse.	rding to https:/	o CEFR //issuu.	1. More information can be found o	on Learn in the sections://rm.coe.int/1680	on 'CEFR -	Languag	e competence	e & Codes' wh	ich includes the o	coded documen	nt, CEFR- Scales		
interviews. Students work Codes (all level competence tra CEF-codes IB: Compulsory lit	towards s), that i aining fo <u>OLC, O</u> erature	s B1 lev is based or this c <i>RC, OSI,</i>	el acco l upon ourse.	rding to https:/	o CEFR //issuu.	1. More information can be found o com/marcela-12/docs/cefr and http	on Learn in the sections://rm.coe.int/1680	on 'CEFR -	Languag	e competence	e & Codes' wh	ich includes the o	coded documen	nt, CEFR- Scales		
interviews. Students work Codes (all level competence tra CEF-codes IB: Compulsory lit Same as for DE	towards s), that i aining fo <u>OLC, O</u> erature	s B1 lev is based or this c <i>RC, OSI,</i>	el acco l upon ourse.	rding to https:/	o CEFR //issuu.	1. More information can be found o com/marcela-12/docs/cefr and http	on Learn in the sections://rm.coe.int/1680	on 'CEFR - 045b15e a	- Languag and the se	e competence	e & Codes' wh	ich includes the o	coded documen	nt, CEFR- Scales		
interviews. Students work Codes (all level competence tra	towards s), that i aining fo <i>OLC, OI</i> erature 05 Form	s B1 lev is based or this c <i>RC, OSI,</i> at	el acco d upon ourse. . <u>OWI, (</u>	rding ta https:/ OSP, O	o CEFR //issuu.	1. More information can be found o com/marcela-12/docs/cefr and http -GR, VR, GA, VC, PC, OC, COH, SF at Assessment	on Learn in the section os://rm.coe.int/1680 B1-level	on 'CEFR -	Languag and the se	e competence elected Can D	e & Codes' wh o statements	ich includes the o	coded documen	nt, CEFR- Scales		
interviews. Students work Codes (all level competence tra CEF-codes IB: Compulsory lit Same as for DE	towards s), that i aining fo OLC, O. erature 05 Form Verbo	s B1 levi is based or this c <i>RC, OSI,</i> : at	el acco l upon ourse. . <i>OWI</i> , o ren/Oth	rding ta https:/ OSP, O	o CEFR //issuu.	1. More information can be found o com/marcela-12/docs/cefr and http -GR, VR, GA, VC, PC, OC, COH, SF at	on Learn in the section os://rm.coe.int/1680 B1-level Content Linked with	on 'CEFR - 045b15e a Weigh	Languag and the se	e competence elected Can D Minimum	e & Codes' wh o statements Planning test in	ich includes the o corresponding w Inspection of work in	Resit scheduled	nt, CEFR- Scales nicative		
nterviews. Students work Codes (all level competence tra CEF-codes IB: Compulsory lit Same as for DE	towards s), that i aining fo OLC, O. erature 05 Form Verbo	s B1 lev is based or this c <i>RC, OSI,</i> at	el acco l upon ourse. . <i>OWI</i> , o ren/Oth	rding ta https:/ OSP, O	o CEFR //issuu.	1. More information can be found o com/marcela-12/docs/cefr and http -GR, VR, GA, VC, PC, OC, COH, SF at Assessment	on Learn in the section os://rm.coe.int/1680 <u>B1-level</u> Content	on 'CEFR - 045b15e a Weigh	Languag and the se	e competence elected Can D Minimum	e & Codes' wh o statements Planning	ich includes the ocorresponding w	coded documen ith the commun Resit	nt, CEFR- Scales nicative		
interviews. Students work Codes (all level competence tra CEF-codes IB: Compulsory lit Same as for DE Test code	towards s), that i aining fo OLC, O erature 05 Form Verbo Indivi	s B1 leve is based or this c <i>RC, OSI,</i> : at al/Writt idually/	el acco d upon ourse. . <i>OWI, d</i> een/Oth Group	rding to https:/ OSP, O Der	o CEFR //issuu. <i>WP, LR</i>	1. More information can be found o com/marcela-12/docs/cefr and http -GR, VR, GA, VC, PC, OC, COH, SF at Assessment Description and type	on Learn in the section os://rm.coe.int/1680 B1-level Content Linked with learning outcomes	045b15e a Weigh Factor %	Languag and the se ting ECTS	e competence elected Can D Minimum score	e & Codes' wh o statements Planning test in week	ich includes the o corresponding w Inspection of work in week	Resit scheduled in week	nt, CEFR- Scales nicative		
interviews. Students work Codes (all level competence tra CEF-codes IB: Compulsory lit Same as for DE Test code	towards s), that i aining fo OLC, Ol erature 05 Form Verbo Indivi	s B1 leve is based or this c <i>RC, OSI,</i> : at al/Writt idually/	el acco d upon ourse. . <i>OWI, d</i> een/Oth Group	rding ta https:/ OSP, O	o CEFR //issuu. <i>WP, LR</i>	1. More information can be found o com/marcela-12/docs/cefr and http -GR, VR, GA, VC, PC, OC, COH, SF at Assessment Description and type Oral assessment - Interview	on Learn in the section os://rm.coe.int/1680 B1-level Content Linked with learning outcomes OLC, OSI, OSP,	on 'CEFR - 045b15e a Weigh Factor	ting	e competence elected Can D Minimum	e & Codes' wh o statements Planning test in	ich includes the o corresponding w Inspection of work in	Resit scheduled	nt, CEFR- Scales nicative Inspection o resit in weel		
interviews. Students work Codes (all level competence tra CEF-codes IB: Compulsory lit Same as for DE	towards s), that i aining fo OLC, O erature 05 Form Verbo Indivi	s B1 leve is based or this c <i>RC, OSI,</i> : at al/Writt idually/	el acco d upon ourse. . <i>OWI, d</i> een/Oth Group	rding to https:/ OSP, O Der	o CEFR //issuu. <i>WP, LR</i>	1. More information can be found o com/marcela-12/docs/cefr and http -GR, VR, GA, VC, PC, OC, COH, SF at Assessment Description and type	on Learn in the section os://rm.coe.int/1680 B1-level Content Linked with learning outcomes	045b15e a Weigh Factor %	Languag and the se ting ECTS	e competence elected Can D Minimum score	e & Codes' wh o statements Planning test in week	ich includes the o corresponding w Inspection of work in week	Resit scheduled in week	Inspection o		
interviews. Students work Codes (all level competence tra CEF-codes IB: Compulsory lit Same as for DE Test code	towards s), that i aining fo OLC, O erature 05 Form Verbo Indivi	s B1 leve is based or this c <i>RC, OSI,</i> : at al/Writt idually/	el acco d upon ourse. . <i>OWI, d</i> een/Oth Group	rding to https:/ OSP, O Der	o CEFR //issuu. <i>WP, LR</i>	1. More information can be found o com/marcela-12/docs/cefr and http -GR, VR, GA, VC, PC, OC, COH, SF at Assessment Description and type Oral assessment - Interview	n Learn in the sections://rm.coe.int/1680 B1-level Content Linked with learning outcomes OLC, OSI, OSP, LR-GR, VR, GA,	045b15e a Weigh Factor %	Languag and the se ting ECTS	e competence elected Can D Minimum score	e & Codes' wh o statements Planning test in week	ich includes the o corresponding w Inspection of work in week	Resit scheduled in week	nt, CEFR- Scales nicative Inspection o resit in weel		

CU34348V22	Title	e: DE08					Nu	umber of a	study credits:	2	Nu	nber of contact	hours: 14		
	Cou	Course manager:						Compulsory: yes			Language:				
	M.M. Kästner										Ger	German			
Conditions for	course p	particip	ation:												
Conditions for	test par	ticipati	on:												
Brief descriptio	on of cou	urse co	ntent:												
Business) Ger	man Lev	/el B2 fr	om CE	F											
Understand	s the ma	ain poir	nts of c	lear sta	ndard	input on familiar matters regularly end	countered in wor	k, school,	leisure, etc.						
Deals with r	nost situ	uations	likely t	o arise	whilst	travelling in an area where the langua	ge is spoken								
Books chapters	12, 15+	-16													
Learning object	tives:														
						1. More information can be found on I									
Codes (all level	s), that i	is based	l upon			1. More information can be found on I com/marcela-12/docs/cefr and https:,									
Codes (all level	s), that i	is based	l upon												
Codes (all level competence tra	s), that i aining fo	is based or this c	l upon ourse.	https:/	/issuu.	com/marcela-12/docs/cefr and https:,	//rm.coe.int/1680								
Codes (all level: competence tra CEF-codes IB:	s), that i aining fc <i>OLC, OF</i>	is based or this c R <i>C, OSI,</i>	l upon ourse.	https:/	/issuu.		//rm.coe.int/1680								
Codes (all level: competence tra CEF-codes IB: Compulsory lite	s), that i aining fc OLC, OF erature:	is based or this c R <i>C, OSI,</i>	l upon ourse.	https:/	/issuu.	com/marcela-12/docs/cefr and https:,	//rm.coe.int/1680								
Codes (all level: competence tra CEF-codes IB: Compulsory lite Same as for DE	s), that i aining fc OLC, OF erature:	is basec or this c R <i>C, OSI,</i>	l upon ourse.	https:/	/issuu.	com/marcela-12/docs/cefr and https:,	//rm.coe.int/1680		and the selecte						
Codes (all level: competence tra CEF-codes IB: Compulsory lite Same as for DE	s), that i aining fo <i>OLC, OF</i> erature: 05 Form	is basec or this c R <i>C, OSI,</i>	l upon ourse. <i>OWI, C</i>	https:/	/issuu.	com/marcela-12/docs/cefr and https:, VR, GA, VC, PC, OC, COH, SF at B2-leve	//rm.coe.int/168(e/)45b15e a	ting Mir	nimum	statements o	orresponding w	ith the commur	nicative	
Codes (all level competence tra	s), that i aining fo OLC, OF erature: 05 Form Verbo	is basec or this c R <i>C, OSI,</i> at	l upon ourse. <i>OWI, C</i> en/Oth	https:/	/issuu.	com/marcela-12/docs/cefr and https:, VR, GA, VC, PC, OC, COH, SF at B2-leve Assessment	//rm.coe.int/1680	045b15e a	ting Mir	nimum	Planning	orresponding w	ith the commur	nicative	
Codes (all level: competence tra CEF-codes IB: Compulsory lite Same as for DE	s), that i aining fo OLC, OF erature: 05 Form Verbo	is based or this d R <i>C, OSI,</i> at al/Writt	l upon ourse. <i>OWI, C</i> en/Oth	https:/	/issuu.	com/marcela-12/docs/cefr and https:, VR, GA, VC, PC, OC, COH, SF at B2-leve Assessment	//rm.coe.int/168(el Content Linked with	045b15e a	ting Mir	nimum	Planning test in	orresponding w	ith the commur Resit scheduled	nicative	
Codes (all level: competence tra CEF-codes IB: Compulsory lite Same as for DE Test code	s), that i aining fo OLC, OF erature: 05 Form Verbo Indivi	is based or this c R <i>C, OSI,</i> at al/Writt dually/	l upon ourse. <i>OWI, C</i> en/Oth Group	https:/	/issuu. <i>NP, LR,</i>	com/marcela-12/docs/cefr and https:, VR, GA, VC, PC, OC, COH, SF at B2-leve Assessment Description and type	//rm.coe.int/168(el Content Linked with learning	Weight Factor %	ting Mir ECTS	nimum re	Planning test in	orresponding w	ith the commur Resit scheduled	nicative	
Codes (all level: competence tra CEF-codes IB: Compulsory lite Same as for DE Test code	s), that i aining fo OLC, OF erature: 05 Form Verbo Indivi	is based or this c RC, OSI, at at dually/v W	l upon ourse. <i>OWI, C</i> en/Oth Group	https:/ DSP, OV Per	/issuu. <i>NP, LR,</i>	com/marcela-12/docs/cefr and https:, VR, GA, VC, PC, OC, COH, SF at B2-leve Assessment Description and type Written knowledge test -	//rm.coe.int/1680 el Content Linked with learning outcomes	Weight Factor	ting Min scor	nimum re	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection o resit in weel	
Codes (all level: competence tra CEF-codes IB: Compulsory lite Same as for DE Test code	s), that i aining fo OLC, OF erature: 05 Form Verbo Indivi	is based or this c RC, OSI, at at dually/v W	l upon ourse. <i>OWI, C</i> en/Oth Group	https:/ DSP, OV Per	/issuu. <i>NP, LR,</i>	com/marcela-12/docs/cefr and https:, VR, GA, VC, PC, OC, COH, SF at B2-leve Assessment Description and type	//rm.coe.int/1680 el Content Linked with learning outcomes ORC, OWI,	Weight Factor %	ting Mir ECTS	nimum re	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection o resit in weel	
Codes (all level: competence tra CEF-codes IB: Compulsory lite Same as for DE	s), that i aining fo OLC, OF erature: 05 Form Verbo Indivi	is based or this c RC, OSI, at at dually/v W	l upon ourse. <i>OWI, C</i> en/Oth Group	https:/ DSP, OV Per	/issuu. <i>NP, LR,</i>	com/marcela-12/docs/cefr and https:, VR, GA, VC, PC, OC, COH, SF at B2-leve Assessment Description and type Written knowledge test -	//rm.coe.int/1680 el Content Linked with learning outcomes ORC, OWI, OWP, LR, VR,	Weight Factor %	ting Mir ECTS	nimum re	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection o resit in weel	
Codes (all level: competence tra CEF-codes IB: Compulsory lite Same as for DE Test code	s), that i aining fo OLC, OF erature: 05 Form Verbo Indivi	is based or this c RC, OSI, at at dually/v W	l upon ourse. <i>OWI, C</i> en/Oth Group	https:/ DSP, OV Per	/issuu. <i>NP, LR,</i>	com/marcela-12/docs/cefr and https:, VR, GA, VC, PC, OC, COH, SF at B2-leve Assessment Description and type Written knowledge test -	//rm.coe.int/1680 el Content Linked with learning outcomes ORC, OWI, OWP, LR, VR, GA, VC, OC,	Weight Factor %	ting Mir ECTS	nimum re	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in wee	
	ter: S1														
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CU34324V22	Titl	e: DE09	- Deut	sch 09			N	umber of	study cre	dits: 2	Nu	mber of contact	hours: 14		
	Cou	ırse ma	nager:				Co	ompulsory	y: yes		Lan	guage:			
	M.N	VI. Kästr	ner								Ger	man			
Conditions for	course	particip	oation:								-				
Conditions for	test pai	rticipati	ion:												
Brief description	on of co	urse co	ntent:												
(Business) Ger	man Lev	vel B2 f	rom CE	F											
In this course y	ou look	back a	nd refle	ect upo	n your	own year abroad (minor/WPI). Special	attention will be	e given to t	the produ	uction of effe	ctive logical str	uctures, approp	riate highlightin	g and	
developing of s	ignifica	nt point	ts and r	oundir	ng off w	ith an appropriate conclusion. Next to	that we revise d	ifficult and	d new gra	ammar aspect	ts.			-	
Learning objec	tives:														
Charles and a second se															
Students work	toward	s B2 lev	el acco	rding t	o CEFR:	1. More information can be found on L	earn in the section	on 'CEFR -	Languag	e competence	e & Codes' whi	ch includes the c	oded documen	t, CEFR- Scales &	
				•		1. More information can be found on L com/marcela-12/docs/cefr and https:/			0 0	•				•	
	s), that	is based	d upon	•					0 0	•				•	
Codes (all level competence tr	s), that aining fo	is based or this c	d upon course.	https:/	/issuu.	com/marcela-12/docs/cefr and https:/	/rm.coe.int/168		0 0	•				•	
Codes (all level competence tr CEF-codes IB:	s), that aining fo OLC, OR	is based or this c <i>C, OSI,</i> (d upon course.	https:/	/issuu.		/rm.coe.int/168		0 0	•				•	
Codes (all level competence tr	s), that aining fo <u>OLC, OR</u> erature	is based or this c <i>C, OSI, c</i>	d upon course. <i>OWI, O</i> .	https:/ <i>SP, OW</i>	'/issuu. _' /P, LR, \	com/marcela-12/docs/cefr and https:// /R, GA, VC, PC, OC, COH, SF at B2-level	/rm.coe.int/168		0 0	•				•	
Codes (all level competence tr CEF-codes IB: (Compulsory lit	s), that aining fo <u>OLC, OR</u> erature	is based or this c <i>C, OSI, c</i> :: es and c	d upon course. <i>OWI, O</i> .	https:/ <i>SP, OW</i>	'/issuu. _' /P, LR, \	com/marcela-12/docs/cefr and https:// /R, GA, VC, PC, OC, COH, SF at B2-level	/rm.coe.int/168		and the se	•				•	
Codes (all level competence tr CEF-codes IB: C Compulsory lit References to	s), that aining fo <u>OLC, OR</u> erature webpag Form	is based or this c <i>C, OSI, c</i> :: es and c	d upon course. <i>OWI, O</i> : other m	https:/ <i>SP, OW</i> nateria	'/issuu. _' /P, LR, \	com/marcela-12/docs/cefr and https:// / <i>R, GA, VC, PC, OC, COH, SF at B2-level</i> led by teacher.	/rm.coe.int/168	045b15e a	and the se	elected Can D	o statements o	corresponding w	ith the commun	icative	
Codes (all level competence tr CEF-codes IB: C Compulsory lit References to	s), that aining fo <u>OLC, OR</u> erature webpag Form Verbo	is based or this c <u>C, OSI, (</u> :: <u>es and (</u> nat al/Writh	d upon course. <u>OWI, OS</u> other m	https:/ <i>SP, OW</i> nateria	'/issuu. _' /P, LR, \	com/marcela-12/docs/cefr and https:// //R, GA, VC, PC, OC, COH, SF at B2-level led by teacher. Assessment	/rm.coe.int/1680 Content Linked with	045b15e a	and the se	elected Can D	o statements o Planning test in	corresponding w	ith the commun	icative Inspection of	
Codes (all level competence tr CEF-codes IB: C Compulsory lit References to	s), that aining fo <u>OLC, OR</u> erature webpag Form Verbo	is based or this c <i>C, OSI, c</i> :: es and c nat	d upon course. <u>OWI, OS</u> other m	https:/ <i>SP, OW</i> nateria	'/issuu. _' /P, LR, \	com/marcela-12/docs/cefr and https:// //R, GA, VC, PC, OC, COH, SF at B2-level led by teacher. Assessment	/rm.coe.int/168	045b15e a	and the se	elected Can D	o statements o	corresponding w	ith the commun	icative Inspection of	
Codes (all level competence tr CEF-codes IB: (Compulsory lit References to v Test code	s), that aining fo DLC, OR erature webpag Form Verbo Indivi V	is based or this c <u>C, OSI, c</u> es and c at al/Writt idually/	d upon course. <u>OWI, Oc</u> other m cen/Oth Group	https:/ <i>SP, OW</i> nateria	'/issuu. _' <i>'P, LR, \</i> I provid	com/marcela-12/docs/cefr and https:// //R, GA, VC, PC, OC, COH, SF at B2-level led by teacher. Assessment Description and type	/rm.coe.int/168 Content <i>Linked with</i> <i>learning</i>	045b15e a Weigh Factor %	ting ECTS	Minimum score	o statements o Planning test in	corresponding w	ith the commun	icative Inspection of	
Codes (all level competence tr CEF-codes IB: C Compulsory lit References to	s), that aining fo <u>OLC, OR</u> erature webpag Form Verbo Indivi	is based or this c <u>C, OSI, c</u> es and c at al/Writt idually/	d upon course. <u>OWI, Oc</u> other m cen/Oth Group	https:/ SP, OW nateria ner	'/issuu. _' <i>'P, LR, \</i> I provid	com/marcela-12/docs/cefr and https:// //R, GA, VC, PC, OC, COH, SF at B2-level led by teacher. Assessment Description and type Oral assessment - Presentation/	/rm.coe.int/168 Content <i>Linked with</i> <i>learning</i>	045b15e a Weigh Factor	ting	elected Can D	o statements of Planning test in week	Inspection of work in week	ith the commun Resit scheduled in week	Inspection of resit in week	
Codes (all level competence tr CEF-codes IB: (Compulsory lit References to v Test code	s), that aining fo DLC, OR erature webpag Form Verbo Indivi V	is based or this c <u>C, OSI, c</u> es and c at al/Writt idually/	d upon course. <u>OWI, Oc</u> other m cen/Oth Group	https:/ SP, OW nateria ner	'/issuu. _' <i>'P, LR, \</i> I provid	com/marcela-12/docs/cefr and https:// //R, GA, VC, PC, OC, COH, SF at B2-level led by teacher. Assessment Description and type	/rm.coe.int/168 Content <i>Linked with</i> <i>learning</i>	045b15e a Weigh Factor %	ting ECTS	Minimum score	o statements of Planning test in week	Inspection of work in week	ith the commun Resit scheduled in week	Inspection of resit in week	

	er: S1													
CU34325V22	Titl	e: DE10	- Deut	sch 10			Nu	umber of s	study cre	dits: 2	Nu	mber of contact	hours: 14	
	Cou	irse ma	nager:				Co	mpulsory	: yes		Lan	guage:		
	M.N	И. Kästr	ner								Ger	man		
Conditions for	course	particip	ation:				•							
Conditions for	test pai	rticipati	on:											
Brief descriptio	n of co	urse co	ntent:											
(Business) Geri	man Le	vel B2 fi	rom CE	F										
In this course w	ve revie	w corre	ct ema	il langu	lage in	various situations and answer adequat	tely to a variety o	f inquiries	, request	s and compla	ints. Next to t	hat we train vari	ous welcoming	
situations.Touri	ism voc	abulary	is part	of this	course	·.							-	
Learning object	tives:													
Students work	toward	s B2 lev	el acco	rding to	o CEFR:	1. More information can be found on L	earn in the sectio	n 'CEFR -	Language	e competence	e & Codes' whi	ch includes the c	oded documen	t, CEFR- Scales &
				-		 More information can be found on L com/marcela-12/docs/cefr and https:/ 				•				
	s), that	is based	l upon	-						•				
Codes (all levels competence tra	s), that aining fo	is based or this c	l upon ourse.	https:/	/issuu.	com/marcela-12/docs/cefr and https:/	//rm.coe.int/1680			•				
Codes (all levels competence tra CEF-codes IB:	s), that aining fo <i>OLC, O</i>	is based or this c DRC, OSI,	l upon ourse.	https:/	/issuu.		//rm.coe.int/1680			•				
Codes (all levels competence tra CEF-codes IB: Compulsory lite	s), that aining fo OLC, O erature	is based or this c DRC, OSI :	d upon ourse. , <i>OWI, (</i>	https:/ OSP, O	//issuu. _! WP, LR,	com/marcela-12/docs/cefr and https:/ . VR, GA, VC, PC, OC, COH, SF at B2-lev	//rm.coe.int/1680			•				
Codes (all levels competence tra CEF-codes IB:	s), that aining fo OLC, O erature	is based or this c PRC, OSI : es and c	d upon ourse. , <i>OWI, (</i>	https:/ OSP, O	//issuu. _! WP, LR,	com/marcela-12/docs/cefr and https:/ . VR, GA, VC, PC, OC, COH, SF at B2-lev	//rm.coe.int/1680		nd the se	•				
Codes (all levels competence tra CEF-codes IB: Compulsory lite References to v	s), that aining fo OLC, O erature vebpag Form	is based or this c PRC, OSI : es and c	l upon ourse. , <i>OWI, c</i> other m	https:/ <i>OSP, O</i> naterial	//issuu. _! WP, LR,	com/marcela-12/docs/cefr and https:/ . <i>VR, GA, VC, PC, OC, COH, SF at B2-lev</i> ed by teacher.	//rm.coe.int/1680 <i>el</i>)45b15e a	nd the se	elected Can D	o statements o	corresponding w	ith the commun	icative
Codes (all levels competence tra CEF-codes IB: Compulsory lite References to v	s), that aining fo OLC, O erature vebpag Form Verbo	is based or this c <i>RC, OSI</i> : es and c at al/Writt	l upon ourse. <u>, OWI, o</u> other m ren/Oth	https:/ <i>OSP, O</i> naterial	//issuu. _! WP, LR,	com/marcela-12/docs/cefr and https:/ , <i>VR, GA, VC, PC, OC, COH, SF at B2-lev</i> ed by teacher. Assessment	//rm.coe.int/1680 <u>el</u> Content	045b15e a	nd the se	elected Can D	o statements o	corresponding w	ith the commun	icative
Codes (all levels competence tra CEF-codes IB: Compulsory lite References to v	s), that aining fo OLC, O erature vebpag Form Verbo	is based or this c <i>RC, OSI,</i> : es and c at	l upon ourse. <u>, OWI, o</u> other m ren/Oth	https:/ <i>OSP, O</i> naterial	//issuu. _! WP, LR,	com/marcela-12/docs/cefr and https:/ , <i>VR, GA, VC, PC, OC, COH, SF at B2-lev</i> ed by teacher. Assessment	//rm.coe.int/1680 el Content Linked with	045b15e a	nd the se	elected Can D	o statements o Planning test in	orresponding w	ith the commun	icative
Codes (all levels competence tra CEF-codes IB: Compulsory lite References to v Test code	s), that aining for OLC, O erature vebpag Form Verbo Indiv	is based or this c <u>RC, OSI</u> : es and c at al/Writt idually/	l upon ourse. <u>, OWI, o</u> other m en/Oth Group	https:/ <i>OSP, O</i> naterial	'/issuu. _' <i>WP, LR,</i> I provid	com/marcela-12/docs/cefr and https:/ , VR, GA, VC, PC, OC, COH, SF at B2-lev ed by teacher. Assessment Description and type	//rm.coe.int/1680 el Content Linked with learning outcomes	Weight Factor %	ing ECTS	Minimum score	o statements o Planning test in	orresponding w	ith the commun	icative
Codes (all levels competence tra CEF-codes IB: Compulsory lite References to v	s), that aining for OLC, O erature vebpag Form Verbo Indiv	is based or this c <u>RC, OSI</u> : es and c at al/Writt idually/	d upon ourse. , <i>OWI</i> , o other m een/Oth Group 0	https:/ OSP, O naterial ner	'/issuu. _' <i>WP, LR,</i> I provid	com/marcela-12/docs/cefr and https:/ . VR, GA, VC, PC, OC, COH, SF at B2-lev ed by teacher. Assessment Description and type Assignment - Writing emails and	//rm.coe.int/1680 el Content Linked with learning	Weight Factor	ing	elected Can D	o statements o Planning test in week	Inspection of work in week	Resit scheduled in week	icative Inspection of resit in week
Codes (all levels competence tra CEF-codes IB: Compulsory lite References to v Test code	s), that aining for OLC, O erature vebpag Form Verbo Indiv	is based or this c <u>RC, OSI</u> : es and c at al/Writt idually/	d upon ourse. , <i>OWI</i> , o other m een/Oth Group 0	https:/ OSP, O naterial ner	'/issuu. _' <i>WP, LR,</i> I provid	com/marcela-12/docs/cefr and https:/ , VR, GA, VC, PC, OC, COH, SF at B2-lev ed by teacher. Assessment Description and type	//rm.coe.int/1680 el Linked with learning outcomes ORC, OWI,	Weight Factor %	ing ECTS	Minimum score	o statements o Planning test in week	Inspection of work in week	Resit scheduled in week	icative Inspection of resit in week

CU34304V22	Title	: ESO1	- Spani	ish 1			Nu	mber of s	study credi	lits: 2	Nu	mber of contact	hours: 14	
	Cour	'se ma	nager:				Сог	mpulsory	:yes/ no		Lar	iguage:		
	M. N	linues	a Moya	1							Eng	glish		
Conditions for	course p	articip	oation:											
Conditions for	test part	ticipati	ion:											
Brief descriptio	n of cou	irse co	ntent:											
 Unde 	rstand a	nd use	familia	ar every	yday ex	pressions and very basic phrases aime	d at the satisfaction	on of nee	ds of a con	ncrete type.				
• Intro	duce you	urself a	nd oth	ers										
 Ask a 	nd answ	er que	stions a	about p	ersona	al details such as where you live, people	e you know and th	nings you	have					
 Intera 	act in a si	imple	way pro	ovided	the oth	ner person talks slowly and clearly and	is prepared to hel	р						
				6										
his course cov	ers the f	irst 3 c	chapter	s of the	e book	Meta profesional 1.								
earning object	ives:													
		trv-lev	el Snar	nish lan	guage t	training Students work toward the att	ainment of Gener	al Snanis	h CEER leve	rel Δ1				
This course pro	vides en					training. Students work toward the att ction 'CEFR -Language competence & C					-Scales & Code	es (all levels), tha	t is based upon	
More informati	vides en on can b	e four	nd on Le	earn in	the sec	training. Students work toward the att ction 'CEFR -Language competence & C ://rm.coe.int/168045b15e and the sele	odes' which inclu	des the c	oded docu	ument, CEFR				
This course pro More informati https://issuu.co	vides en on can b om/marc	e four cela-12	nd on Le	earn in	the sec	ction 'CEFR -Language competence & C	odes' which inclu	des the c	oded docu	ument, CEFR				
This course pro More informati https://issuu.co	vides en on can b om/marc erature:	e four cela-12	nd on Le	earn in <u>cefr</u> an	the sec d <u>https</u>	ction 'CEFR -Language competence & C ://rm.coe.int/168045b15e and the sele	odes' which inclue acted Can Do state	des the c	oded docu	ument, CEFR				
This course pro More informati <u>https://issuu.co</u> Compulsory lite Meta Profesion	vides en on can b om/marc erature:	ción In	nd on Le	earn in <u>cefr</u> an	the sec d <u>https</u>	ction 'CEFR -Language competence & C	odes' which inclue acted Can Do state	des the c	oded docu orrespondi	ument, CEFR				course.
This course pro More informati <u>https://issuu.co</u> Compulsory lite Meta Profesion	vides en on can b om/marc erature: al 1, Edio Forma	ción In	nd on Le	earn in <u>cefr</u> an onal, v	the sec d <u>https</u>	ction 'CEFR -Language competence & C ://rm.coe.int/168045b15e and the sele digital, ISBN: 978 94 6293 7550, Cost: €	odes' which inclue ected Can Do state 41.00	des the c ements c	oded docu orrespondi	iment, CEFR- ling with the	communicati	ve competence t	raining for this	course.
This course pro More informati <u>https://issuu.co</u> Compulsory lite Meta Profesion	vides en on can b om/marc erature: al 1, Edio Forma	ción In t/Writt	ternaci	earn in <u>cefr</u> an onal, v	the sec d <u>https</u>	ction 'CEFR -Language competence & C ://rm.coe.int/168045b15e and the sele digital, ISBN: 978 94 6293 7550, Cost: € Assessment	odes' which included of the second can be stated of the second can be stated of the second can be second of the second can be second of the second can be second of the se	des the c ements c Weight	oded docu orrespondi	iment, CEFR· ling with the Minimum	communicati Planning	ve competence t	Resit	course.
This course pro More informati <u>https://issuu.co</u> Compulsory lite Meta Profesion	vides en on can b om/marc erature: al 1, Edio Forma Verbai	ción In t/Writt	ternaci	earn in <u>cefr</u> an onal, v	the sec d <u>https</u>	ction 'CEFR -Language competence & C ://rm.coe.int/168045b15e and the sele digital, ISBN: 978 94 6293 7550, Cost: € Assessment	Codes' which inclue ected Can Do state C41.00 Content Linked with	des the c ements c Weight	oded docu orrespondi	iment, CEFR· ling with the Minimum	communicati Planning test in	Inspection of work in	Resit scheduled	
This course pro More informati https://issuu.co Compulsory lite Meta Profesion Test code	vides en on can b om/marc erature: al 1, Edic Forma Verbau Indivic	ción In at I/Writt	ternaci ternaci	earn in <u>cefr</u> an onal, v	the sec d <u>https</u> ersión	ction 'CEFR -Language competence & C ://rm.coe.int/168045b15e and the selection digital, ISBN: 978 94 6293 7550, Cost: € Assessment Description and type	codes' which inclue ected Can Do state 241.00 Content Linked with learning	Weight Factor	ing ECTS	Iment, CEFR ling with the Minimum score	communicati Planning test in	Inspection of work in	Resit scheduled	course.
This course pro More informati https://issuu.co Compulsory lite Meta Profesion Test code	vides en on can b om/marc erature: al 1, Edic Forma Verbau Indivic	ción In at I/Writt	ternaci ternaci Group	earn in <u>cefr</u> an onal, v ner	the sec d <u>https</u> ersión	ction 'CEFR -Language competence & C ://rm.coe.int/168045b15e and the sele digital, ISBN: 978 94 6293 7550, Cost: € Assessment	and the second s	Weight Factor	ing ECTS	iment, CEFR· ling with the Minimum	communicati Planning test in week	Inspection of work in week	Resit scheduled in week	course.
This course pro More informati https://issuu.co	vides en on can b om/marc erature: al 1, Edic Forma Verbau Indivic	ción In at I/Writt	ternaci ternaci Group	earn in <u>cefr</u> an onal, v ner	the sec d <u>https</u> ersión	ction 'CEFR -Language competence & C ://rm.coe.int/168045b15e and the selection digital, ISBN: 978 94 6293 7550, Cost: Assessment Description and type Portfolio - Continuous Assessment	E41.00 Content Linked with learning outcomes OLC, ORC, OWI, OWP, LR, VR, GA, VC, OC,	Weight Factor	ing ECTS	Iment, CEFR ling with the Minimum score	communicati Planning test in week	Inspection of work in week	Resit scheduled in week	course.
This course pro More informati https://issuu.co Compulsory lite Meta Profesion Test code	vides en on can b om/marc erature: al 1, Edic Forma Verbau Indivic	ción In at I/Writt dually/	ternaci ternaci Group	earn in cefr an onal, v ner I x	the sec d <u>https</u> ersión	ction 'CEFR -Language competence & C ://rm.coe.int/168045b15e and the selection digital, ISBN: 978 94 6293 7550, Cost: Assessment Description and type Portfolio - Continuous Assessment	Codes' which inclue ected Can Do state Can Do state Content Linked with learning outcomes OLC, ORC, OWI, OWP, LR, VR, GA, VC, OC, COH	Weight Factor % 10%	ing ECTS 0.2	Minimum score	communicati Planning test in week 44	Inspection of work in week 45	Resit scheduled in week	Inspection o resit in week
This course pro More informati https://issuu.co Compulsory lite Meta Profesion Test code	vides en on can b om/marc erature: al 1, Edic Forma Verbau Indivic	ción In at I/Writt	ternaci ternaci Group	earn in <u>cefr</u> an onal, v ner	the sec d <u>https</u> ersión	ction 'CEFR -Language competence & C ://rm.coe.int/168045b15e and the sele digital, ISBN: 978 94 6293 7550, Cost: Assessment Description and type Portfolio - Continuous Assessment Written knowledge test - Grammar	Codes' which inclue ected Can Do state CA1.00 Content Linked with learning outcomes OLC, ORC, OWI, OWP, LR, VR, GA, VC, OC, COH ORC, OWI, OWP,	Weight Factor % 10%	ing ECTS 0.2	Iment, CEFR ling with the Minimum score	communicati Planning test in week	Inspection of work in week	Resit scheduled in week	course.
This course pro More informati https://issuu.co Compulsory lite Meta Profesion Test code	vides en on can b om/marc erature: al 1, Edic Forma Verbau Indivic	ción In at I/Writt dually/	ternaci ternaci Group	earn in cefr an onal, v ner I x	the sec d <u>https</u> ersión	ction 'CEFR -Language competence & C ://rm.coe.int/168045b15e and the selection digital, ISBN: 978 94 6293 7550, Cost: Assessment Description and type Portfolio - Continuous Assessment	Codes' which inclue ected Can Do state Can Do state Content Linked with learning outcomes OLC, ORC, OWI, OWP, LR, VR, GA, VC, OC, COH	Weight Factor % 10%	ing ECTS 0.2	Minimum score	communicati Planning test in week 44	Inspection of work in week 45	Resit scheduled in week	Inspection of resit in wee

									-				-	
CU34302V20	Title	e: ESO2	- Spani	ish 2			Nu	umber of	study cre	edits: 2	Nu	mber of contact	hours: 14	
	Cou	rse ma	nager:				Co	mpulsory	y: yes		Lai	nguage:		
	M. N	Vinues	a Moya	1							En	glish		
Conditions for	course p	articipa	ation: c	ourse	CU3430	04V20 attended								
Conditions for	test par	ticipati	ion:											
Brief descriptic	on of cou	urse co	ntent:											
• Unde	rstand a	and use	familia	ar ever	yday ex	pressions and very basic phrases	aimed at the satisfact	ion of nee	eds of a co	oncrete type.				
• Intro	duce you	urself a	nd oth	ers										
	•				ersona	al details such as where you live, p	people you know and t	hings you	u have					
 Intera 	act in a s	simple v	way pro	ovided	the oth	ner person talks slowly and clearly	y and is prepared to he	lp						
This cours	e covers	chapte	ers 4 ar	nd 5 of	the boo	ok Meta profesional 1.								
Learning objec	tives:													
•			•			training for students who have co	ompleted "Spanish 1."							
Students work	toward 1	the atta	ainmen	it of Ge	neral S	panish CEFR level A1.		idos tho c		cumont CEEP	Scalos & Cod	as (all lavals) that	at is based upon	
Students work More informat	toward 1 ion can b	the atta be foun	ainmen nd on Le	it of Ge earn in	neral S the sec	panish CEFR level A1. ction 'CEFR -Language competenc	ce & Codes' which inclu					• •	•	
Students work More informat	toward 1 ion can b	the atta be foun	ainmen nd on Le	it of Ge earn in	neral S the sec	panish CEFR level A1.	ce & Codes' which inclu					• •	•	
Students work More informat https://issuu.co	toward t ion can k om/marc erature:	the atta be foun cela-12	ainmen nd on Le /docs/	it of Ge earn in <u>cefr</u> an	the sec d <u>https</u>	panish CEFR level A1. ction 'CEFR -Language competenc ://rm.coe.int/168045b15e and th	ce & Codes' which incluine selected Can Do stat					• •	•	
Students work More informat <u>https://issuu.co</u> Compulsory lit Meta Profesior	toward t ion can k om/marc erature: ial 1, Edi	the atta be foun <u>cela-12</u> ición In	ainmen nd on Le /docs/	it of Ge earn in <u>cefr</u> an	the sec d <u>https</u>	panish CEFR level A1. ction 'CEFR -Language competenc ://rm.coe.int/168045b15e and th digital, ISBN: 978 94 6293 7550, C	ce & Codes' which inclu ne selected Can Do star Cost: €41.00	ements c	correspon	nding with the	communicati	ve competence t	raining for this	course.
Students work More informat <u>https://issuu.co</u> Compulsory lit Meta Profesior	toward t ion can b om/marc erature: nal 1, Edi Forma	the atta be foun <u>cela-12</u> ición In at	ainmen nd on Le /docs/ ternaci	it of Ge earn in <u>cefr</u> an onal, v	the sec d <u>https</u>	ipanish CEFR level A1. ction 'CEFR -Language competence ://rm.coe.int/168045b15e and th digital, ISBN: 978 94 6293 7550, C Assessment	ce & Codes' which inclu ne selected Can Do stat Cost: €41.00 Content	ements c	correspon ting	nding with the	communicati Planning	ve competence t	Resit	course.
Students work More informat https://issuu.co Compulsory lit Meta Profesior	toward t ion can b om/marc erature: nal 1, Edi Forma Verba	the atta be foun cela-12 ición In at	ainmen nd on Le /docs/ ternaci	it of Ge earn in <u>cefr</u> an onal, v	the sec d <u>https</u>	panish CEFR level A1. ction 'CEFR -Language competenc ://rm.coe.int/168045b15e and th digital, ISBN: 978 94 6293 7550, C	ce & Codes' which inclu ne selected Can Do star Cost: €41.00 Content Linked with	ements c	correspon ting	nding with the	communicati Planning test in	Inspection of work in	Resit scheduled	course.
Students work More informat <u>https://issuu.co</u> Compulsory lit Meta Profesior	toward to ion can bo m/marce erature: ial 1, Edi Forma Verba Individ	the atta be foun cela-12 ción In at nl/Writt dually/	ainmen Id on Lo /docs// ternaci fen/Oth	it of Ge earn in <u>cefr</u> an onal, v	ersión	ipanish CEFR level A1. ction 'CEFR -Language competence ://rm.coe.int/168045b15e and th digital, ISBN: 978 94 6293 7550, C Assessment	ce & Codes' which inclu ne selected Can Do star Cost: €41.00 Content Linked with learning	Weigh Factor	correspon ting	nding with the	communicati Planning	ve competence t	Resit	course.
Students work More informat https://issuu.co Compulsory lit Meta Profesion Test code	toward t ion can b om/marc erature: nal 1, Edi Forma Verba	the atta be foun cela-12 ción In at at dually/ W	ainmen nd on Le /docs/ ternaci	et of Ge earn in <u>cefr</u> an onal, v ner	the sec d <u>https</u>	ipanish CEFR level A1. ction 'CEFR -Language competence ://rm.coe.int/168045b15e and th digital, ISBN: 978 94 6293 7550, C Assessment Description and type	ce & Codes' which inclu ne selected Can Do stat Cost: €41.00 Content Linked with learning outcomes	Weigh Factor	ting ECTS	Minimum score	communicati Planning test in week	Inspection of work in week	Resit scheduled in week	course.
Students work More informat https://issuu.co Compulsory lit Meta Profesion Test code	toward to ion can bo m/marce erature: ial 1, Edi Forma Verba Individ	the atta be foun cela-12 ción In at nl/Writt dually/	ainmen Id on Lo /docs// ternaci fen/Oth	it of Ge earn in <u>cefr</u> an onal, v	ersión	ipanish CEFR level A1. ction 'CEFR -Language competence ://rm.coe.int/168045b15e and th digital, ISBN: 978 94 6293 7550, C Assessment	ce & Codes' which inclu ne selected Can Do stat Cost: €41.00 Content Linked with learning outcomes ORC, OWI,	Weigh Factor	correspon ting	nding with the	communicati Planning test in	Inspection of work in	Resit scheduled	course.
Students work More informat https://issuu.co Compulsory lit Meta Profesion Test code	toward to ion can bo m/marce erature: ial 1, Edi Forma Verba Individ	the atta be foun cela-12 ción In at at dually/ W	ainmen Id on Lo /docs// ternaci fen/Oth	et of Ge earn in <u>cefr</u> an onal, v ner	ersión	ipanish CEFR level A1. ction 'CEFR -Language competence ://rm.coe.int/168045b15e and th digital, ISBN: 978 94 6293 7550, C Assessment Description and type	ce & Codes' which inclu ne selected Can Do star Cost: €41.00 Content Linked with learning outcomes ORC, OWI, OWP, LR, VR,	Weigh Factor	ting ECTS	Minimum score	communicati Planning test in week	Inspection of work in week	Resit scheduled in week	course.
Students work More informat https://issuu.co Compulsory lit Meta Profesion Test code	toward to ion can bo m/marce erature: ial 1, Edi Forma Verba Individ	the atta be foun cela-12 ción In at at dually/ W	ainmen id on Lo /docs// ternaci ren/Oth Group O	at of Ge earn in <u>cefr</u> an <u>onal, v</u> ner I x	ersión	ipanish CEFR level A1. ction 'CEFR -Language competence ://rm.coe.int/168045b15e and the digital, ISBN: 978 94 6293 7550, C Assessment Description and type Written knowledge test -	ce & Codes' which inclu ne selected Can Do star Cost: €41.00 Content Linked with learning outcomes ORC, OWI, OWP, LR, VR, GA, OC, COH	Weight Factor 90%	ting ECTS 1.8	Minimum score 5.5	communicati Planning test in week 3	Inspection of work in week 4	Resit scheduled in week	Inspection o resit in weel
Students work More informat https://issuu.co Compulsory lit Meta Profesion Test code	toward to ion can bo m/marce erature: ial 1, Edi Forma Verba Individ	the atta be foun cela-12 ción In at at dually/ W	ainmen Id on Lo /docs// ternaci fen/Oth	et of Ge earn in <u>cefr</u> an onal, v ner	ersión	ipanish CEFR level A1. ction 'CEFR -Language competence ://rm.coe.int/168045b15e and th digital, ISBN: 978 94 6293 7550, C Assessment Description and type	ce & Codes' which incluine selected Can Do star Cost: €41.00 Content Linked with learning outcomes ORC, OWI, OWP, LR, VR, GA, OC, COH OLC, ORC,	Weigh Factor	ting ECTS	Minimum score	communicati Planning test in week	Inspection of work in week	Resit scheduled in week	course.
Students work More informat <u>https://issuu.co</u> Compulsory lit	toward to ion can bo m/marce erature: ial 1, Edi Forma Verba Individ	the atta be foun cela-12 ción In at at dually/ W	ainmen id on Lo /docs// ternaci ren/Oth Group O	at of Ge earn in <u>cefr</u> an <u>onal, v</u> ner I x	ersión	ipanish CEFR level A1. ction 'CEFR -Language competence ://rm.coe.int/168045b15e and the digital, ISBN: 978 94 6293 7550, C Assessment Description and type Written knowledge test -	ce & Codes' which inclu ne selected Can Do star Cost: €41.00 Content Linked with learning outcomes ORC, OWI, OWP, LR, VR, GA, OC, COH	Weight Factor 90%	ting ECTS 1.8	Minimum score 5.5	communicati Planning test in week 3	Inspection of work in week 4	Resit scheduled in week	Inspection o resit in week

	er: S2													
CU34331V22	Title	e: ESO3	- Spani	ish 03			Nu	mber of	study cre	dits: 2	Nu	mber of contact	hours: 14	
	Cou	irse ma	nager:				Co	mpulsory	/: yes		Lar	iguage:		
	M. I	Minues	a Moya	1							Eng	glish		
Conditions for	course	particip	pation:	course	CU343	302V20 attended								
Conditions for	test par	rticipati	ion:											
Brief descriptio	on of co	urse co	ntent:											
Unders	stand se	entence	s and f	requen	tly use	d expressions related to areas of most	immediate releva	nce (e.g.	very basi	ic personal ar	d family infor	mation, shopping	g, local geograp	hy, employment)
• Comm	unicate	in simp	le and	routine	e tasks	requiring a simple and direct exchange	e of information o	n familiar	r and rout	tine matters				
Describ	be in sin	nple ter	rms asp	ects of	your b	ackground, immediate environment a	ind matters in area	as of imm	nediate ba	asic need				
This course cov	ers cha	pters 6	8 of th	e book	Meta	profesional 1.								
Learning object	tives:													
This course pro	vides S	nanish l	anguag	o train	ing for	at a least of the least of the second stand life as a first of the second standard sta		سمين معد راس						
•				-	-	students who have completed "Spanis					•			
More informati	ion can	be four	nd on Le	earn in	the see	ction 'CEFR - Language competence &	Codes' which inclu	udes the o	coded do	cument, CEFF	R- Scales & Coo	des (all levels), th	•	
More informati	ion can	be four	nd on Le	earn in	the see		Codes' which inclu	udes the o	coded do	cument, CEFF	R- Scales & Coo	des (all levels), th	•	
More informati	ion can om/mar	be four cela-12	nd on Le	earn in	the see	ction 'CEFR - Language competence &	Codes' which inclu	udes the o	coded do	cument, CEFF	R- Scales & Coo	des (all levels), th	•	
More information https://issuu.co	ion can om/mar erature	be four cela-12	nd on Le	earn in <u>cefr</u> an	the sea d <u>https</u>	ction 'CEFR - Language competence &	Codes' which inclu lected Can Do stat	udes the o	coded do	cument, CEFF	R- Scales & Coo	des (all levels), th	•	
More information https://issuu.co	ion can om/mar erature	be four <u>cela-12</u> : :al versi	nd on Le	earn in <u>cefr</u> an	the sea d <u>https</u>	ction 'CEFR - Language competence & :://rm.coe.int/168045b15e and the sel	Codes' which inclu lected Can Do stat	udes the o	coded do correspon	cument, CEFF	R- Scales & Coo	des (all levels), th	•	
More informati https://issuu.co Compulsory lite Meta Profesion	ion can om/mar erature ial, digit Form	be four <u>cela-12</u> : :al versi	nd on Le 2/docs/ on ISBN	earn in <u>cefr</u> an N: 978 S	the sea d <u>https</u>	ction 'CEFR - Language competence & :://rm.coe.int/168045b15e and the sel 3 7550, Cost: €41.00, Same as ES01 an	Codes' which inclu lected Can Do stat	udes the o ements c	coded do correspon	cument, CEFF Iding with the	R- Scales & Coo communicati	des (all levels), th ve competence t	raining for this o	course.
More informati https://issuu.co Compulsory lite Meta Profesion	erature al, digit Verbo	be four rcela-12 : al versi	on ISBN ten/Oth	earn in <u>cefr</u> an N: 978 S	the sea d <u>https</u>	ction 'CEFR - Language competence & :://rm.coe.int/168045b15e and the sel 3 7550, Cost: €41.00, Same as ES01 an Assessment	Codes' which inclu lected Can Do stat d ES02 Content	udes the o ements c Weight	coded do correspon	cument, CEFF iding with the Minimum	R- Scales & Coo communicati	des (all levels), th ve competence t	Resit	course.
More informati https://issuu.co Compulsory lite Meta Profesion	erature al, digit Verbo	be four rcela-12 : :al versi at al/Writh	on ISBN ten/Oth	earn in <u>cefr</u> an N: 978 S	the sea d <u>https</u>	ction 'CEFR - Language competence & :://rm.coe.int/168045b15e and the sel 3 7550, Cost: €41.00, Same as ES01 an Assessment	Codes' which incluected Can Do stat	udes the o ements c Weight	coded do correspon	cument, CEFF iding with the Minimum	R- Scales & Coo communicati Planning test in	des (all levels), th ve competence t Inspection of work in	Resit scheduled	course.
More informati https://issuu.co Compulsory lite Meta Profesion	erature al, digit Verbo Indivi	be four cela-12 : al versi at al/Writt	on ISBN con ISBN ten/Oth	earn in <u>cefr</u> an N: 978 S	the sec d <u>https</u> 94 6293	ction 'CEFR - Language competence & :://rm.coe.int/168045b15e and the sel 3 7550, Cost: €41.00, Same as ES01 an Assessment Description and type	Codes' which inclu lected Can Do stat d ES02 Content Linked with learning	Weight Factor	coded do correspon	cument, CEFF iding with the Minimum	R- Scales & Coo communicati Planning test in	des (all levels), th ve competence t Inspection of work in	Resit scheduled	course.
More informati https://issuu.co Compulsory lite Meta Profesion Test code	erature al, digit Verbo Indivi	be four ccela-12 : al versi al versi iat ul/Writti idually/ W	on ISBN con ISBN ten/Oth	earn in <u>cefr</u> an N: 978 9 ner	the sec d <u>https</u> 94 6293	ction 'CEFR - Language competence & :://rm.coe.int/168045b15e and the sel 3 7550, Cost: €41.00, Same as ES01 an Assessment	Codes' which inclu lected Can Do stat d ES02 Content Linked with learning outcomes	Weight Factor	ting ECTS	cument, CEFF ding with the Minimum score	R- Scales & Coo communicati Planning test in week	des (all levels), th ve competence t Inspection of work in week	Resit scheduled in week	Inspection of resit in week
More informati https://issuu.co Compulsory lite Meta Profesion Test code	erature al, digit Verbo Indivi	be four ccela-12 : al versi al versi iat ul/Writti idually/ W	on ISBN con ISBN ten/Oth	earn in <u>cefr</u> an N: 978 9 ner	the sec d <u>https</u> 94 6293	ction 'CEFR - Language competence & :://rm.coe.int/168045b15e and the sel 3 7550, Cost: €41.00, Same as ES01 an Assessment Description and type	Codes' which inclu ected Can Do stat d ES02 Content Linked with learning outcomes ORC, OWI,	Weight Factor	ting ECTS	cument, CEFF ding with the Minimum score	R- Scales & Coo communicati Planning test in week	des (all levels), th ve competence t Inspection of work in week	Resit scheduled in week	Inspection of resit in week
More informati https://issuu.co Compulsory lite Meta Profesion Test code	erature al, digit Verbo Indivi	be four ccela-12 : al versi al versi iat ul/Writti idually/ W	on ISBN con ISBN ten/Oth	earn in <u>cefr</u> an N: 978 9 ner	the sec d <u>https</u> 94 6293	ction 'CEFR - Language competence & :://rm.coe.int/168045b15e and the sel 3 7550, Cost: €41.00, Same as ES01 an Assessment Description and type	Codes' which inclu ected Can Do stat d ES02 Content Linked with learning outcomes ORC, OWI, OWP, VR, GA, OC, COH OLC, OSI, OSP,	Weight Factor	ting ECTS	cument, CEFF ding with the Minimum score	R- Scales & Coo communicati Planning test in week	des (all levels), th ve competence t Inspection of work in week	Resit scheduled in week	Inspection of resit in week
More informati https://issuu.co Compulsory lite Meta Profesion Test code	erature al, digit Form Verbo Indivi V	be four ccela-12 : al versi al versi iat ul/Writti idually/ W	on ISBN con ISBN ten/Oth	earn in cefr an N: 978 9 ner	the sec d <u>https</u> 94 6293	ction 'CEFR - Language competence & :://rm.coe.int/168045b15e and the sel 3 7550, Cost: €41.00, Same as ES01 an Assessment Description and type Assignment - Digital Assignment	Codes' which inclu ected Can Do stat d ES02 Content Linked with learning outcomes ORC, OWI, OWP, VR, GA, OC, COH OLC, OSI, OSP, GR, VR, GA,	Weight Factor % 30%	ting ECTS 0.6	cument, CEFF ding with the Minimum score 5.5	Planning test in week	des (all levels), the ve competence to Inspection of work in week 15	Resit scheduled in week	Inspection of resit in week
More informati https://issuu.co Compulsory lite Meta Profesion Test code	erature al, digit Form Verbo Indivi V	be four ccela-12 : al versi al versi iat ul/Writti idually/ W	on ISBN con ISBN ten/Oth	earn in cefr an N: 978 9 ner	the sec d <u>https</u> 94 6293	ction 'CEFR - Language competence & :://rm.coe.int/168045b15e and the sel 3 7550, Cost: €41.00, Same as ES01 an Assessment Description and type Assignment - Digital Assignment	Codes' which inclu ected Can Do stat d ES02 Content Linked with learning outcomes ORC, OWI, OWP, VR, GA, OC, COH OLC, OSI, OSP,	Weight Factor % 30%	ting ECTS 0.6	cument, CEFF ding with the Minimum score 5.5	Planning test in week	des (all levels), the ve competence to Inspection of work in week 15	Resit scheduled in week	Inspection of resit in week

Block / Semest	er: S2													
CU34332V22	Title	e: ESO4	- Span	ish 04			Nu	mber of	study cre	edits: 2	Nu	mber of contact	hours: 14	
	Cou	rse ma	nager:				Co	mpulsory	y: yes		Lar	nguage:		
	M. I	Vinues	a Moya	9							Eng	glish		
Conditions for	course	particip	pation:	course	e CU343	331V20 attended								
Conditions for	test par	ticipat	ion:											
Brief descriptio	n of co	urse co	ntent:											
Learning object This course pro on Learn in the https://rm.coe.	vides Sp section int/168	oanish 'CEFR 045b15	anguag - Langu 5 <u>e</u> and ⁻	ge trair age co the sel	ning for mpete ected (round, immediate environment and students who have completed "Spanis nce & Codes' which includes the coded Can Do statements corresponding with	l document, CEFR- the communicativ	- Scales &	Codes (a	all levels), tha	t is based upor			
Meta profesion Test code	al, digit Form		on. ISB	N: 978	94 629	93 7550, Cost: €41.00, Same as ES01 ar Assessment	Content	Woigh	ting	Minimum	Planning	Increation	Resit	Increation
iest coue			ten/Otl	her		Description and type	Linked with	Weigh Factor	-	score	test in	Inspection of work in	scheduled	Inspection of resit in week
		dually/					learning	1 4000		30010	week	week	in week	Teste in week
	V	W	0	1	G	-	outcomes	%	ECTS			1	1	1
TOETS01 (VT)	-	×		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,	50%	1.2	5.5	25	26	27	28

COH, SF

CU34310V20														
	Title	e: ES05	- Span	ish 5			Nu	umber of	study crea	dits: 2	Nu	mber of contact	hours: 14	
	Cou	rse ma	nager:				Co	mpulsory	/: yes		Lar	iguage:		
	M. N	Ainues	a Moya	1							Eng	glish		
Conditions for	course p	particip	ation:	course	CU343	332V20 attended								
Conditions for	test par	ticipati	ion:											
Brief descriptio	on of cou	ırse co	ntent:											
Content:														
This course pro	vides in	termed	liate Sp	oanish l	anguag	ge training for business use and is for st	tudents who have	e complet	ed "Spanis	sh 4." Studer	nts work towa	rd the attainmen	t of Spanish CEI	F level B1 which
includes the fol	0													
						travelling in an area where the languag	· ·							
		•				nput on familiar matters regularly enco	ountered in work,	, school, le	eisure, bu	siness, etc.				
	•					are familiar or business interest		<i>c</i>						
						es and ambitions and briefly give reaso	ons and explanation	ons for op	pinions and	d plans				
	ers chap	JUEISI	anu z (Ji the t		eta profesional 2.								
Learning object	livor													
		r a min	or or w	ork pla	icemen	nt in Spain in Y3. Students work toward	the attainment o	of General	l Snanish (FFR level B1				
Prepare the stu	ident fo			•		it in Spain in Y3. Students work toward			•			des (all levels), th	at is based upo	n
Prepare the stu More information	ident fo ion can l	be four	nd on L	earn in	the se	nt in Spain in Y3. Students work toward ction 'CEFR - Language competence & (s://rm.coe.int/168045b15e and the selo	Codes' which inclu	udes the o	coded doc	ument, CEFF	- Scales & Coo	· · · · ·	•	
Prepare the stu More informati https://issuu.co	ident foi ion can l om/mar	oe four cela-12	nd on L	earn in	the se	ction 'CEFR - Language competence &	Codes' which inclu	udes the o	coded doc	ument, CEFF	- Scales & Coo	· · · · ·	•	
Prepare the stu More informati https://issuu.co	ident fo ion can l om/mar erature:	pe four cela-12	nd on L /docs/	earn in <u>cefr</u> an	the se d <u>https</u>	ction ['] CEFR - Language competence & (<u>:://rm.coe.int/168045b15e</u> and the sele	Codes' which incle ected Can Do stat	udes the o cements c	coded doc correspond	ument, CEFF ding with the	- Scales & Coo	· · · · ·	•	
Prepare the stu More informati https://issuu.co Compulsory lit Meta profesion	ident fo ion can l om/mar erature: ial 2 (Ed	pe four cela-12 ición in	nd on L /docs/ ternac	earn in <u>cefr</u> an ional),	the se d <u>https</u> Interta	ction 'CEFR - Language competence &	Codes' which inclue ected Can Do stat	udes the o cements c 0 9496, Co	coded doc orrespond ost: €50.00	ument, CEFF ding with the	- Scales & Coo	· · · · ·	•	
Prepare the stu More informati <u>https://issuu.co</u> Compulsory lite Meta profesion Meta Profesion	ident fo ion can l om/mar erature: ial 2 (Ed	pe four <u>cela-12</u> ición in <u>ción in</u>	nd on L /docs/ ternac	earn in <u>cefr</u> an ional),	the se d <u>https</u> Interta	ction ['] CEFR - Language competence & (<u>s://rm.coe.int/168045b15e</u> and the sele al Libro del alumno (para las clases),	Codes' which inclue ected Can Do stat	udes the o cements c 0 9496, Co	coded doc correspond ost: €50.00 €0.00	ument, CEFF ding with the	- Scales & Coo	· · · · ·	•	
Prepare the stu More informati https://issuu.co Compulsory lit Meta profesion	ident foi ion can l om/mar erature: ial 2 (Ed ial 2, Edi Form	pe four <u>cela-12</u> ición in <u>ción in</u>	nd on L /docs/ ternac ternac	earn in <u>cefr</u> an ional), onal, (l	the se d <u>https</u> Interta	ction ['] CEFR - Language competence & (<u>s://rm.coe.int/168045b15e</u> and the sele al Libro del alumno (para las clases), al) Libro de ejercicios (portfolio), ISBN	Codes' which inclu ected Can Do stat 	udes the c cements c 0 9496, Cc 02, Cost: 4	coded doc correspond ost: €50.00 €0.00 ting	ument, CEFF ding with the 0	- Scales & Coo communicati	ve competence t	raining for this o	course.
Prepare the stu More informati https://issuu.co Compulsory lite Meta profesion Meta Profesion	ident foi ion can l om/mar erature: ial 2 (Ed ial 2, Edi Verbo	ce four cela-12 ición in ción in at	nd on L /docs/ ternac ternac	earn in <u>cefr</u> an ional), onal, (l	the se d <u>https</u> Interta	ction ['] CEFR - Language competence & (<u>s://rm.coe.int/168045b15e</u> and the selv al Libro del alumno (para las clases), / al) Libro de ejercicios (portfolio), ISBN Assessment	Codes' which incluent ected Can Do stat ISBN: 978 94 6030 I: 978 94 6030 950 Content	udes the c ements c 0 9496, Co 02, Cost: 4 Weight	coded doc correspond ost: €50.00 €0.00 ting	ument, CEFR ding with the 0 Minimum	 Scales & Cook communicati Planning 	ve competence t	Resit	course.
Prepare the stu More informati https://issuu.co Compulsory lite Meta profesion Meta Profesion	ident foi ion can l om/mar erature: ial 2 (Ed ial 2, Edi Verbo	ición in <u>ción in</u> ción in ción in at	nd on L /docs/ ternac ternac	earn in <u>cefr</u> an ional), onal, (l	the se d <u>https</u> Interta	ction ['] CEFR - Language competence & (<u>s://rm.coe.int/168045b15e</u> and the selv al Libro del alumno (para las clases), / al) Libro de ejercicios (portfolio), ISBN Assessment	Codes' which inclu ected Can Do stat ISBN: 978 94 6030 : 978 94 6030 950 Content Linked with	udes the c ements c 0 9496, Co 02, Cost: 4 Weight	coded doc correspond ost: €50.00 €0.00 ting	ument, CEFR ding with the 0 Minimum	 Scales & Coo communicati Planning test in 	ve competence t	Resit scheduled	course.
Prepare the stu More informati https://issuu.co Compulsory lit Meta profesion Meta Profesion Test code	erature: al 2 (Ed al 2, Edi Verbo Indivi	be four cela-12 ición in ción in at at dually/	ternac ternac ternac	earn in <u>cefr</u> an ional), onal, (l	the sea d <u>https</u> Interta	ction ¹ CEFR - Language competence & 6 :://rm.coe.int/168045b15e and the sele al Libro del alumno (para las clases), al) Libro de ejercicios (portfolio), ISBN Assessment Description and type	Codes' which inclu ected Can Do stat ISBN: 978 94 6030 I: 978 94 6030 950 Content Linked with learning	0 9496, Co 22, Cost: 1 Weight Factor	coded doc correspond ost: $\in 50.00$ $\notin 0.00$ ting <i>ECTS</i>	ument, CEFR ding with the 0 Minimum score	 Scales & Coo communicati Planning test in 	ve competence t	Resit scheduled	course.
Prepare the stu More informati https://issuu.co Compulsory lite Meta profesion Meta Profesion	erature: al 2 (Ed al 2, Edi Verbo Indivi	ce four cela-12 ición in ción in ción in at ul/Writt dually/ W	ternac ternac ternac	earn in <u>cefr</u> an ional), onal, (I ner	the sea d <u>https</u> Interta	ction ¹ CEFR - Language competence & 6 <u>s://rm.coe.int/168045b15e</u> and the select al Libro del alumno (para las clases), al) Libro de ejercicios (portfolio), ISBN Assessment <i>Description and type</i> Written knowledge test - Written	Codes' which incluented Can Do stat	0 9496, Co 22, Cost: 4 Weight Factor	coded doc orrespond ost: €50.00 €0.00 ting	ument, CEFR ding with the 0 Minimum	Planning test in week	Inspection of work in week	Resit scheduled in week	course.
Prepare the stu More informati https://issuu.co Compulsory lit Meta profesion Meta Profesion Test code	erature: al 2 (Ed al 2, Edi Verbo Indivi	ce four cela-12 ición in ción in ción in at ul/Writt dually/ W	ternac ternac ternac	earn in <u>cefr</u> an ional), onal, (I ner	the sea d <u>https</u> Interta	ction ¹ CEFR - Language competence & 6 :://rm.coe.int/168045b15e and the sele al Libro del alumno (para las clases), al) Libro de ejercicios (portfolio), ISBN Assessment Description and type	Codes' which incluented Can Do stat	0 9496, Co 22, Cost: 1 Weight Factor	coded doc correspond ost: $\in 50.00$ $\notin 0.00$ ting <i>ECTS</i>	ument, CEFR ding with the 0 Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	course.
Prepare the stu More informati https://issuu.co Compulsory lite Meta profesion Meta Profesion Test code	erature: al 2 (Ed al 2, Edi Verbo Indivi	ce four cela-12 ición in ción in ción in at ul/Writt dually/ W	ternac ternac ternac	earn in <u>cefr</u> an ional), onal, (I ner	the sea d <u>https</u> Interta	ction ¹ CEFR - Language competence & 6 <u>s://rm.coe.int/168045b15e</u> and the select al Libro del alumno (para las clases), al) Libro de ejercicios (portfolio), ISBN Assessment <i>Description and type</i> Written knowledge test - Written	Codes' which incluented Can Do stat	0 9496, Co 22, Cost: 1 Weight Factor	coded doc correspond ost: $\in 50.00$ $\notin 0.00$ ting <i>ECTS</i>	ument, CEFR ding with the 0 Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	course.
Prepare the stu More informati https://issuu.co Compulsory lit Meta profesion Meta Profesion Test code	erature: al 2 (Ed al 2, Edi Verbo Indivi	ce four cela-12 ición in ción in ción in at ul/Writt dually/ W	ternac ternac ternac tern/Oth Group O	earn in cefr an ional), (i ner I X	the sea d <u>https</u> Interta	ction ¹ CEFR - Language competence & G :://rm.coe.int/168045b15e and the select al Libro del alumno (para las clases), al) Libro de ejercicios (portfolio), ISBN Assessment Description and type Written knowledge test - Written test	Codes' which inclu ected Can Do stat ISBN: 978 94 6030 : 978 94 6030 950 Content Linked with learning outcomes ORC, OWI, GR, VR, GA, OC, COH	0 9496, Co 2, Cost: 4 Weight Factor % 90%	coded doc orrespond $\varepsilon 50.00$ ting <i>ECTS</i> 1.8	Minimum score	Planning test in week	Inspection of work in week 45	Resit scheduled in week	Inspection of resit in week

CU12/12/14//22	Title		Conside C			NI	mahan cf	aturdur ana ditau 2	NI.	mber of contact	hourse 14	
CU34311V22			Spanish 6					study credits: 2			nours: 14	
		rse mana	•			Co	mpulsory	y: yes		nguage:		
		vinuesa N	'						En	glish		
Conditions for	course p	participat	tion: course	e CU343	310V20 attended							
Conditions for	test part	ticipation	n:									
Brief descriptio	n of cou	urse cont	ent:									
This course pro	vides int	termedia	ite Spanish	languag	ge training for business use and is for s	tudents who have	complet	ed "Spanish 5." Stu	ents work towa	rd the attainmen	t of Spanish CE	F level B1 which
ncludes the fol	-											
		•			nput on familiar matters regularly enco	,	school, le	eisure, etc.				
					ravelling in an area where the languag	ge is spoken						
	•		•		are familiar or of personal interest							
				•	es and ambitions and briefly give reasc	ons and explanatic	ons for op	pinions and plans				
I his course cov	ers chap	oters 3 ar	nd 4 of the	DOOK IVI	eta profesional 2.							
earning object	tives:											
		r a minor	or work pl	acaman	t in Spain in V3. Students work toward	the attainment o	f General	l Spanish CEER level	B1 More inform	nation can be fou	nd on Learn in t	the section 'CEE
Prepare the stu	dent for		•		it in Spain in Y3. Students work toward			•				
- Language com	dent for	e & Code	s' which inc	ludes tl	it in Spain in Y3. Students work toward he coded document, CEFR- Scales & Co g with the communicative competence	odes (all levels), th	at is base	•				
Prepare the stu - Language com	dent for	e & Code	s' which inc	ludes tl	he coded document, CEFR- Scales & Co	odes (all levels), th	at is base	•				
Prepare the stu - Language com and the selecte Compulsory lit	ident for ipetence d Can Do erature:	e & Code o statem	s' which inc ents corres	ludes tl pondin	he coded document, CEFR- Scales & Co g with the communicative competence	odes (all levels), th	at is base	•				
Prepare the stu - Language com and the selecte Compulsory lit Meta profesior	ident for ipetence d Can Do erature: al 2 (Edi	e & Code o statem ición inte	s' which ind ents corres rnacional),	ludes ti pondin Interta	he coded document, CEFR- Scales & Co g with the communicative competence al, ISBN: 978 94 6030 9496	odes (all levels), th	at is base	•				
Prepare the stu - Language com and the selecte Compulsory lit Meta profesior Libro de ejercio	ident for ipetence d Can Do erature: al 2 (Edi	e & Code o statem ición inte rtfolio), IS	s' which ind ents corres rnacional),	ludes ti pondin Interta	he coded document, CEFR- Scales & Co g with the communicative competence al, ISBN: 978 94 6030 9496	odes (all levels), th	at is base course.	ed upon <u>https://issu</u>	u.com/marcela-	<u>12/docs/cefr</u> and		e.int/168045b15
Prepare the stu - Language com and the selecte Compulsory lit Meta profesior Libro de ejercio	dent for petence d Can Do erature: al 2 (Edi ios (por Forma	e & Codes o statem ición inte rtfolio), IS at	s' which ind ents corres rnacional), SBN: 978 94	ludes ti pondin Interta	he coded document, CEFR- Scales & Co g with the communicative competence al, ISBN: 978 94 6030 9496 9502 Assessment	odes (all levels), th e training for this o	at is base	ed upon <u>https://issu</u> ting Minimur	u.com/marcela-		https://rm.coe	
Prepare the stu - Language com and the selecte Compulsory lit	dent for opetence d Can Do erature: al 2 (Edi ios (por Forma Verba	e & Code: o statem ición inte rtfolio), IS at	s' which ind ents corres rnacional), SBN: 978 94	ludes ti pondin Interta	he coded document, CEFR- Scales & Co g with the communicative competence al, ISBN: 978 94 6030 9496	odes (all levels), the training for this of the training for this of the training for the t	at is base course. Weight	ed upon <u>https://issu</u> ting Minimur	u.com/marcela-	12/docs/cefr and Inspection of work in	Resit scheduled	e.int/168045b15
Prepare the stu - Language com and the selecte Compulsory lit Meta profesior Libro de ejercio	dent for petence d Can Do erature: al 2 (Edi ios (por Forma Verba Indivio	e & Code: o statem ición inte rtfolio), IS at ul/Writter dually/Gr	s' which ind ents corres rnacional), SBN: 978 94 n/Other roup	ludes ti ponding Interta 6030 9	he coded document, CEFR- Scales & Co g with the communicative competence al, ISBN: 978 94 6030 9496 9502 Assessment	odes (all levels), the training for this of Content Linked with learning	Weight	ting Minimur score	u.com/marcela-	12/docs/cefr and	l <u>https://rm.coe</u>	e.int/168045b15
Prepare the stu - Language com and the selecte Compulsory lit Meta profesior Libro de ejercio Test code	dent for petence d Can Do erature: al 2 (Edi ios (por Forma Verba Indivic V	e & Code: o statem ición inte rtfolio), IS at ul/Writter dually/Gr	s' which ind ents corres rnacional), SBN: 978 94 n/Other roup 0 1	ludes ti pondin Interta	he coded document, CEFR- Scales & Co g with the communicative competence al, ISBN: 978 94 6030 9496 1502 Assessment Description and type	Content Linked with learning outcomes	Weight Factor	ting Minimur score	Definition of the second secon	12/docs/cefr and Inspection of work in week	Resit scheduled in week	nspection of resit in week
Prepare the stu - Language com and the selecte Compulsory lit Meta profesior Libro de ejercio Test code	dent for petence d Can Do erature: al 2 (Edi ios (por Forma Verba Indivio	e & Code: o statem ición inte rtfolio), IS at ul/Writter dually/Gr	s' which ind ents corres rnacional), SBN: 978 94 n/Other roup	ludes ti ponding Interta 6030 9	he coded document, CEFR- Scales & Co g with the communicative competence al, ISBN: 978 94 6030 9496 9502 Assessment	Content Linked with learning outcomes OLC, OSI, OSP,	Weight	ting Minimur score	u.com/marcela-	12/docs/cefr and Inspection of work in	Resit scheduled	e.int/168045b15
Prepare the stu - Language com and the selecte Compulsory lit Meta profesion Libro de ejercio	dent for petence d Can Do erature: al 2 (Edi ios (por Forma Verba Indivic V	e & Code: o statem ición inte rtfolio), IS at ul/Writter dually/Gr	s' which ind ents corres rnacional), SBN: 978 94 n/Other roup 0 1	ludes ti ponding Interta 6030 9	he coded document, CEFR- Scales & Co g with the communicative competence al, ISBN: 978 94 6030 9496 1502 Assessment Description and type	Content Linked with learning OLC, OSI, OSP, OWP, LR, VR,	Weight Factor	ting Minimur score	Definition of the second secon	12/docs/cefr and Inspection of work in week	Resit scheduled in week	nspection of resit in week
Prepare the stu - Language com and the selecte Compulsory lit Meta profesior Libro de ejercio Test code	dent for petence d Can Do erature: al 2 (Edi ios (por Forma Verba Indivic V	e & Code: o statem ición inte rtfolio), IS at ul/Writter dually/Gr	s' which ind ents corres rnacional), SBN: 978 94 n/Other roup 0 1	ludes ti ponding Interta 6030 9	he coded document, CEFR- Scales & Co g with the communicative competence al, ISBN: 978 94 6030 9496 1502 Assessment Description and type	Content Linked with learning outcomes OLC, OSI, OSP, OWP, LR, VR, GA, VC, OC,	Weight Factor	ting Minimur score	Definition of the second secon	12/docs/cefr and Inspection of work in week	Resit scheduled in week	nspection of resit in week
Prepare the stu - Language com and the selecte Compulsory lit Meta profesior Libro de ejercio Test code TOETS01 (VT)	dent for petence d Can Do erature: al 2 (Edi ios (por Forma Verba Indivic V	e & Code: o statem ición inte rtfolio), IS at ul/Writter dually/Gr W	s' which ind ents corress rnacional), SBN: 978 94 n/Other roup 0 I X	ludes ti ponding Interta 6030 9	he coded document, CEFR- Scales & Co g with the communicative competence al, ISBN: 978 94 6030 9496 502 Assessment Description and type Oral assessment - Oral	Content Linked with learning outcomes OLC, OSI, OSP, OWP, LR, VR, GA, VC, OC, COH, SF	Weight Factor % 70%	ting Minimur score ECTS 1.4 5.5	Planning test in week	12/docs/cefr and Inspection of work in week	Resit scheduled in week	Inspection of resit in week
Prepare the stu - Language com and the selecte Compulsory lit Meta profesior Libro de ejercio Test code	dent for petence d Can Do erature: al 2 (Edi ios (por Forma Verba Indivic V	e & Code: o statem ición inte rtfolio), IS at ul/Writter dually/Gr	s' which ind ents corres rnacional), SBN: 978 94 n/Other roup 0 1	ludes ti ponding Interta 6030 9	he coded document, CEFR- Scales & Co g with the communicative competence al, ISBN: 978 94 6030 9496 1502 Assessment Description and type	Content Linked with learning outcomes OLC, OSI, OSP, OWP, LR, VR, GA, VC, OC,	Weight Factor	ting Minimur score	Definition of the second secon	12/docs/cefr and Inspection of work in week 4	Resit scheduled in week	e.int/168045b15

CU34337V20									•• •			-	
0004007 020	Title: ES	07 - Spar	ish 7					study cree	dits: 2	Nu	mber of contact	hours: 14	
	Course i	nanager:				Co	mpulsory	y: yes		Lar	nguage:		
	M. Minu	esa Moy	а							En	glish		
Conditions for	course parti	cipation	course	e CU343	11V20 attended								
Conditions for	test particip	ation:											
Brief descriptio	on of course	content:											
This course pro	ovides intern	ediate S	banish l	languag	ge training for business use and is fo	r students who have	complet	ed "Spani	sh 6." Studer	its work towa	rd the attainmen	t of Spanish CEI	F level B1 which
includes the fol	llowing:												
					nput on familiar matters regularly e		school, le	eisure, etc	с.				
					ravelling in an area where the langu								
	•	•			dreams, hopes and ambitions and k	priefly give reasons a	ind explar	nations fo	r opinions an	d plans			
		•		-	business events								
i his course cov	ers chapters	5 and 6	of the t	DOOK IVI	eta profesional 2.								
Learning object	tives:												
Prenare the stu	ident for a n	inor or v	vork nla	remen	t in Spain in V3								
					t in Spain in Y3 Spanish CEER level B1								
Students work	toward the	ittainme	nt of Ge	eneral S	panish CEFR level B1.	& Codes' which inclu	udes the o	coded doo	cument. CEFF	- Scales & Co	des (all levels). th	at is based upo	n
Students work More informat	toward the ion can be fo	ittainme und on L	nt of Ge earn in	eneral S the se									
Students work More informati https://issuu.co	toward the ion can be fo om/marcela	ittainme und on L	nt of Ge earn in	eneral S the se	panish CEFR level B1. ction 'CEFR - Language competence								
Students work More informati https://issuu.co	toward the sion can be foom/marcela	ittainme und on L 12/docs/	nt of Ge earn in <u>'cefr</u> an	eneral S the sec d <u>https</u>	Spanish CEFR level B1. ction 'CEFR - Language competence ://rm.coe.int/168045b15e and the	selected Can Do stat	ements c	correspon	ding with the				
Students work More informati https://issuu.co Compulsory lite Meta profesion	toward the sion can be foom/marcela erature: nal 2 (Ediciór	ittainme und on L <u>12/docs/</u> internac	nt of Ge earn in <u>'cefr</u> an ional),	eneral S the sec d <u>https</u> Interta	Spanish CEFR level B1. Ction 'CEFR - Language competence :://rm.coe.int/168045b15e and the al Libro del alumno (para las clases)	selected Can Do stat	ements c	correspon	ding with the				
Students work More informati https://issuu.co Compulsory lite Meta profesion Libro de ejercio	toward the sion can be foom/marcela erature: nal 2 (Ediciór	ittainme und on L <u>12/docs/</u> internac	nt of Ge earn in <u>'cefr</u> an ional),	eneral S the sec d <u>https</u> Interta	Spanish CEFR level B1. ction 'CEFR - Language competence ://rm.coe.int/168045b15e and the	selected Can Do stat	ements c	correspond st: €50.00	ding with the				
Students work More informati https://issuu.co Compulsory lite Meta profesion Libro de ejercio	toward the s ion can be fo <u>om/marcela</u> erature: nal 2 (Ediciór cios (portfol	ittainme und on L 12/docs, internac o), ISBN:	nt of Ge earn in <u>'cefr</u> an ional), <u>978 94</u>	eneral S the sec d <u>https</u> Interta	panish CEFR level B1. ction 'CEFR - Language competence <u>://rm.coe.int/168045b15e</u> and the al Libro del alumno (para las clases) 502, Cost: €0.00	selected Can Do stat), ISBN: 978 94 6030	ements c 9496, Cos	correspone st: €50.00 ting	ding with the	communicati	ve competence t	raining for this	course.
Students work More informati <u>https://issuu.co</u> Compulsory lite Meta profesion Libro de ejercio	toward the a ion can be for om/marcelar erature: nal 2 (Ediciór cios (portfol Format	ittainme und on L 12/docs/ internac o), ISBN:	nt of Ge earn in <u>(cefr</u> an ional), <u>978 94</u> her	eneral S the sec d <u>https</u> Interta	Spanish CEFR level B1. Ction 'CEFR - Language competence ://rm.coe.int/168045b15e and the al Libro del alumno (para las clases) (502, Cost: €0.00 Assessment	selected Can Do stat), ISBN: 978 94 6030 Content	ements c 9496, Cos Weight	correspone st: €50.00 ting	ding with the) Minimum	communicati Planning	ve competence t	raining for this	course.
Students work More informati https://issuu.co Compulsory lite Meta profesion Libro de ejercio	toward the sion can be for om/marcelar erature: nal 2 (Ediciór cios (portfol Format Verbal/W	ittainme und on L 12/docs/ internac o), ISBN:	nt of Ge earn in <u>(cefr</u> an ional), <u>978 94</u> her	eneral S the sec d <u>https</u> Interta	Spanish CEFR level B1. Ction 'CEFR - Language competence ://rm.coe.int/168045b15e and the al Libro del alumno (para las clases) (502, Cost: €0.00 Assessment	selected Can Do stat), ISBN: 978 94 6030 Content Linked with	ements c 9496, Cos Weight	correspone st: €50.00 ting	ding with the) Minimum	communicati Planning test in	Inspection of work in	Resit scheduled	course.
Students work More informati https://issuu.co Compulsory lite Meta profesion Libro de ejercio Test code	toward the ion can be for om/marcela erature: nal 2 (Ediciór cios (portfol Format Verbal/W Individual	internac o), ISBN: isten/Ot	nt of Ge earn in <u>(cefr</u> an ional), <u>978 94</u> her	eneral S the sec d <u>https</u> Interta: 6030 9	Spanish CEFR level B1. ction 'CEFR - Language competence ://rm.coe.int/168045b15e and the al Libro del alumno (para las clases) 502, Cost: €0.00 Assessment Description and type	selected Can Do stat), ISBN: 978 94 6030 Content Linked with learning	9496, Cos Weight Factor	st: €50.00	ding with the) Minimum score	communicati Planning test in	Inspection of work in	Resit scheduled	course.
Students work More informati https://issuu.co Compulsory lite Meta profesion Libro de ejercio Test code	toward the a ion can be for om/marcelar erature: nal 2 (Ediciór Format Verbal/W Individuar V W	internac o), ISBN: isten/Ot	nt of Ge earn in <u>'cefr</u> an ional), 978 94 her	eneral S the sec d <u>https</u> Interta: 6030 9	Spanish CEFR level B1. Ction 'CEFR - Language competence ://rm.coe.int/168045b15e and the al Libro del alumno (para las clases) (502, Cost: €0.00 Assessment	selected Can Do stat), ISBN: 978 94 6030 Content Linked with learning outcomes	9496, Cos Weight Factor	st: €50.00	ding with the) Minimum	communicati Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection o
Students work More informati https://issuu.co Compulsory lite Meta profesion Libro de ejercio Test code	toward the a ion can be for om/marcelar erature: nal 2 (Ediciór Format Verbal/W Individuar V W	internac o), ISBN: isten/Ot	nt of Ge earn in <u>'cefr</u> an ional), 978 94 her	eneral S the sec d <u>https</u> Interta: 6030 9	Spanish CEFR level B1. ction 'CEFR - Language competence ://rm.coe.int/168045b15e and the al Libro del alumno (para las clases) 502, Cost: €0.00 Assessment Description and type	selected Can Do stat), ISBN: 978 94 6030 Content Linked with learning outcomes ORC, OWI,	9496, Cos Weight Factor	st: €50.00	ding with the) Minimum score	communicati Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection o
Students work More informati https://issuu.co Compulsory lite Meta profesion Libro de ejercio Test code	toward the a ion can be for om/marcelar erature: nal 2 (Ediciór Format Verbal/W Individuar V W	internac o), ISBN: isten/Ot	nt of Ge earn in <u>'cefr</u> an ional), 978 94 her	eneral S the sec d <u>https</u> Interta: 6030 9	Spanish CEFR level B1. ction 'CEFR - Language competence ://rm.coe.int/168045b15e and the al Libro del alumno (para las clases) 502, Cost: €0.00 Assessment Description and type	selected Can Do stat), ISBN: 978 94 6030 Content Linked with learning outcomes ORC, OWI, OWP, GR, VR,	9496, Cos Weight Factor	st: €50.00	ding with the) Minimum score	communicati Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
Students work More informati https://issuu.co Compulsory lite Meta profesion	toward the a ion can be for om/marcelar erature: nal 2 (Ediciór Format Verbal/W Individuar V W	internac o), ISBN: isten/Ot	nt of Ge earn in <u>'cefr</u> an ional), 978 94 her	eneral S the sec d <u>https</u> Interta: 6030 9	Spanish CEFR level B1. ction 'CEFR - Language competence ://rm.coe.int/168045b15e and the al Libro del alumno (para las clases) 502, Cost: €0.00 Assessment Description and type	selected Can Do stat), ISBN: 978 94 6030 Content Linked with learning outcomes ORC, OWI, OWP, GR, VR, GA, VC, OC,	9496, Cos Weight Factor	st: €50.00	ding with the) Minimum score	communicati Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
Students work More informati https://issuu.co Compulsory lite Meta profesion Libro de ejercic Test code	toward the a ion can be for om/marcelar erature: nal 2 (Ediciór Format Verbal/W Individuar V W	internac o), ISBN: vy/Group	nt of Ge earn in (cefr an ional), 978 94 her I X	eneral S the sec d <u>https</u> Interta: 6030 9	Spanish CEFR level B1. Ction 'CEFR - Language competence ://rm.coe.int/168045b15e and the second al Libro del alumno (para las clases) 502, Cost: €0.00 Assessment Description and type Written knowledge test -	selected Can Do stat	9496, Cos 9496, Cos Factor % 90%	st: €50.00 ting ECTS 1.8	ding with the Minimum score	Communicati Planning test in week 14	Inspection of work in week 15	Resit scheduled in week	Inspection o resit in weel

CU34338V22	Title:	ES08 - S	Spanish	n 8			Nu	mber of	study cre	dits: 2	Nu	mber of contact	hours: 14	
		e mana	•					mpulsory	•			guage:		
		nuesa N	0									glish		
Conditions for	ourse pa	rticipat	tion: co	ourse	CU3433	7V20 attended						·		
Conditions for	est partic	ipation	n:											
Brief descriptio	n of cours	se cont	ent:											
 Deal with m Describe an Produce cor This course cov Learning object Prepare the stu 	ost situati d produce inected te ers chapte ives: dent for a	e experi exts on t ers 7 an	ely to a iences a topics o nd 8 of 1	arise w and e conce the bo	vhilst tra vents, d erning b ook Me	put on familiar matters regularly en avelling in an area where the langu lreams, hopes and ambitions and b usiness events ta profesional 2. in Spain in Y3	lage is spoken				d plans			
						ion 'CEFR - Language competence //rm.coe.int/168045b15e and the s						•	•	
https://issuu.co Compulsory lito Meta professio	m/marce erature: nal 2, Edic	la-12/d	locs/ce	e <u>fr</u> and	l <u>https:/</u> ro del al	//rm.coe.int/168045b15e and the s						•	•	
https://issuu.co Compulsory lite Meta professio Meta professio	m/marce erature: nal 2, Edic	la-12/d Intern Intern	locs/ce	e <u>fr</u> and	l <u>https:/</u> ro del al	//rm.coe.int/168045b15e and the s		ements c	correspon		communicati	ve competence t	•	course.
https://issuu.co Compulsory lito Meta professio	erature: nal 2, Edic nal 2, Edic	la-12/d Intern Intern Written	locs/ce naciona naciona n/Other	e <u>fr</u> and al. Libr al. Libr	l <u>https:/</u> ro del al	//rm.coe.int/168045b15e and the s umno, ISBN: 9789460309496 ercicios, ISBN: 9789460309502	selected Can Do stat		correspon ting	iding with the		•	raining for this	
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https://issuu.co Compulsory lite Meta professio Meta professio	erature: nal 2, Edic nal 2, Edic Format Verbal/ Individu	la-12/d Intern Intern Written ially/Gr	locs/ce naciona naciona n/Other roup	e <u>fr</u> and al. Libr al. Libr	o del al	//rm.coe.int/168045b15e and the s lumno, ISBN: 9789460309496 ercicios, ISBN: 9789460309502 Assessment	Selected Can Do stat	ements c Weigh Factor	ting	iding with the	communicati Planning test in	Inspection of work in	Resit scheduled	course.

CU34316V22	Title	e: FS09	- Espar	iol pro	fessiona	al	Nu	mber of s	tudy credits: 2	Nu	mber of contact	hours: 14	
CO04910V22		rse ma	•	101 010	123510110			mpulsory			iguage:	10413. 14	
			a Moya					inpuisory	. yes		glish		
Conditions for			,		CI13/13:	38V20 attended					511511		
Conditions for				course	00040								
Brief descriptio	-	-											
•				onal is	a follo	w-up course of the first-and second-ye	ar Snanish cours	os (FS1-8)	This course further (levelons comn	unicative and pr	ofessional read	ling and writing
•		•				evel grammar. Students write articles,	•			•		oressionarread	
ans. Lectures	provide	Juppor	t anu t	annig	11 02-16		icticits and enfan			cht.			
earning object													
tudents work	toward	the atta	ainmen	it of Ge	eneral Si	panish CEFR level B2. More informatio	n can be found o	n Learn in	the section 'CEFR -La	nguage compe	tence & Codes' v	which includes t	the coded
										0 0 1			
document, CEF	R-Scales	s & Cod	les (all l	evels),		based upon <u>https://issuu.com/marcela</u>		nd <u>https:/</u>	/rm.coe.int/168045b	L5e and the se			
document, CEF the communica			-	•	that is l	based upon <u>https://issuu.com/marcela</u>		nd <u>https:/</u>	<u>/rm.coe.int/168045b</u>	L <u>5e</u> and the se			
			-	•	that is l	based upon <u>https://issuu.com/marcela</u>		nd <u>https:/</u>	<u>/rm.coe.int/168045b</u>	L <u>5e</u> and the se			
the communica	ative con	npeten	-	•	that is l	based upon <u>https://issuu.com/marcela</u>		nd <u>https:/</u>	/rm.coe.int/168045b	L5e and the se			
the communica	ative con	npeten	-	•	that is l	based upon <u>https://issuu.com/marcela</u>		nd <u>https:/</u> Weight		LSe and the se			sponding with
the communica	erature: Forma	npeten : at	-	ning for	that is l	based upon <u>https://issuu.com/marcela</u> purse.	a- <u>12/docs/cefr</u> a				lected Can Do st	atements corre	sponding with
the communica	erature: Forma Verba	npeten : at	ce trair	ning for	that is l	based upon <u>https://issuu.com/marcela</u> urse. Assessment	a-12/docs/cefr_ a	Weight	ing Minimum	Planning	lected Can Do st	atements corres	
the communica	erature: Forma Verba	mpeten : at al/Writt	ce trair	ning for	that is l	based upon <u>https://issuu.com/marcela</u> urse. Assessment	a-12/docs/cefr_ an Content Linked with	Weight	ing Minimum	Planning test in	lected Can Do st	Resit scheduled	sponding with
the communica Compulsory lite Test code	erature: Forma Verba Individ	mpeten : at al/Writt idually/	ce trair cen/Oth Group	ning for	that is l	based upon <u>https://issuu.com/marcela</u> urse. Assessment Description and type	Content Linked with learning	Weight Factor %	ing Minimum score	Planning test in	lected Can Do st	Resit scheduled	sponding with
he communica Compulsory lite Fest code	erature: Forma Verba Individ	mpeten at al/Writt dually/ W	ce trair cen/Oth Group	ning for	that is l	based upon <u>https://issuu.com/marcela</u> urse. Assessment	Content Linked with learning outcomes	Weight Factor	ing Minimum score	Planning test in week	lected Can Do st Inspection of work in week	atements corres	sponding with Inspection o resit in wee
he communica Compulsory lite Fest code	erature: Forma Verba Individ	mpeten at al/Writt dually/ W	ce trair cen/Oth Group	ning for	that is l	based upon <u>https://issuu.com/marcela</u> urse. Assessment Description and type	Content Linked with learning outcomes ORC, OWI,	Weight Factor %	ing Minimum score	Planning test in week	lected Can Do st Inspection of work in week	atements corres	sponding with Inspection o resit in weel
he communica Compulsory lite Fest code	erature: Forma Verba Individ	mpeten at al/Writt dually/ W	ce trair cen/Oth Group	ning for	that is l	based upon <u>https://issuu.com/marcela</u> urse. Assessment Description and type	Content Linked with learning outcomes ORC, OWI, OWP, LR, VR,	Weight Factor %	ing Minimum score	Planning test in week	lected Can Do st Inspection of work in week	atements corres	sponding with Inspection o resit in weel
the communica Compulsory lite Fest code	erature: Forma Verba Individ	mpeten at al/Writt dually/ W	ce trair cen/Oth Group	ning for	that is l	based upon <u>https://issuu.com/marcela</u> urse. Assessment Description and type	Content Linked with learning outcomes ORC, OWI, OWP, LR, VR, GA, VC, OC,	Weight Factor %	ing Minimum score	Planning test in week	lected Can Do st Inspection of work in week	atements corres	sponding with Inspection o resit in wee
the communica Compulsory lite Test code	erature: Forma Verba Individ	mpeten at al/Writh idually/ W x	ce trair cen/Oth Group	ning for	that is l	based upon <u>https://issuu.com/marcel</u> ourse. Assessment <i>Description and type</i> Written knowledge test - Grammar	Content Linked with learning outcomes ORC, OWI, OWP, LR, VR, GA, VC, OC, COH	Weight Factor % 50%	ingMinimum scoreECTS1.05.5	Planning test in week 44	lected Can Do st Inspection of work in week 45	Resit scheduled in week	sponding with Inspection of resit in week 6
	erature: Forma Verba Individ	mpeten at al/Writh idually/ W x	ce trair cen/Oth Group	ning for	that is l	based upon <u>https://issuu.com/marcel</u> ourse. Assessment <i>Description and type</i> Written knowledge test - Grammar	Content Linked with learning outcomes ORC, OWI, OWP, LR, VR, GA, VC, OC, COH ORC, OWI,	Weight Factor % 50%	ingMinimum scoreECTS1.05.5	Planning test in week 44	lected Can Do st Inspection of work in week 45	Resit scheduled in week	sponding with Inspection of resit in wee 6

CU34317V22	Title	e: ES10	- Espar	iol con	nercial		N	umber of	study cre	dits: 2	Nu	mber of contact	hours: 14	
		rse ma	•					mpulsory	•	-		nguage:	-	
		Minues	•	1				• •				glish		
Conditions for	course	particip	ation:	course	CU343	16V20 attended						-		
Conditions for														
Brief descriptio	on of co	urse co	ntent:											
his 4th-year co	ourse, E	spañol	Comer	cial, is a	a follow	v-up course of the first- and second-	vear Spanish course	es (ES1-8)	. This cou	rse further de	evelops comm	unicative and pro	ofessional lister	ning and
•		•				raining in speaking and listening skil					•	•		-
						e presentation and one individual in								
·														
earning object	+:													
carning object	lives:													
•••		the atta	ainmen	it of Ge	eneral S	panish CEFR level B2. More informa	ition can be found c	on Learn ir	n the sect	ion 'CEFR -La	nguage compe	etence & Codes' v	which includes 1	the coded
Students work	toward					panish CEFR level B2. More information based upon https://issuu.com/mar								
Students work document, CEF	toward R-Scales	s & Cod	es (all I	evels),	that is	based upon <u>https://issuu.com/mar</u>								
Students work document, CEF the communica	toward R-Scales ative cor	s & Cod mpeten	es (all I	evels),	that is	based upon <u>https://issuu.com/mar</u>								
Students work document, CEF the communica Compulsory lite	toward R-Scales ative cor	s & Cod mpeten :	es (all I	evels),	that is	based upon <u>https://issuu.com/mar</u> ourse.	<u>cela-12/docs/cefr_</u> a	nd <u>https:</u> ,	//rm.coe.	int/168045b1	<u>Se</u> and the se	lected Can Do sta	atements corre	sponding with
Students work document, CEF the communica Compulsory lite	toward R-Scales ative cor erature Form	s & Cod mpeten : at	es (all l ce trair	evels), ning foi	that is	based upon <u>https://issuu.com/mar</u> purse. Assessment	cela-12/docs/cefr_ a	nd <u>https:/</u> Weigh	//rm.coe. ting	int/168045b1 Minimum	5e_and the se	lected Can Do sta	atements corre	sponding with
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Students work document, CEF the communica Compulsory lite	toward R-Scales ative cor erature Form Verbo	s & Cod mpeten : at	es (all l ce trair	evels), ning foi	that is	based upon <u>https://issuu.com/mar</u> purse. Assessment	cela-12/docs/cefr_ a	nd <u>https:/</u> Weigh	//rm.coe. ting	int/168045b1 Minimum	5e_and the se	lected Can Do sta	atements corre	sponding with
Students work document, CEF the communica Compulsory lite	toward R-Scales ative cor erature Form Verbo	s & Cod mpeten : at al/Writt	es (all l ce trair	evels), ning foi	that is	based upon <u>https://issuu.com/mar</u> purse. Assessment	Cela-12/docs/cefr_ a	nd <u>https:/</u> Weigh	//rm.coe. ting	int/168045b1 Minimum	Planning test in	lected Can Do sta	Resit scheduled	sponding with
Students work document, CEF the communica <u>Compulsory lite</u> Test code	toward R-Scales ative cor erature Form Verbo Indivi	s & Cod mpeten : at al/Writt	es (all I ce trair en/Oth Group	evels), ning foi	that is this co	based upon <u>https://issuu.com/mar</u> purse. Assessment	Cela-12/docs/cefr_ a Content Linked with learning outcomes OLC, OSI, OSP,	nd <u>https:/</u> Weigh Factor	//rm.coe. ting	int/168045b1 Minimum	Planning test in	lected Can Do sta	Resit scheduled	sponding with
Students work document, CEF the communica <u>Compulsory lite</u> Test code	toward R-Scales ative cor erature Form Verbo Indivi V	s & Cod mpeten : at al/Writt	es (all I ce trair en/Oth Group	evels), ning for ner	that is this co	based upon <u>https://issuu.com/mar</u> purse. Assessment Description and type	Cela-12/docs/cefr_ a Content Linked with learning outcomes OLC, OSI, OSP, VR, GA, VC,	nd <u>https:/</u> Weigh Factor	//rm.coe. ting ECTS	int/168045b1 Minimum score	5e and the se Planning test in week	lected Can Do sta	Resit scheduled in week	sponding with Inspection of resit in week
Students work document, CEF the communica <u>Compulsory lite</u> Test code	toward R-Scales ative cor erature Form Verbo Indivi V	s & Cod mpeten : at al/Writt	es (all I ce trair en/Oth Group	evels), ning for ner	that is this co	based upon <u>https://issuu.com/mar</u> purse. Assessment Description and type	Cela-12/docs/cefr_ a Content Linked with learning outcomes OLC, OSI, OSP, VR, GA, VC, PC, COH, SF	nd <u>https:/</u> Weigh Factor	//rm.coe. ting ECTS	int/168045b1 Minimum score	Se and the se Planning test in week	lected Can Do sta Inspection of work in week 4	Resit scheduled in week	sponding with Inspection o resit in week 17
Students work	toward R-Scales ative cor erature Form Verbo Indivi V	s & Cod mpeten : at al/Writt	es (all I ce trair en/Oth Group	evels), ning for ner	that is this co	based upon <u>https://issuu.com/mar</u> purse. Assessment Description and type	Cela-12/docs/cefr_ a Content Linked with learning outcomes OLC, OSI, OSP, VR, GA, VC, PC, COH, SF OLC, OSI, OSP,	nd <u>https:/</u> Weigh Factor	//rm.coe. ting ECTS	int/168045b1 Minimum score	5e and the se Planning test in week	lected Can Do sta	Resit scheduled in week	sponding with Inspection o resit in week
Students work document, CEF the communica Compulsory lite Test code	toward R-Scales ative cor erature Form Verbo Indivi V x	s & Cod mpeten : at al/Writt	es (all I ce trair en/Oth Group	evels), hing for her I x	that is this co	based upon <u>https://issuu.com/mar</u> purse. Assessment Description and type Presentation -	Cela-12/docs/cefr_ a Content Linked with learning outcomes OLC, OSI, OSP, VR, GA, VC, PC, COH, SF	Nd <u>https:/</u> Weight Factor % 50%	ting ECTS 1.0	Minimum score 5.5	Se and the se Planning test in week	lected Can Do sta Inspection of work in week 4	Resit scheduled in week	sponding with Inspection o resit in weel 17

CU34303V21	Title: ED	01 - Francais de	haco 1	NI	mber of study cr	odite: 2	Nur	nber of contact	hours: 1/	
0034303721		,	5636 1		•	euits. 2			110013. 14	
		nanager:			mpulsory: yes			guage:		
	P.C. Raa						Eng	lish / French		
		•	ourse is for students who already studied	French for at least 200) hours.					
Conditions for	• •									
spending a holi	offer you si day in Zeela	mple communicand with a French	ative situations. Oral and written Langua speaking friend). rly give feedback on Tasks that have bee	-				-		
completing the										
Learning objec	tives:									
his course pro	vides basic l	evel French train	ning							
Codes (all level competence tr CEF codes IB	s), that is ba aining for thi	sed upon https:/ s course.	o CEFR1. More information can be found //issuu.com/marcela-12/docs/cefr and ht							
Codes (all level competence tr CEF codes IB Test 1: OLC, OS	s), that is ba aining for thi I, VR, GA, VC	sed upon https:/ s course. , PC, COH								
Codes (all level competence tr CEF codes IB Test 1: OLC, OS Test 2: OWP, C	s), that is ba aining for thi I, VR, GA, V(WI, LR, GA, '	sed upon https:/ s course. , PC, COH								
Codes (all level competence tr CEF codes IB Test 1: OLC, OS Test 2: OWP, C Compulsory lit Grammaire pro	s), that is ba aining for thi I, VR, GA, V(<u>WI, LR, GA, Y</u> erature: gressive du	sed upon https:/ s course. , PC, COH /C Francais. niveau		ttps://rm.coe.int/1680						
Codes (all level competence tr CEF codes IB Test 1: OLC, OS Test 2: OWP, C Compulsory lit Grammaire pro Grammaire pro	s), that is ba aining for thi I, VR, GA, V(<u>WI, LR, GA, Y</u> erature: gressive du	sed upon https:/ s course. , PC, COH /C Francais. niveau	/issuu.com/marcela-12/docs/cefr and ht	ttps://rm.coe.int/1680						
Codes (all level competence tr CEF codes IB Fest 1: OLC, OS Fest 2: OWP, C Compulsory lit Grammaire pro	s), that is ba aining for thi I, VR, GA, VC WI, LR, GA, V WI, LR, GA, V with the second second with the second second second second with the second second second second second second with the second	sed upon https:/ s course. , PC, COH /C Francais. niveau	/issuu.com/marcela-12/docs/cefr and ht débutant, Maïa Grégoire, ISBN: 9782090 débutant - Corrigé, Maïa Grégoire, ISBN Assessment	ttps://rm.coe.int/1680)339734 : 9783125298699	45b15e and the s	elected Can Do	statements o	orresponding wi	ith the commun	nicative
Codes (all level competence tr CEF codes IB Test 1: OLC, OS Test 2: OWP, C Compulsory lit Grammaire pro Grammaire pro	s), that is ba aining for thi I, VR, GA, VC WI, LR, GA, V WI, LR, GA, V with the second second with the second second second second with the second second second second second second with the second	sed upon https:/ s course. c, PC, COH /C Français, niveau Français, niveau	/issuu.com/marcela-12/docs/cefr and ht débutant, Maïa Grégoire, ISBN: 9782090 débutant - Corrigé, Maïa Grégoire, ISBN	ttps://rm.coe.int/1680 0339734 : 9783125298699 Content	45b15e and the s	elected Can Do	statements of Planning	orresponding wi	ith the commun	nicative
Codes (all level competence tr CEF codes IB Test 1: OLC, OS Test 2: OWP, C Compulsory lit Grammaire pro Grammaire pro	s), that is ba aining for thi I, VR, GA, VC WI, LR, GA, V erature: ogressive du gressive du Format Verbal/W Individual	sed upon https:/ s course. c, PC, COH /C Français, niveau Français, niveau ritten/Other ly/Group	/issuu.com/marcela-12/docs/cefr and ht débutant, Maïa Grégoire, ISBN: 9782090 débutant - Corrigé, Maïa Grégoire, ISBN Assessment Description and type	ttps://rm.coe.int/1680 0339734 : 9783125298699 Content Linked with learning	Weighting Factor	elected Can Do	statements of Planning test in	orresponding wi	Resit scheduled	nicative
Codes (all level competence tr CEF codes IB Test 1: OLC, OS Test 2: OWP, C Compulsory lit Grammaire pro	s), that is ba aining for thi I, VR, GA, VC WI, LR, GA, V erature: ogressive du gressive du Format Verbal/W Individual	sed upon https:/ s course. c, PC, COH /C Français, niveau Français, niveau ritten/Other ly/Group	/issuu.com/marcela-12/docs/cefr and ht débutant, Maïa Grégoire, ISBN: 9782090 débutant - Corrigé, Maïa Grégoire, ISBN Assessment	ttps://rm.coe.int/1680 0339734 : 9783125298699 Content Linked with learning outcomes	45b15e and the s	elected Can Do	statements of Planning test in	orresponding wi	Resit scheduled	nicative

	er: S1												
CU34305V21	Title	: FR02 ·	França	ais de	base 2		Nu	mber of s	tudy credits: 2	Nu	mber of contact	hours: 14	
	Cour	se man	ager:				Сог	mpulsory	yes	Lan	guage:		
	P.C.	Raas								Eng	lish / French		
Conditions for	course p	articipa	ation: T	his co	urse pr	rovides basic level French training (A2*) for students who	o already	studied French for so	ome 200 hours	and/or FR01.		
Conditions for	test part	ticipatio	on:										
Brief description	on of cou	irse con	tent:										
This course wil	offer yo	u simpl	e comr	nunica	ative sit	tuations. Oral and written Language Ta	sks will invite you	to displa	y your language skills	in authentic, r	ecognizable situa	ations (internsh	ip at the CCIP-
Paris / organisi	ng a busi	iness ou	iting).								-		
During the less	ons the i	nstruct	or will r	egula	rly give	feedback on Tasks that have been ma	de and provide yo	ou with us	eful grammatical and	l idiomatic info	rmation that you	need to be suc	cessful in
completing the	oral exa	m.											
Learning objec													
				0		1. More information can be found on L			0 0 1				•
•			•	ttps:/	/issuu.	com/marcela-12/docs/cefr and https:/	/rm.coe.int/1680	45b15e a	nd the selected Can I	o statements o	corresponding wi	ith the commur	icative
competence tra	aining fo	r this co	ourse.										
This source pro	vidos bo		Franci	. +rain	ing (A)	(*) for students who already studied Fr	anch for como 20	0 hours o	nd/or FD01				
This course pro	viues ba	sic ieve	rrenci	i train	iing (Az	i) for students who already studied Fr	ench for some 20	o nours a	nu/or FROL.				
CEF codes IB:													
Test 1: OLC, OS	I. OSP. V	'R. GA. \		COLL	~ F								
Test 2 :OWP, O			VC. PC.	COH. 3	5F								
		GA. VC	/C, PC,	COH, I	5F								
Compulsory lit	erature:												
Compulsory lit Grammaire pro	erature:	du Fra	ncais, n	iveau	interm	édiaire, Maïa Grégoire, 2nd edition, ISI	3N: 97894629390	04, Cost:	£27.25, To be used ir	the rest of yea	ar 1 and year 2	d year 2	
Compulsory lit Grammaire pro Grammaire pro	erature:	du Fra du Fra	ncais, n	iveau	interm	édiaire, Maïa Grégoire, 2nd edition, IS édiaire - corrigés, Maïa Grégoire, 2nd e Assessment	BN: 97894629390 edition, ISBN: 978 Content	20903810	47, Cost: €12.75, To	the rest of yea be used in the Planning	rest of year 1 and	d year 2	Inspection of
Compulsory lit Grammaire pro	erature: ogressive ogressive Forma	du Frai du Frai at	nçais, n nçais, n	iveau iveau	interm	édiaire - corrigés, Maïa Grégoire, 2nd (Assessment	edition, ISBN: 978 Content	20903810 Weight	047, Cost: €12.75, To ing Minimum	be used in the Planning	rest of year 1 and Inspection	Resit	Inspection of
Compulsory lit Grammaire pro Grammaire pro	erature: ogressive gressive Forma Verba	du Fran du Fran at I/Writte	nçais, n nçais, n en/Othe	iveau iveau	interm	édiaire - corrigés, Maïa Grégoire, 2nd e	edition, ISBN: 978 Content Linked with	20903810	47, Cost: €12.75, To	be used in the Planning test in	rest of year 1 and Inspection of work in	Resit scheduled	Inspection of resit in week
Compulsory lit Grammaire pro Grammaire pro	erature: gressive gressive Forma Verba Individ	du Fran du Fran at I/Writte dually/C	nçais, n nçais, n en/Othe Group	iveau iveau	interm interm	édiaire - corrigés, Maïa Grégoire, 2nd (Assessment	edition, ISBN: 978 Content Linked with learning	20903810 Weight Factor	147, Cost: €12.75, To ing Minimum score	be used in the Planning	rest of year 1 and Inspection	Resit	•
Compulsory lit Grammaire pro Grammaire pro Test code	erature: gressive gressive Forma Verba Indivio	du Fran du Fran at I/Writte	nçais, n nçais, n en/Othe	iveau iveau er	interm	édiaire - corrigés, Maïa Grégoire, 2nd Assessment Description and type	edition, ISBN: 978 Content Linked with learning outcomes	20903810 Weight Factor %	147, Cost: €12.75, To ing Minimum score ECTS	be used in the Planning test in week	rest of year 1 and Inspection of work in week	Resit scheduled in week	resit in week
Compulsory lit Grammaire pro Grammaire pro Test code	erature: gressive gressive Forma Verba Individ	du Fran du Fran at I/Writte dually/C	nçais, n nçais, n en/Othe Group	iveau iveau	interm interm	édiaire - corrigés, Maïa Grégoire, 2nd (Assessment	Edition, ISBN: 978 Content Linked with learning outcomes OLC, OSI, OSP,	20903810 Weight Factor	147, Cost: €12.75, To ing Minimum score	be used in the Planning test in	rest of year 1 and Inspection of work in	Resit scheduled	•
Compulsory lit Grammaire pro Grammaire pro Test code	erature: gressive gressive Forma Verba Indivio	du Fran du Fran at I/Writte dually/C	nçais, n nçais, n en/Othe Group	iveau iveau er	interm interm	édiaire - corrigés, Maïa Grégoire, 2nd Assessment Description and type	Content Linked with learning outcomes OLC, OSI, OSP, VR, GA, PC,	20903810 Weight Factor %	147, Cost: €12.75, To ing Minimum score ECTS	be used in the Planning test in week	rest of year 1 and Inspection of work in week	Resit scheduled in week	resit in weel
Compulsory lit Grammaire pro Grammaire pro Test code	erature: gressive gressive Forma Verba Indivio	du Frai du Frai at I/Writte dually/C W	nçais, n nçais, n en/Othe Group	iveau iveau er I x	interm interm	édiaire - corrigés, Maïa Grégoire, 2nd Assessment Description and type Oral assessment - Speaking Test	Content Linked with learning outcomes OLC, OSI, OSP, VR, GA, PC, COH,	20903810 Weight Factor % 90%	147, Cost: €12.75, To ing Minimum score ECTS 1.8 5.5	be used in the Planning test in week	rest of year 1 and Inspection of work in week 5	Resit scheduled in week	resit in week
Compulsory lit Grammaire pro Grammaire pro	erature: gressive gressive Forma Verba Indivio	du Fran du Fran at I/Writte dually/C	nçais, n nçais, n en/Othe Group	iveau iveau er	interm interm	édiaire - corrigés, Maïa Grégoire, 2nd Assessment Description and type	Content Linked with learning outcomes OLC, OSI, OSP, VR, GA, PC,	20903810 Weight Factor %	147, Cost: €12.75, To ing Minimum score ECTS	be used in the Planning test in week	rest of year 1 and Inspection of work in week	Resit scheduled in week	resit in w

	Title: F	-R03 - Fra	nçais de	base 3		Nu	mber of s	study credits: 2	Nur	nber of contact	hours: 14	
		manage	•				mpulsory	•	Lan	guage:		
	P.C. Ra	Ŭ					• •			lish / French		
Conditions for	course par	ticipatio	n: This co	ourse pr	ovides basic level French training (A2*	*) for students hav	/ing follov	wed FR01 and FR02				
Conditions for					01	,	0					
Brief descriptio		•	t:									
and organising	a student to ons the ins	trip to IP tructor v	C-Anne	cy).	uations. Oral and written Language Ta feedback on Tasks that have been ma	·				-		
Learning objec	tives:											
Codes (all level competence tr CEF codes IB: Test 1: OLC, OV	s), that is b aining for t VI, OWP, V	based upo his cours 'R, GA, VO	e.	//issuu.o	L. More information can be found on L com/marcela-12/docs/cefr and https:/							
Compulsory lit	erature:				édiaire, Maïa Grégoire, 2nd edition, IS	BN: 97894629390	04, Cost:	€27.25, To be used ir	the rest of yea	r 1 and year 2		
Compulsory lit Grammaire pro Grammaire pro	erature: gressive d gressive d	u Françai	s, niveau	interm	édiaire, Maïa Grégoire, 2nd edition, IS édiaire - corrigés, Maïa Grégoire, 2nd	edition, ISBN: 978	20903810	047, Cost: €12.75, To	be used in the	rest of year 1 and		
Compulsory lit Grammaire pro Grammaire pro	erature: gressive d gressive d Format	u Françai u Françai	s, niveau s, niveau	interm	édiaire - corrigés, Maïa Grégoire, 2nd Assessment	edition, ISBN: 978 Content	20903810 Weight	047, Cost: €12.75, To	be used in the Planning	rest of year 1 and Inspection	Resit	-
Compulsory lit Grammaire pro Grammaire pro	erature: gressive d gressive d Format Verbal/N	u Françai u Françai Written/C	s, niveau s, niveau other	interm	édiaire - corrigés, Maïa Grégoire, 2nd	edition, ISBN: 978 Content Linked with	20903810	047, Cost: €12.75, To	be used in the Planning test in	rest of year 1 and Inspection of work in	Resit scheduled	Inspection o resit in week
Compulsory lit Grammaire pro Grammaire pro	gressive d gressive d Format Verbal/V Individu	u Françai u Françai Written/(ally/Grou	s, niveau s, niveau other	interm interm	édiaire - corrigés, Maïa Grégoire, 2nd Assessment	edition, ISBN: 978 Content	20903810 Weight Factor	047, Cost: €12.75, To ting Minimum score	be used in the Planning	rest of year 1 and Inspection	Resit	-
Compulsory lit Grammaire pro Grammaire pro	gressive d gressive d Format Verbal/V Individu	u Françai u Françai Written/C	s, niveau s, niveau other	interm	édiaire - corrigés, Maïa Grégoire, 2nd Assessment	edition, ISBN: 978 Content Linked with learning outcomes	20903810 Weight	047, Cost: €12.75, To ting Minimum	be used in the Planning test in week	rest of year 1 and Inspection of work in week	Resit scheduled in week	
Compulsory lit Grammaire pro Grammaire pro Test code	erature: gressive d gressive d Format Verbal/N Individu	u Françai u Françai Written/(ally/Grou	s, niveau s, niveau other	interm interm	édiaire - corrigés, Maïa Grégoire, 2nd Assessment	edition, ISBN: 978 Content Linked with learning	20903810 Weight Factor	047, Cost: €12.75, To ting Minimum score	be used in the Planning test in	rest of year 1 and Inspection of work in	Resit scheduled	
Compulsory lit Grammaire pro Grammaire pro Test code	erature: gressive d gressive d Format Verbal/N Individu	u Françai u Françai Written/C ally/Grou W 0	s, niveau s, niveau Other p	interm interm	édiaire - corrigés, Maïa Grégoire, 2nd Assessment Description and type	edition, ISBN: 978 Content Linked with learning outcomes ORC, OWI,	20903810 Weight Factor %	047, Cost: €12.75, To ting Minimum score ECTS	be used in the Planning test in week 14	rest of year 1 and Inspection of work in week 16	Resit scheduled in week	resit in wee
	erature: gressive d gressive d Format Verbal/M Individu	u Françai u Françai Written/C ally/Grou W 0	s, niveau s, niveau Other p	interm interm	édiaire - corrigés, Maïa Grégoire, 2nd Assessment Description and type	edition, ISBN: 978 Content Linked with learning outcomes ORC, OWI, OWP, VR, GA,	20903810 Weight Factor %	047, Cost: €12.75, To ting Minimum score ECTS	be used in the Planning test in week	rest of year 1 and Inspection of work in week	Resit scheduled in week	resit in

	er: S2												
CU34334V21	Title: F	04 - Frar	içais de	base 4		Nu	umber of	study cre	edits: 2	Nu	umber of contact	hours: 14	
	Course	nanager	:			Co	mpulsory	y: yes		La	nguage:		
	P.C. Raa	s								En	glish / French		
Conditions for	course part	cipation	: This co	ourse p	rovides basic level French training (A2	*) for students ha	ving follo [,]	wed FR02	L and FR02 an	d FR03. This o	course cannot be	followed separa	ately.
Conditions for	test partici	ation:											
Brief descriptic	n of course	content	:										
	•	mple cor	nmunic	ative si	tuations. Oral and written Language T	asks will invite you	u to displa	ay your la	inguage skills	in authentic,	recognizable situa	ations (destinat	ion study for a
cruise company	,												• • •
-		uctor wi	ll regula	rly give	feedback on Tasks that have been ma	ade and provide y	ou with u	seful gra	mmatical and	idiomatic inf	ormation that you	u need to be su	ccessful in
completing the	oral exam.												
Learning objec	tives:												
•••		level acc	ording t	o CEFR	1. More information can be found on	Learn in the sectio	on 'CEFR -	- Languag	e competenc	e & Codes' wi	nich includes the d	coded documer	nt. CEFR- Scales
			•		com/marcela-12/docs/cefr and https:			0 0	•				
competence tra	••	•	• •	,	····, · · · · · · · · · · · · · · · · ·	,,, .,							
CEF codes IB Test 1-OLC, OS			с, сон, :	SF									
Test 1-OLC, OS Test 2- OWP, O	WI, LR, GA,		С, СОН,	SF									
Test 1-OLC, OSI Test 2- OWP, O Compulsory lit Grammaire pro	WI, LR, GA, erature: gressive du	VC Français,	niveau	interm	édiaire, Maïa Grégoire, 2nd edition, IS								
Test 1-OLC, OS Test 2- OWP, O Compulsory lit Grammaire pro Grammaire pro	WI, LR, GA, erature: gressive du gressive du	VC Français,	niveau	interm	édiaire - corrigés, Maïa Grégoire, 2nd	edition, ISBN: 978	<u>32090381</u>	.047, Sam	e as for FR02				
Test 1-OLC, OS Test 2- OWP, O Compulsory lit Grammaire pro Grammaire pro	WI, LR, GA, erature: gressive du gressive du Format	VC Français Français	niveau niveau	interm	édiaire - corrigés, Maïa Grégoire, 2nd Assessment	edition, ISBN: 978 Content	32090381 Weigh	.047, Sam ting	e as for FR02 Minimum	Planning	Inspection	Resit	•
Test 1-OLC, OSI Test 2- OWP, O Compulsory lit Grammaire pro	WI, LR, GA, erature: gressive du gressive du Format Verbal/M	VC Français Français ritten/Ot	niveau niveau her	interm	édiaire - corrigés, Maïa Grégoire, 2nd	edition, ISBN: 978 Content Linked with	<u>32090381</u>	.047, Sam ting	e as for FR02	Planning test in	of work in	scheduled	Inspection o resit in weel
Test 1-OLC, OS Test 2- OWP, O Compulsory lit Grammaire pro Grammaire pro	WI, LR, GA, erature: gressive du gressive du Format Verbal/M Individua	VC Français, Français, ritten/Ot	niveau niveau her	interm interm	édiaire - corrigés, Maïa Grégoire, 2nd Assessment	edition, ISBN: 978 Content Linked with learning	32090381 Weigh Factor	.047, Sam ting	e as for FR02 Minimum	Planning	•		•
Test 1-OLC, OS Test 2- OWP, O Compulsory lit Grammaire pro Grammaire pro	WI, LR, GA, erature: gressive du gressive du Format Verbal/M	VC Français, Français, ritten/Ot	niveau niveau her	interm	édiaire - corrigés, Maïa Grégoire, 2nd Assessment	edition, ISBN: 978 Content Linked with learning outcomes	32090381 Weigh	.047, Sam ting	e as for FR02 Minimum	Planning test in week	of work in week	scheduled in week	resit in wee
Test 1-OLC, OS Test 2- OWP, O Compulsory lit Grammaire pro Grammaire pro Test code	WI, LR, GA, erature: gressive du gressive du Format Verbal/M Individua	VC Français, Français, ritten/Ot	niveau niveau her	interm interm	édiaire - corrigés, Maïa Grégoire, 2nd Assessment	edition, ISBN: 978 Content Linked with learning outcomes OLC, OSI, OSP,	32090381 Weigh Factor	.047, Sam ting	e as for FR02 Minimum	Planning test in	of work in	scheduled	•
Test 1-OLC, OS Test 2- OWP, O Compulsory lit Grammaire pro Grammaire pro Test code	WI, LR, GA, rature: gressive du gressive du Format Verbal/W Individua V V	VC Français, Français, ritten/Ot	niveau niveau her	interm interm	édiaire ⁻ corrigés, Maïá Grégoire, 2nd Assessment Description and type	edition, ISBN: 978 Content Linked with learning outcomes OLC, OSI, OSP, VR, GA, VC,	32090381 Weigh Factor %	047, Sam ting ECTS	e as for FR02 Minimum score	Planning test in week	of work in week	scheduled in week	resit in wee
Test 1-OLC, OSI Test 2- OWP, O Compulsory lit Grammaire pro Grammaire pro Test code	WI, LR, GA, erature: gressive du gressive du Format Verbal/W Individud V V X	VC Français Français ritten/Ot Iy/Group	niveau niveau her I X	interm interm	édiaire - corrigés, Maïa Grégoire, 2nd Assessment Description and type Oral assessment - Speaking test (10 min)	edition, ISBN: 978 Content Linked with learning outcomes OLC, OSI, OSP, VR, GA, VC, PC, COH	32090381 Weigh Factor % 90%	047, Sam ting ECTS 1.8	e as for FR02 Minimum score 5.5	Planning test in week 25	of work in week 26	scheduled in week	resit in weel
Test 1-OLC, OS Test 2- OWP, O Compulsory lit Grammaire pro Grammaire pro Test code	WI, LR, GA, rature: gressive du gressive du Format Verbal/W Individua V V	VC Français Français ritten/Ot Iy/Group	niveau niveau her	interm interm	édiaire - corrigés, Maïa Grégoire, 2nd Assessment Description and type Oral assessment - Speaking test	edition, ISBN: 978 Content Linked with learning outcomes OLC, OSI, OSP, VR, GA, VC,	32090381 Weigh Factor %	047, Sam ting ECTS	e as for FR02 Minimum score	Planning test in week	of work in week	scheduled in week	resit in wee

	er: S1													
CU34312V21	Title	e: FR05	- Fran	çais pro	ofessio	nnel 1		umber of	•	dits: 2	Nur	nber of contact	hours: 14	
		rse ma	nager:				Co	ompulsory	y: yes			guage:		
	P.C.	Raas									Fre	nch		
Conditions for	course	particip	ation:	This co	urse pi	ovides a French language training at ic	ontermediate lev	el for stud	dents hav	ing studied Fr	ench in the firs	st year (FR01-FR	04).	
Conditions for	test par	ticipati	ion:											
Brief description	on of co	urse co	ntent:											
This course will	offer yo	ou com	munica	ative ch	allenge	es in professional situations. Oral and w	vritten Language	Tasks will	l invite yo	ou to display y	our language s	kills in authentio	, recognizable s	situations
(Product prese	ntation	at a B2	B fair).											
-			tor will	regula	rly give	feedback on Tasks that have been ma	de and provide y	ou with u	iseful grai	mmatical and	idiomatic info	rmation that you	need to be suc	ccessful in
completing the	oral exa	am.												
Learning object	tivoci													
•••		D1 I.				1. Mana information and he found on I								
				•		 More information can be found on L com/marcela-12/docs/cefr and https:/ 			0 0	•				
codes (all level	s), that i	is pased	a upon	niios:/										licativa
compotonco tr	nining fo	or this c	•		/15500.		/111.000.1117 1000	0400106 6	and the se	elected Can D	o statements o	orresponding w	th the commun	nicative
competence tra	aining fo	or this c	•		/15500.		/111.000.11171080	04001066	and the se	elected Can D	o statements c	orresponding w	ith the commun	nicative
competence tra	aining fo	or this c	•		/13300.		/m.coe.m/ 108	0430136 6	and the se	elected Can D	o statements c	orresponding w	ith the commun	nicative
•	U		ourse.		, 13300.		/m.coe.m//108	0430I36 6	and the se	elected Can D	o statements c	orresponding w	ith the commun	licative
CEF codes IB	, OSP, V	′R, GA,	ourse.		,13300.		/m.coe.int/108	0430136 C	and the se	elected Can D	o statements d	orresponding w	th the commun	licative
CEF codes IB Test 1-OLC, OS Test 2-OWP, O Compulsory lit	, OSP, V WI, LR, (erature:	′R, GA, GA, VC	PC, CO	H, SF	-							orresponding w	th the commun	nicative
CEF codes IB Test 1-OLC, OS Test 2-OWP, O' Compulsory lit Grammaire pro	, OSP, V WI, LR, (erature: gressive	′R, GA, GA, VC : e du fra	PC, CO	H, SF	interm	édiaire, Maïa Grégoire, 2nd edition, ISE	3N: 9789462939(004, Same	e as for FF			orresponding w	th the commun	nicative
CEF codes IB Test 1-OLC, OSI Test 2-OWP, O' Compulsory lit Grammaire pro Grammaire pro	, OSP, V WI, LR, (erature: gressive	/R, GA, GA, VC : e du fra e du fra	PC, CO	H, SF	interm		3N: 9789462939(004, Same	e as for FF 1047, Sam			Inspection	th the commun	Inspection of
CEF codes IB Test 1-OLC, OS Test 2-OWP, O' Compulsory lit Grammaire pro	, OSP, V WI, LR, (erature: gressive gressive Form	/R, GA, GA, VC : e du fra e du fra	PC, CO nçais- nçais-	H, SF niveau niveau	interm	édiaire, Maïa Grégoire, 2nd edition, ISE édiaire – Corrigés, Maïa Grégoire, 2nd	3N: 97894629390 edition, ISBN: 97	004, Same	e as for FF 1047, Sam ting	RO2 the as for FRO2				Inspection of
CEF codes IB Test 1-OLC, OSI Test 2-OWP, O' Compulsory lit Grammaire pro Grammaire pro	, OSP, V WI, LR, (erature: gressive gressive gressive Form Verbo	/R, GA, GA, VC e du fra e du fra at al/Writt	PC, CO nçais- nçais- ren/Oth	H, SF niveau niveau	interm	édiaire, Maïa Grégoire, 2nd edition, ISE édiaire – Corrigés, Maïa Grégoire, 2nd Assessment	BN: 97894629390 edition, ISBN: 97 Content	004, Same 82090381 Weigh	e as for FF 1047, Sam ting	t02 ne as for FR02 Minimum	Planning	Inspection	Resit	Inspection of
CEF codes IB Test 1-OLC, OSI Test 2-OWP, O' Compulsory lit Grammaire pro Grammaire pro	, OSP, V WI, LR, (erature: gressive gressive gressive Form Verbo	/R, GA, GA, VC e du fra du fra at	PC, CO nçais- nçais- ren/Oth	H, SF niveau niveau	interm	édiaire, Maïa Grégoire, 2nd edition, ISE édiaire – Corrigés, Maïa Grégoire, 2nd Assessment	3N: 97894629390 edition, ISBN: 97 Content <i>Linked with</i>	004, Same 82090381 Weigh	e as for FF 1047, Sam ting	t02 ne as for FR02 Minimum	Planning test in	Inspection of work in	Resit scheduled	Inspection of
CEF codes IB Test 1-OLC, OSI Test 2-OWP, O Compulsory lit Grammaire pro Grammaire pro Test code	, OSP, V WI, LR, C erature: ogressive Form Verbc Indivi V	/R, GA, GA, VC e du fra e du fra du fra at al/Writt dually/	PC, CO nçais- nçais- cen/Oth Group	H, SF niveau niveau ner	interm	édiaire, Maïa Grégoire, 2nd edition, ISE édiaire – Corrigés, Maïa Grégoire, 2nd Assessment Description and type	BN: 97894629390 edition, ISBN: 97 Content Linked with learning outcomes	004, Same 82090381 Weigh Factor %	e as for FF 1047, Sam ting ECTS	t02 he as for FR02 Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	
CEF codes IB Test 1-OLC, OSI Test 2-OWP, O Compulsory lit Grammaire pro Grammaire pro	, OSP, V WI, LR, C erature: gressive gressive Form Verbo Indivi	/R, GA, GA, VC e du fra e du fra du fra at al/Writt dually/	PC, CO nçais- nçais- cen/Oth Group	H, SF niveau niveau	interm	édiaire, Maïa Grégoire, 2nd edition, ISE édiaire – Corrigés, Maïa Grégoire, 2nd Assessment	BN: 97894629390 edition, ISBN: 97 Content Linked with learning outcomes OLC, OSI, OSP,	004, Same 82090381 Weigh Factor %	e as for FF 1047, Sam ting	t02 ne as for FR02 Minimum	Planning test in	Inspection of work in	Resit scheduled	Inspection o
CEF codes IB Test 1-OLC, OSI Test 2-OWP, O Compulsory lit Grammaire pro Grammaire pro Test code	, OSP, V WI, LR, C erature: ogressive Form Verbc Indivi V	/R, GA, GA, VC e du fra e du fra du fra at al/Writt dually/	PC, CO nçais- nçais- cen/Oth Group	H, SF niveau niveau ner	interm	édiaire, Maïa Grégoire, 2nd edition, ISE édiaire – Corrigés, Maïa Grégoire, 2nd Assessment Description and type	BN: 97894629390 edition, ISBN: 97 Content Linked with learning outcomes	004, Same 82090381 Weigh Factor %	e as for FF 1047, Sam ting ECTS	t02 he as for FR02 Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection o
CEF codes IB Test 1-OLC, OSI Test 2-OWP, O Compulsory lit Grammaire pro Grammaire pro Test code	, OSP, V WI, LR, C erature: ogressive Form Verbc Indivi V	/R, GA, GA, VC e du fra e du fra du fra at al/Writt dually/	PC, CO nçais- nçais- cen/Oth Group	H, SF niveau niveau ner	interm	édiaire, Maïa Grégoire, 2nd edition, ISE édiaire – Corrigés, Maïa Grégoire, 2nd Assessment Description and type	BN: 97894629390 edition, ISBN: 97 Content <i>Linked with</i> <i>learning</i> <i>outcomes</i> OLC, OSI, OSP, VR, GA, PC,	004, Same 82090381 Weigh Factor %	e as for FF 1047, Sam ting ECTS	t02 he as for FR02 Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection o

Block / Semest	er: S1													
CU34313V21	Title	e: FR06	- Franç	ais pro	ofessior	nnel 2	Nu	mber of	study cre	edits: 2	Nur	nber of contact	hours: 14	
	Cou	rse ma	nager:				Co	mpulsory	/: yes		Lan	guage:		
	P.C.	Raas									Fre	nch		
Conditions for	course	particip	ation:				<u>.</u>							
Conditions for	test par	ticipati	on:											
Brief descriptio	on of co	urse co	ntent:											
This course will	offer y	ou com	munica	tive ch	allenge	es in professional situations. Oral and w	vritten Language	Tasks will	invite yo	ou to display y	our language s	skills in authentio	, recognizable s	ituations
(selling a produ	,													
-			tor will	regula	rly give	feedback on Tasks that have been made	de and provide yo	ou with u	seful gran	mmatical and	idiomatic info	rmation that you	need to be suc	cessful in
completing the	writter	exam.												
Learning chiest														
Learning object		DAL										ala ta ali al a a ala a s		
				-		1. More information can be found on L								
competence tra			•	nttps:/	/issuu.	com/marcela-12/docs/cefr and https:/	/rm.coe.int/1680	45b15e a	ind the se	elected Can D	o statements c	corresponding w	th the commun	icative
competence tra			ourse.											
CEF codes IB:														
Test 1-OWI, VR	, GA, PC	с, сон												
Test 2-OWP, OV	WI, LR, (GA, VC												
Compulsory lite						filining Maria Cofeeing Code dition 100		04 6		202				
						édiaire, Maïa Grégoire, 2nd edition, ISE édiaire - corrigés, Maïa Grégoire, 2nd é								
Test code	Form		37			Assessment	Content	Weight		Minimum	Planning	Inspection	Resit	Inspection of
	Verbo	al/Writt	en/Oth	er		Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week
	Indivi	dually/	Group				learning				week	week	in week	
	v	W	0	I	G		outcomes	%	ECTS		1	I	1	1
TOETS01 (VT)		х		х		Written knowledge test - Writing	OWI, VR, GA,	90%	1.8	5.5	3	5	16	18
						Test	PC, COH	50/0	1.0	5.5				1
									1				1	
							014/0 014/				2	-	10	10
TOETS02 (VT)		х		х		Portfolio -	OWP, OWI, LR, GA, VC	10%	0.2	5.5	2	5	13	16

CU34340V21	Title	: FR07	- Franç	ais pro	fessior	nnel 3	N	umber of	study cre	dits: 2	Nu	mber of contact	hours: 14	
	Cour	rse ma	nager:	•			C	mpulsory	y: yes		La	nguage:		
	P.C.	Raas	U					• •				ench		
Conditions for	course p	articip	oation:											
Conditions for	test part	ticipati	ion:											
Brief descriptio	n of cou	irse co	ntent:											
This course will	offer yo	ou com	munica	tive ch	allenge	es in professional situations. Oral and	written Language	Tasks will	l invite yo	ou to display y	our language	skills in authention	c, recognizable	situations (job /
internship inter	view).													
During the less	ons the i	instruc	tor will	regula	rly give	feedback on Tasks that have been ma	ade and provide y	ou with u	seful grai	mmatical and	idiomatic info	ormation that you	u need to be su	ccessful in
completing the	oral exa	am.												
Learning object														
Students work	towards	B1 lev	el acco	rding ta	CFFR1	 More information can be found on I 	l earn in the secti	on 'CEER -	languag	e comnetenci	a & Codos' wh	ich includoc tho a	codod documor	+ CEED Scaloc
<u> </u>	N . F . F			-						•				
•			d upon	-		com/marcela-12/docs/cefr and https:				•				
•			d upon	-						•				
competence tra			d upon	-						•				
competence tra	aining fo	r this c	d upon course.	https:/						•				
Codes (all levels competence tra CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OV	, OSP, V	r this c R, GA,	d upon course.	https:/						•				
Competence tra CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OV Compulsory lite	, OSP, V NI, LR, G	r this c R, GA, GA, VC	d upon course.	https:/						•				
Competence tra CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OV Compulsory lite Same as for FR(, OSP, V NI, LR, G rature:	r this c R, GA, GA, VC	d upon course.	https:/						•				
COMPETENCE TR CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OV Compulsory lite Same as for FR Same as for FR	, OSP, V NI, LR, G rature:	r this c R, GA, GA, VC	d upon course.	https:/					and the se	•				
competence tra CEF codes IB: Test 1-OLC, OSI	, OSP, V VI, LR, G rature:)2)2 Forma	r this c R, GA, GA, VC	d upon course.	https://		com/marcela-12/docs/cefr and https:	//rm.coe.int/168)45b15e a	and the se	elected Can D	o statements	corresponding w	ith the commu	nicative
COMPETENCE TR CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OV Compulsory lite Same as for FR Same as for FR	, OSP, V NI, LR, G rature:)2)2 Forma Verba	r this c R, GA, GA, VC	d upon course. PC, COI	https://		com/marcela-12/docs/cefr and https: Assessment	//rm.coe.int/168	045b15e a	and the se	elected Can D	o statements	corresponding w	ith the commu	nicative
COMPETENCE TR CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OV Compulsory lite Same as for FR Same as for FR	, OSP, V NI, LR, G rature:)2)2 Forma Verba	r this c R, GA, GA, VC	d upon course. PC, COI	https://		com/marcela-12/docs/cefr and https: Assessment	//rm.coe.int/168 Content Linked with	045b15e a	and the se	elected Can D	o statements Planning test in	corresponding w	Resit scheduled	nicative
COMPETENCE TR CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OY Compulsory lite Same as for FR(Same as for FR(Test code	, OSP, V NI, LR, G erature:)2 Forma Verba Indivio V	r this c R, GA, GA, VC at I/Writt dually/	d upon course. PC, COF	https:/, H, SF er	/issuu.d	com/marcela-12/docs/cefr and https: Assessment Description and type	//rm.coe.int/168 Content Linked with learning outcomes	Weigh Factor	ting ECTS	Minimum score	o statements Planning test in	corresponding w	Resit scheduled	nicative
COMPETENCE TR CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OY Compulsory lite Same as for FR(Same as for FR(Test code	, OSP, V NI, LR, C erature: 22 Forma Verba Individ	r this c R, GA, GA, VC at I/Writt dually/	d upon course. PC, COF	https://	/issuu.d	com/marcela-12/docs/cefr and https: Assessment	//rm.coe.int/168 Content Linked with learning	Weigh Factor	ting	elected Can D	o statements Planning test in week	corresponding w Inspection of work in week	Resit scheduled in week	nicative Inspection o resit in weel
COMPETENCE TRA CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OV Compulsory lite Same as for FRO Same as for FRO	, OSP, V NI, LR, G erature:)2 Forma Verba Indivio V	r this c R, GA, GA, VC at I/Writt dually/	d upon course. PC, COF	https:/, H, SF er	/issuu.d	com/marcela-12/docs/cefr and https: Assessment Description and type	//rm.coe.int/168 Content Linked with learning outcomes OLC, OSI, OSP,	Weigh Factor	ting ECTS	Minimum score	o statements Planning test in week	corresponding w Inspection of work in week	Resit scheduled in week	nicative Inspection o resit in week
COMPETENCE TR CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OY Compulsory lite Same as for FR(Same as for FR(Test code	, OSP, V NI, LR, G erature:)2 Forma Verba Indivio V	r this c R, GA, GA, VC at I/Writt dually/	d upon course. PC, COF	https:/, H, SF er	/issuu.d	com/marcela-12/docs/cefr and https: Assessment Description and type	//rm.coe.int/168 Content Linked with learning outcomes OLC, OSI, OSP, VR, GA, PC,	Weigh Factor	ting ECTS	Minimum score	o statements Planning test in week	corresponding w Inspection of work in week	Resit scheduled in week	nicative Inspection o resit in weel

CU34339V21	Title	e: FR08	- Franç	ais pro	ofessio	nnel 4	N	umber of	study cre	dits: 2	Nu	mber of contact	hours: 14	
	Cou	rse ma	nager:	•			Ca	mpulsory	y: yes		La	nguage:		
	P.C.	Raas	Ū					• •	•••			ench		
Conditions for	course p	particip	oation:											
Conditions for														
Brief descriptio	n of cou	urse co	ntent:											
-				tive ch	allenge	es in professional situations. Oral and v	written Language	Tasks will	l invite vo	ou to display v	our language	skills in authentio	c. recognizable	situations
(cultural issues	•						0.0		,	, ,			,	
			tor will	regula	rly give	e feedback on Tasks that have been ma	ade and provide y	ou with u	iseful grai	mmatical and	idiomatic info	ormation that you	u need to be su	ccessful in
completing the				0	, 0		, , , ,		0					
Learning object	tives:													
Students work	towards	B1 lev	el acco	rding to	o CEFR	1. More information can be found on I	Learn in the section	on 'CEFR -	Languag	e competence	e & Codes' wh	ich includes the o	coded documer	nt, CEFR- Scales
Codes (all lavel	-) that i	- I												
codes (all levels	sj, that i	s based	d upon	https:/	/issuu.	.com/marcela-12/docs/cefr and https:	//rm.coe.int/1680)45b15e a	and the se	elected Can D	o statements	corresponding w	ith the commu	
•			•	https:/	/issuu.	.com/marcela-12/docs/cefr and https:,	//rm.coe.int/1680)45b15e a	and the se	elected Can D	o statements	corresponding w	ith the commu	
competence tra			•	https:/	/issuu.	.com/marcela-12/docs/cefr and https:,	//rm.coe.int/1680)45b15e a	and the se	elected Can D	o statements	corresponding w	ith the commu	
competence tra	aining fo	or this c	ourse.	, ,	/issuu.	.com/marcela-12/docs/cefr and https:,	//rm.coe.int/1680)45b15e a	and the se	elected Can D	o statements	corresponding w	ith the commu	
competence tra CEF codes IB: Test 1-OLC, OSI	, OSP, V	or this c R, GA,	ourse.	, ,	/issuu.	.com/marcela-12/docs/cefr and https:,	//rm.coe.int/168()45b15e a	and the se	elected Can D	o statements	corresponding w	ith the commu	
competence tra CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OV	, OSP, V WI, LR, G	or this c 'R, GA, GA, VC	ourse.	, ,	/issuu.	.com/marcela-12/docs/cefr and https:,	//rm.coe.int/168()45b15e a	and the se	elected Can D	o statements	corresponding w	ith the commu	
Competence tra CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OV Compulsory lite Same as for FRG	, OSP, V NI, LR, C erature:	or this c 'R, GA, GA, VC	ourse.	, ,	/issuu.	.com/marcela-12/docs/cefr and https:,	//rm.coe.int/168()45b15e a	and the se	elected Can D	o statements	corresponding w	ith the commu	
COMPETENCE TR CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OV Compulsory lite Same as for FR(Same as for FR(, OSP, V NI, LR, G Prature: 22	or this c R, GA, GA, VC	ourse.	, ,	/issuu.									nicative
COMPETENCE TR CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OV Compulsory lite Same as for FR(Same as for FR(, OSP, V WI, LR, G erature: D2 D2 Forma	r this c R, GA, GA, VC	PC, COI	H, SF	/issuu.	Assessment	Content	Weigh	ting	Minimum	Planning	Inspection	Resit	nicative
competence tra	, OSP, V WI, LR, C Prature: 02 02 Forma Verba	r this c R, GA, GA, VC at	PC, COI	H, SF	/issuu.		Content Linked with		ting		Planning test in	Inspection of work in	Resit scheduled	
COMPETENCE TR CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OV Compulsory lite Same as for FR Same as for FR	, OSP, V WI, LR, C Prature: 02 02 Forma Verba	r this c R, GA, GA, VC at ul/Writt dually/	PC, COI	H, SF		Assessment	Content	Weigh	ting	Minimum	Planning	Inspection	Resit	nicative
COMPETENCE TR CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OV Compulsory lite Same as for FR Same as for FR	, OSP, V WI, LR, C Prature: 02 02 Forma Verba	r this c R, GA, GA, VC at	PC, COI	H, SF	/issuu.	Assessment	Content Linked with	Weigh	ting	Minimum	Planning test in	Inspection of work in	Resit scheduled	nicative
COMPETENCE TR CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OY Compulsory lite Same as for FR(Same as for FR(Test code	, OSP, V NI, LR, C erature: 22 Forma Verba Individ	r this c R, GA, GA, VC at ul/Writt dually/	PC, COI	H, SF		Assessment	Content Linked with learning	Weigh Factor	ting	Minimum	Planning test in	Inspection of work in	Resit scheduled	nicative
COMPETENCE TR CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OY Compulsory lite Same as for FR(Same as for FR(Test code	, OSP, V MI, LR, C erature: 22 Forma Verba Indivia	r this c R, GA, GA, VC at ul/Writt dually/	PC, COI	H, SF	G	Assessment Description and type	Content Linked with learning outcomes OLC, OSI, OSP, VR, GA, PC,	Weigh Factor %	ting ECTS	Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	nicative Inspection o resit in week
COMPETENCE TRA CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OY Compulsory lite Same as for FR(Same as for FR(Test code	, OSP, V MI, LR, C erature: 22 Forma Verba Indivia	r this c R, GA, GA, VC at ul/Writt dually/	PC, COI	H, SF	G	Assessment Description and type	Content Linked with learning outcomes OLC, OSI, OSP, VR, GA, PC, COH, SF	Weigh Factor %	ting ECTS	Minimum score	Planning test in week 25	Inspection of work in week 26	Resit scheduled in week	Inspection or resit in week 28
COMPETENCE TR CEF codes IB: Test 1-OLC, OSI Test 2-OWP, OV Compulsory lite Same as for FR Same as for FR	, OSP, V MI, LR, C erature: 22 Forma Verba Indivia	r this c R, GA, GA, VC at ul/Writt dually/	PC, COI	H, SF	G	Assessment Description and type	Content Linked with learning outcomes OLC, OSI, OSP, VR, GA, PC,	Weigh Factor %	ting ECTS	Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in wee

CU34318V20	Title	: FR09	- Fran	çais pro	ofessio	nnel 5	N	umber of	study cre	edits: 2	Nu	mber of contact	hours: 14	
	Cou	rse ma	nager:				Co	mpulsor	y: yes		Laı	nguage:		
	P.C.	Raas									Fre	ench		
Conditions for	course p	particip	oation:								•			
Conditions for	test par	ticipat	ion:											
Brief descriptio	n of cou	ırse co	ntent:											
This course will mise en valeur"		tocus o	on writ	ten pro	duction	n of French. Special attention will be	given to grammar,	and form	al correc	tness in busin	ess correspon	dence will be de	veloped. The m	ain topic is "la
Learning object	ives:													
	s), that i	s base	d upon	https:/		 More information can be found o com/marcela-12/docs/cefr and http 								
CEF codes IB: Test 1-ORC, VR, Test 2-ORC, OV			A, VC,	oc, co	Н									
Test 1-ORC, VR, Test 2-ORC, OW Compulsory lite Grammaire pro	/I, OWP erature: gressive	, VR, G du fra	nçais-	niveau	interm	édiaire, ISBN: 9782090338485 édiaire - Corrigés, ISBN: 9789054514	1213							
Test 1-ORC, VR, Test 2-ORC, OW Compulsory lite Grammaire pro	/I, OWP erature: gressive	, VR, G du fra du fra	nçais-	niveau	interm	édiaire, ISBN: 9782090338485 édiaire - Corrigés, ISBN: 9789054514 Assessment	1213 Content	Weigh	ting	Minimum	Planning	Inspection	Resit	Inspection of
Test 1-ORC, VR, Test 2-ORC, OW Compulsory lite Grammaire pro Grammaire pro	ressive gressive gressive gressive gressive Verba	, VR, G du fra du fra du fra d d d	nçais-	niveau niveau	interm	édiaire - Corrigés, ISBN: 9789054514		Weigh Factor	•	Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
Test 1-ORC, VR, Test 2-ORC, OW Compulsory lite Grammaire pro Grammaire pro	ressive gressive gressive gressive gressive Verba	, VR, G du fra du fra du fra d d d	ançais- ançais- ten/Ot	niveau niveau	interm	édiaire - Corrigés, ISBN: 9789054514 Assessment	Content Linked with		•	-	test in	of work in	scheduled	•
Test 1-ORC, VR, Test 2-ORC, OW Compulsory lite Grammaire pro Grammaire pro	VI, OWP gressive gressive Form Verba Individ	, VR, G du fra du fra du fra t l/Writi dually/	ançais- ançais- ten/Oti 'Group	niveau niveau	interm interm	édiaire - Corrigés, ISBN: 9789054514 Assessment	Content Linked with learning	Factor		-	test in	of work in	scheduled	•

CU34319V20	Title	e: FR10	- Franç	ais pro	fessior	nnel 6	Nu	mber of s	study crea	dits: 2	Nun	nber of contact	hours: 14	
	Cou	rse ma	nager:				Co	mpulsory	: yes		Lang	guage:		
	P.C.	Raas	-						-		Fren	ich		
Conditions for	course	particip	ation:											
Conditions for	test par	ticipati	on:											
Brief descriptio	n of co	urse co	ntent:											
his course will	focus o	n spoke	en proc	luction	of Frei	nch. You look back and reflect upon	your own year abro	ad (interr	nship/Min	or). Cultural	differences will	l be discussed. I	n presentations	s, special
ttention will b	e given	to the p	product	tion of	effectiv	ve logical structures, appropriate hig	hlighting and devel	oping of s	ignificant	points and r	ounding off wit	h an appropriat	e conclusion.	
earning objec	ives:													
				-		1. More information can be found or				•				
•	s), that i	is based	d upon	https:/	/icciui /	com/marcela-12/docs/cefr and http	s·//rm coe int/1680	45b15e a	ind the sel	lected Can D	statements c	arrochonding w	th the commun	aicativo
					13500.		5.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,				J statements to	on esponding w	ith the commun	licative
ompetence tra	aining fo	or this c		neeps.,	15500.		5.77111.000.1117 1000				o statements c		ith the commun	licative
	aining fo	or this c			15500.		<i>,</i> 1000				statements d		in the commun	licative
EF codes IB:	-		ourse.	, ,			.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,				statements d		in the commu	licative
CEF codes IB: Fest 1-OLC, OS Fest 2- OLC, OS	, OSP, V I, OSP, V	′R, GA, [°] √R, GA,	ourse. VC, PC,	сон, 9	F		<i>.,,,</i> ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,				statements d	orresponding w	th the commu	iicative
CEF codes IB: Test 1-OLC, OS Test 2- OLC, OS Compulsory lit	, OSP, V I, OSP, V erature	′R, GA, [°] √R, GA,	ourse. VC, PC,	сон, 9	F									
CEF codes IB: Fest 1-OLC, OS Fest 2- OLC, OS Compulsory lit Game as for FR	, OSP, V I, OSP, V erature)9	′R, GA, [°] √R, GA,	ourse. VC, PC,	сон, 9	F									
CEF codes IB: Fest 1-OLC, OS Fest 2- OLC, OS Compulsory lit Same as for FR Same as for FR	, OSP, V I, OSP, V erature)9	′R, GA, ⁄R, GA, :	ourse. VC, PC,	сон, 9	F	Assessment	Content	Weight		Minimum	Planning	Inspection	Resit	Inspection o
CEF codes IB: Fest 1-OLC, OS Fest 2- OLC, OS Compulsory lit Same as for FR Same as for FR	, OSP, V I, OSP, V erature 09 09 Form	′R, GA, ⁄R, GA, :	ourse. VC, PC, VC, PC	сон, s , сон,	F			Weight Factor						
Competence tra CEF codes IB: Test 1-OLC, OS Test 2- OLC, OS Compulsory lit Same as for FR Same as for FR Test code	, OSP, V I, OSP, V erature)9)9 Form Verbo	′R, GA, ∕R, GA, : at	vC, PC, VC, PC, VC, PC	сон, s , сон,	F	Assessment	Content	•		Minimum	Planning	Inspection	Resit	Inspection o
EF codes IB: est 1-OLC, OSI est 2- OLC, OS compulsory lit ame as for FR ame as for FR	, OSP, V I, OSP, V erature)9)9 Form Verbo	/R, GA, [*] /R, GA, : at al/Writt	vC, PC, VC, PC, VC, PC	сон, s , сон,	F	Assessment	Content Linked with	•		Minimum	Planning test in	Inspection of work in	Resit scheduled	Inspection o
EF codes IB: est 1-OLC, OS compulsory lit came as for FR came as for FR est code	, OSP, V I, OSP, V erature)9)9 Form <i>Verba</i> <i>Indivi</i>	/R, GA, /R, GA, : at al/Writt dually/	vC, PC, VC, PC, VC, PC	сон, s , сон,	SF SF	Assessment	Content Linked with learning outcomes OLC, OSI, OSP,	Factor	ting	Minimum	Planning test in week Ongoing	Inspection of work in	Resit scheduled	Inspection c
CEF codes IB: Test 1-OLC, OS Test 2- OLC, OS Compulsory lit Same as for FR Same as for FR	, OSP, V I, OSP, V Perature 09 09 Form Verbo Indivi V	/R, GA, /R, GA, : at al/Writt dually/	vC, PC, VC, PC, VC, PC	COH, S , COH, ner	SF SF	Assessment Description and type	Content Linked with learning outcomes OLC, OSI, OSP, VR, GA, VC,	Factor %	ting ECTS	Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection o resit in wee
CEF codes IB: Test 1-OLC, OS Compulsory lit Same as for FR Same as for FR Fest code	, OSP, V I, OSP, V erature 09 99 Form Verbo Indivi V X	/R, GA, /R, GA, : at al/Writt dually/	vC, PC, VC, PC, VC, PC	COH, S , COH, ner	SF SF	Assessment Description and type Presentation - Présentation (45min)	Content Linked with learning outcomes OLC, OSI, OSP, VR, GA, VC, PC, COH, SF	Factor % 50%	ting ECTS 1.0	Minimum score 5.5	Planning test in week Ongoing 50-51-2-3	Inspection of work in week Ongoing	Resit scheduled in week	Inspection of resit in week
CEF codes IB: Test 1-OLC, OSI Test 2- OLC, OS Compulsory lit Same as for FRI Same as for FRI Fest code	, OSP, V I, OSP, V Perature 09 09 Form Verbo Indivi V	/R, GA, /R, GA, : at al/Writt dually/	vC, PC, VC, PC, VC, PC	COH, S , COH, ner	SF SF	Assessment Description and type Presentation - Présentation	Content Linked with learning outcomes OLC, OSI, OSP, VR, GA, VC,	Factor %	ting ECTS	Minimum score	Planning test in week Ongoing	Inspection of work in week	Resit scheduled in week	Inspection of resit in wee

CU34300V21	Title: I	NL01 - Duto	:h 1			Nu	mber of s	tudy cred	dits: 2	Nu	mber of contact	hours: 14	
	Course	e manager:					mpulsory			Lar	iguage:		
		nelink-Pope					• •			Du			
		•								Eng	glish		
Conditions for	course pa	rticipation:											
Conditions for	test partic	ipation: Th	e stude	ent can o	only take TOETS01 if he/she has passe	d TOETS02 and TO	DETS03.						
Brief descriptio	n of cours	e content:											
					on-domestic students (non-native sp	eaking) at the HZ.							
					nple conversations in Dutch.								
					weeks. Approximately 40 hours of inc	lependent study a	ire necess	ary to pas	ss this cours	е.			
This course cov		•											
•		•			o (online) exercises. These are used to	•	ng compi	ehension	and pronun	ciation.			
•	0				ronunciation feedback and support de	uring class.							
students who s	uccessfull	y complete	this co	urse will	be halfway to CEF level A1.								
earning object	i ves: Stud	ents work	toward	s A1 leve	el according to CEFR1. More informati	ion can be found c	on Learn i	n the secti	tion 'CEFR - L	anguage com	petence & Codes	s' which include	s the coded
							on Learn i	n the secti	tion 'CEFR - L	anguage com	petence & Codes	s' which include	s the coded
document, CEF	R- Scales &	& Codes (all	levels)	, that is l	el according to CEFR1. More informati		on Learn i	n the secti	tion 'CEFR - L	anguage com	oetence & Codes	s' which include:	s the coded
document, CEF CEF- codes IB: (Compulsory lite	R- Scales & DRC,OWI, erature:	& Codes (all OWP, GA, I	levels) _R, PC, (, that is t	el according to CEFR1. More informati based upon https://rm.coe.int/16804	5b15e.	on Learn i	n the secti	tion 'CEFR - L	anguage com	petence & Codes	s' which include	s the coded
document, CEF CEF- codes IB: (Compulsory lite Start.nl Dutch v	R- Scales & DRC,OWI, erature:	& Codes (all OWP, GA, I	levels) _R, PC, (, that is t	el according to CEFR1. More informati	5b15e.			tion 'CEFR - L			' which include:	
document, CEF CEF- codes IB: (Compulsory lite Start.nl Dutch v	R- Scales & DRC,OWI, erature: oor begin Format	& Codes (all OWP, GA, I	levels) _R, PC, (erbrugg	, that is t	el according to CEFR1. More informati based upon https://rm.coe.int/16804 edition, ISBN: 9789046905661, Cost: Assessment	5b15e. €24.50 Content	Weight	ing	Minimum	Planning	Inspection	Resit	Inspection o
document, CEF CEF- codes IB: (Compulsory lite Start.nl Dutch v	R- Scales & DRC,OWI, erature: oor begin Format Verbal/	& Codes (all OWP, GA, I ners 1, K. V Written/Ot	levels) _R, PC, (erbrugg	, that is t	el according to CEFR1. More informati based upon https://rm.coe.int/16804 edition, ISBN: 9789046905661, Cost:	5b15e. €24.50 Content Linked with		ing		Planning test in	Inspection of work in	Resit scheduled	
document, CEF CEF- codes IB: (Compulsory lite Start.nl Dutch v	R- Scales & DRC,OWI, erature: oor begin Format Verbal/ Individu	& Codes (all OWP, GA, I	levels) _R, PC, (erbrugg	, that is b COH gen, 2nd	el according to CEFR1. More informati based upon https://rm.coe.int/16804 edition, ISBN: 9789046905661, Cost: Assessment	5b15e. €24.50 Content	Weight	ing	Minimum	Planning	Inspection	Resit	Inspection o
document, CEF CEF- codes IB: (Compulsory lite Start.nl Dutch v Test code	R- Scales & DRC,OWI, erature: oor begin Format Verbal/ Individu	& Codes (all OWP, GA, I ners 1, K. V Written/Ot ally/Group	levels) _R, PC, (erbrugg	, that is t	el according to CEFR1. More information based upon https://rm.coe.int/16804 edition, ISBN: 9789046905661, Cost: Assessment Description and type	5b15e. €24.50 Content Linked with learning	Weight Factor %	ing ECTS	Minimum score	Planning test in	Inspection of work in	Resit scheduled	Inspection o
document, CEF CEF- codes IB: (Compulsory lite Start.nl Dutch v Test code	R- Scales & DRC,OWI, erature: oor begin Format Verbal/ Individu	Codes (all OWP, GA, I ners 1, K. V Written/Ot ally/Group W 0	levels) _R, PC, (erbrug; her	, that is b COH gen, 2nd	el according to CEFR1. More informati based upon https://rm.coe.int/16804 edition, ISBN: 9789046905661, Cost: Assessment Description and type Written knowledge test -	5b15e. €24.50 Content Linked with learning outcomes	Weight Factor	ing ECTS	Minimum	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in wee
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document, CEF CEF- codes IB: (Compulsory lite Start.nl Dutch v Test code	R- Scales & DRC,OWI, erature: oor begin Format Verbal/ Individu V	Codes (all OWP, GA, I ners 1, K. V Written/Ot ally/Group W 0	levels) _R, PC, (erbrug; her	, that is b COH gen, 2nd	el according to CEFR1. More informati based upon https://rm.coe.int/16804 edition, ISBN: 9789046905661, Cost: Assessment Description and type Written knowledge test - Grammar, vocab, writing& reading	5b15e. €24.50 Content Linked with learning outcomes ORC, OWI, OWP, GA, LR, PC, COH ORC, OWI, ORC, OWI,	Weight Factor %	ing <u>ECTS</u> 2.0	Minimum score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection of resit in wee
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Block / Semest CU34301V21	Title	e: NLO2	- Dutch	h 2			Nu	mber of s	study cre	dits: 2	Nu	mber of contact	hours: 14	
		rse ma						mpulsory	•			nguage:		
			k-Popes	scu				inpuisory	. yes			glish, Dutch		
Conditions for			•		(113/13)	00V21 attended						Sish, Batch		
						only take TOETS01 if he/she has passe	d TOFTS02 and TO							
Brief descriptio	•	•		e stude		only take TOETSOT IT he/site has passe		JE1303.						
•				or non	domos	tic students (non-native speakers) at t	ha 47 wha hava a	Iroady pa	rticipato	d in the cours	o "Dutch 1" o	r domonstrato tl	o appropriato l	oval of Dutch
proficiency (hal			-	JI HOH-	uomes	tic students (non-native speakers) at t		neauy pa	inticipate		e Dutch I O		le appropriate i	
• •	•			l comm	nunicati	on so that you will be able to develop	vour conversation	n skills.						
						Approximately 40 hours of independe	,		ass this d	course.				
This course cov														
Via the require	d course	e mater	ials you	u have	access t	to (online) exercises. These are used to	o train your listeni	ing comp	rehensio	n and pronun	ciation.			
he instructor	provides	s gramr	nar, voo	cabular	ry and p	pronunciation feedback and support d	uring class.							
Learning object	iver St	undente	work to	owarde			ion can be tound c	n Ionrn i	in tha car					
						el according to CEFR1. More informati						•	s which include:	s the coueu
						based upon <u>https://rm.coe.int/16804</u>						•		s the coded
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document, CEF	R-Scale	s & Coo	des (all	levels),	that is	-						•	s which include:	
document, CEF CEF- codes IB: (Compulsory lite	R-Scale DLC, OR erature:	s & Coo <i>C, OSI,</i>	des (all) <i>OWI, O</i> .	levels), <i>SP, OV</i>	. that is /P, SF, G	based upon <u>https://rm.coe.int/16804</u> GA, LR, VR, GA, VC, PC, OC, COH, SF	<u>5b15e</u> . Students v					•	s which include:	
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document, CEF CEF- codes IB: (Compulsory lit Start.nl 1 Dutch	R- Scale DLC, OR erature: voor B Form	es & Coo <i>C, OSI,</i> eginnei at	des (all <i>OWI, O</i> . rs, K. Ve	levels), <i>SP, OV</i> erbrugg	. that is /P, SF, G	based upon <u>https://rm.coe.int/16804</u> GA, LR, VR, GA, VC, PC, OC, COH, SF d edition, ISBN: 9789046905661, Cost: Assessment	<u>5b15e</u> . Students v €24.50		essfully c	omplete this		•		Inspection or resit in week
document, CEF CEF- codes IB: (Compulsory lit Start.nl 1 Dutch	R- Scale DLC, OR rature: voor B Form Verbo	s & Coo <i>C, OSI,</i> eginnei at al/Writt	des (all l <i>OWI, O</i> . Ts, K. Ve Ten/Oth	levels), <i>SP, OV</i> erbrugg	. that is /P, SF, G	based upon <u>https://rm.coe.int/16804</u> GA, LR, VR, GA, VC, PC, OC, COH, SF d edition, ISBN: 9789046905661, Cost:	5b15e. Students v €24.50 Content Linked with	who succe	essfully c	omplete this	Planning test in	CEF level A1.	Resit scheduled	Inspection o
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document, CEF CEF- codes IB: (Compulsory lit(Start.nl 1 Dutch Test code	R- Scale DLC, OR erature: voor B Form Verbc Indivi	s & Coo C, OSI, eginner at al/Writti idually/ W	des (all l OWI, O. Ts, K. Ve ren/Oth Group	levels), <i>SP, OV</i> erbrugg er I	that is	based upon https://rm.coe.int/16804 GA, LR, VR, GA, VC, PC, OC, COH, SF d edition, ISBN: 9789046905661, Cost: Assessment Description and type Written knowledge test - Chapters 6-10 from Start.nl 1	5b15e. Students v €24.50 Content Linked with learning outcomes OWI, OWP,GA,	Weight Factor %	essfully c	Minimum score 5.5	Planning test in week	CEF level A1.	Resit scheduled in week	Inspection o resit in week
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document, CEF CEF- codes IB: (Compulsory lit(Start.nl 1 Dutch Test code	R- Scale DLC, OR erature: voor B Form Verbc Indivi	s & Coo C, OSI, eginner at al/Writti dually/ W x	des (all l OWI, O. Ts, K. Ve ren/Oth Group	levels), <i>SP, OV</i> erbrugg er ler I x	that is	based upon https://rm.coe.int/16804 GA, LR, VR, GA, VC, PC, OC, COH, SF d edition, ISBN: 9789046905661, Cost: Assessment Description and type Written knowledge test - Chapters 6-10 from Start.nl 1	5b15e. Students v €24.50 Content Linked with learning outcomes OWI, OWP,GA, LR,COH OWI, OWI,	Weight Factor % 100%	ECTS 2.0	Minimum score 5.5	Planning test in week 3	CEF level A1.	Resit scheduled in week	Inspection or resit in weel
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document, CEF CEF- codes IB: (Compulsory lite Start.nl 1 Dutch Test code TOETS01 (VT)	R- Scale DLC, OR erature: voor B Form Verbc Indivi	s & Coo c, OSI, eginner at al/Writt idually/ W x x	des (all l OWI, O. Ts, K. Ve ren/Oth Group	levels), SP, OV erbrugg er I x x	that is	based upon https://rm.coe.int/16804 GA, LR, VR, GA, VC, PC, OC, COH, SF d edition, ISBN: 9789046905661, Cost: Assessment Description and type Written knowledge test - Chapters 6-10 from Start.nl 1 Assignment - (5 weekly tests) Attendance	E24.50 Content Linked with learning outcomes OWI, OWP,GA, LR,COH OWP,GA, LR,COH OWP,GA, COW, OWP,GA, COW, OWP,GA, COW, OWP,GA, COW, OWP,GA, COW, OWP,GA, COW, OWP,GA, COW, OW, OW, OW, OW, OW, OW, OW,	Weight Factor % 100%	ECTS 2.0 0.0	Minimum score 5.5 5.5	Planning test in week 3	CEF level A1.	Resit scheduled in week 16 13	Inspection o resit in week 18 16
document, CEF CEF- codes IB: (Compulsory lite Start.nl 1 Dutch Test code TOETS01 (VT)	R- Scale DLC, OR erature: voor B Form Verbc Indivi	s & Coo c, OSI, eginner at al/Writt idually/ W x x	des (all l OWI, O. Ts, K. Ve ren/Oth Group	levels), SP, OV erbrugg er I x x	that is	based upon https://rm.coe.int/16804 GA, LR, VR, GA, VC, PC, OC, COH, SF d edition, ISBN: 9789046905661, Cost: Assessment Description and type Written knowledge test - Chapters 6-10 from Start.nl 1 Assignment - (5 weekly tests) Attendance	5b15e. Students v €24.50 Content Linked with learning outcomes OWI, OWP,GA, LR,COH OWI, OWP,GA, LR,COH OULC, ORC,	Weight Factor % 100%	ECTS 2.0 0.0	Minimum score 5.5 5.5	Planning test in week 3	CEF level A1.	Resit scheduled in week 16 13	Inspection of resit in week 18

CU34327V22	Title	e: NLO3	- Dutc	h 03			N	umber of a	study cre	dits: 2	Nu	mber of contact	hours:	
	Cou	rse ma	nager:				Co	mpulsory	: yes		Lai	nguage:		
	A. H	amelin	k-Pope	scu							En	glish, Dutch		
Conditions for	course p	particip	ation:	course	CU343	01V21 attended								
Conditions for t	test par	ticipati	on: Th	e stude	nt can	only take TOETS01 if he/she has passe	d TOETS02.							
Brief descriptio	n of cou	irse co	ntent:											
his course pro	vides in	termed	liate Du	itch tra	ining fo	or non-native speakers who have alrea	ady attained CEF l	evel A1.						
•					•	weeks. Approximately 40 hours of ind	•		ary to pa	ss this course	2.			
						Start.nl 2. This book provides you with	•		• •			reading, listening	g, speaking and	writing.
			•			ssed and presented.	(/			,,	0.00	6,	5, - F	. 0
itudents read s														
students read s	onic si					·····								
							ion can be found	on Learn	in the sec	tion 'CEFR - L	anguage com	petence & Codes	' which include	s the coded
Learning object	: ives: St	udents	work t	owards	s A2 lev	el according to CEFR1. More informati					0 0	•		s the coded
Learning object	: ives: St	udents	work t	owards	s A2 lev						0 0	•		s the coded
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Learning object document, CEF CEF- codes IB: (Compulsory lite	ives: St R- Scale DLC, OSI erature: oor Beg Form Verbo	udents s & Coo , <i>OWI</i> , <u>inners</u> at	work t les (all <i>OSP, O</i> 2, K. Ve en/Oth	owards levels), <i>WP, LR</i> erbrugg	s A2 lev that is , VR, G.	el according to CEFR1. More informati based upon <u>https://rm.coe.int/16804</u> A, <i>VC, PC, COH</i> V. Hoogvorst, 1st edition, ISBN: 978904	5b15e. Students 46903797, Cost: 4 Content Linked with	who succ	essfully c	omplete this the state of the s	nners 2 Planning test in	halfway to CEF le	Resit scheduled	
Learning object document, CEF CEF- codes IB: (Compulsory lite Start.nl Dutch v	ives: St R- Scale DLC, OSI erature: oor Beg Form Verbo Indivi	udents s & Coo , <i>OWI</i> , <u>inners</u> at I/Writt dually/	work t les (all <i>OSP, O</i> 2, K. Ve en/Oth Group	owards levels), <i>WP, LR</i> erbrugg	s A2 lev that is , <i>VR, G,</i> gen & V	el according to CEFR1. More informati based upon <u>https://rm.coe.int/16804</u> A, <i>VC, PC, COH</i> V. Hoogvorst, 1st edition, ISBN: 978904 Assessment	5b15e. Students 46903797, Cost: 4 Content Linked with learning	who succ 24.50, St Weight Factor	essfully c	omplete this tch voor Begi Minimum	nners 2	halfway to CEF le	evel A2.	Inspection o
Learning object document, CEF CEF- codes IB: (Compulsory lite Start.nl Dutch v Test code	ives: St R- Scale DLC, OSI erature: oor Beg Form Verbo	udents s & Coo , <i>OWI</i> , inners at il/Writt dually/ W	work t les (all <i>OSP, O</i> 2, K. Ve en/Oth	owards levels), <i>WP, LR</i> erbrugg er I	s A2 lev that is , VR, G.	el according to CEFR1. More informati based upon <u>https://rm.coe.int/16804</u> A, <i>VC, PC, COH</i> V. Hoogvorst, 1st edition, ISBN: 978904 Assessment Description and type	5b15e. Students 46903797, Cost: 4 Content Linked with learning outcomes	224.50, St Weight Factor	essfully co art.nl Dut ting ECTS	omplete this o tch voor Begi Minimum score	nners 2 Planning test in week	halfway to CEF k	Resit scheduled in week	Inspection o resit in weel
Learning object document, CEF CEF- codes IB: (Compulsory lite Start.nl Dutch v	ives: St R- Scale DLC, OSI erature: oor Beg Form Verbo Indivi	udents s & Coo , <i>OWI</i> , <u>inners</u> at I/Writt dually/	work t les (all <i>OSP, O</i> 2, K. Ve en/Oth Group	owards levels), <i>WP, LR</i> erbrugg	s A2 lev that is , <i>VR, G,</i> gen & V	el according to CEFR1. More informati based upon <u>https://rm.coe.int/16804</u> A, <i>VC, PC, COH</i> V. Hoogvorst, 1st edition, ISBN: 978904 Assessment	46903797, Cost: 4 Content Linked with learning outcomes OWI, OWP,	who succ 24.50, St Weight Factor	essfully c	omplete this tch voor Begi Minimum	nners 2 Planning test in	halfway to CEF le	Resit scheduled	Inspection o
Learning object document, CEF CEF- codes IB: (Compulsory lite Start.nl Dutch v Test code	ives: St R- Scale DLC, OSI erature: oor Beg Form Verbo Indivi	udents s & Coo , <i>OWI</i> , inners at il/Writt dually/ W	work t les (all <i>OSP, O</i> 2, K. Ve en/Oth Group	owards levels), <i>WP, LR</i> erbrugg er I	s A2 lev that is , <i>VR, G,</i> gen & V	el according to CEFR1. More informati based upon <u>https://rm.coe.int/16804</u> A, <i>VC, PC, COH</i> V. Hoogvorst, 1st edition, ISBN: 978904 Assessment Description and type	5b15e. Students 46903797, Cost: 4 Content Linked with learning outcomes	224.50, St Weight Factor	essfully co art.nl Dut ting ECTS	omplete this o tch voor Begi Minimum score	nners 2 Planning test in week	halfway to CEF k	Resit scheduled in week	Inspection o resit in weel
Learning object document, CEF CEF- codes IB: (Compulsory lite Start.nl Dutch v Test code	ives: St R- Scale DLC, OSI erature: oor Beg Form Verbo Indivi	udents s & Coo , <i>OWI</i> , inners at il/Writt dually/ W	work t les (all <i>OSP, O</i> 2, K. Ve en/Oth Group	owards levels), <i>WP, LR</i> erbrugg er I	s A2 lev that is , <i>VR, G,</i> gen & V	el according to CEFR1. More informati based upon <u>https://rm.coe.int/16804</u> 4, <i>VC, PC, COH</i> V. Hoogvorst, 1st edition, ISBN: 978904 Assessment Description and type Written knowledge test - Chapters	46903797, Cost: 4 Content Linked with learning outcomes OWI, OWP,	224.50, St Weight Factor	essfully co art.nl Dut ting ECTS	omplete this o tch voor Begi Minimum score	nners 2 Planning test in week	halfway to CEF k	Resit scheduled in week	Inspection o resit in weel

Block / Semest	ei. 32					· · · ·						
CU34328V21	Title: N	IL04 - Dutc	h 04			Nu	mber of s	study credits: 2	Nu	mber of contact	hours: 14	
	Course	manager:				Co	mpulsory	: yes	La	nguage:		
	A. Ham	elink-Pope	scu						Du	tch, English		
Conditions for	course par	ticipation:	course	CU34327V2	22 attended							
Conditions for	test partici	pation: Ma	andato	y presence	e/active participation during the left	essons. The studen	t can only	take TOETS01 if he	/she has passed	TOETS03.		
Brief descriptio	n of cours	e content:										
This course pro	vides inter	mediate Du	utch tra	ining for no	on-native speakers who are halfw	vay to CEF level A2.						
Students atten	d 2 * 1 hou	rs of class e	each we	eek for 7 we	eeks. Approximately 40 hours of	independent study	are neces	ssary to pass this co	urse.			
This course cov												
•	•		•	•	rove and train your language skil	ls: reading, listenin	g, speakir	ng and writing.				
Students read a	simple no	vel which i	s discus	sed and pro	esented during an oral exam.							
									_			
					ccording to CEFR1. More informa		on Learn i	n the section 'CEFR	 Language com 	petence & Codes	s' which includes	s the coded
document, CEF	R- Scales &	Codes (all	levels),	that is base	ed upon <u>https://rm.coe.int/1680</u>	<u>45b15e</u> .						
document, CEF Students who s						9 <u>45b15e</u> .						
						9 <u>45b15e</u> .						
Students who s	uccessfully	complete	this cou	urse attain (CEF level A2.	<u>)45b15e</u> .						
Students who s	uccessfully	complete	this cou	urse attain (CEF level A2.	1 <u>45b15e</u> .						
Students who s CEF- codes IB: (Compulsory lite	uccessfully DLC, OSI, O erature:	complete WI, OSP, O	this cou WP, LR	urse attain (, VR, GA, V(СЕF level A2. <i>С, РС, СОН</i>							
Students who s CEF- codes IB: (Compulsory lite Start.nl Dutch v	uccessfully DLC, OSI, O erature: oor Beginr	complete WI, OSP, O	this cou WP, LR	urse attain (, <i>VR, GA, V</i> (CEF level A2. C, PC, COH oogvorst, 1st edition, ISBN: 9789	046903797, Cost: €		ing Minimur	Planning	Inspection	Posit	
Students who s CEF- codes IB: (Compulsory lite Start.nl Dutch v	uccessfully DLC, OSI, O erature: oor Beginr Format	WI, OSP, O	this cou <i>WP, LR</i> erbrugg	urse attain (, VR, GA, V(gen & W. Ho As	CEF level A2. <i>C, PC, COH</i> oogvorst, 1st edition, ISBN: 9789 ssessment	046903797, Cost: € Content	Weight	-		Inspection	Resit	Inspection of
Students who s CEF- codes IB: (Compulsory lite Start.nl Dutch v	uccessfully DLC, OSI, O erature: oor Beginr Format Verbal/V	WI, OSP, O wir 2, K. Vi	this cou <i>WP, LR</i> erbrugg	urse attain (, VR, GA, V(gen & W. Ho As	CEF level A2. C, PC, COH oogvorst, 1st edition, ISBN: 9789	046903797, Cost: € Content Linked with		ing Minimun score	test in	of work in	scheduled	Inspection of resit in week
Students who s CEF- codes IB: (Compulsory lite Start.nl Dutch v	uccessfully DLC, OSI, O erature: oor Beginr Format Verbal/V Individu	wl, OSP, O wrs 2, K. Vi Written/Oth	this cou <i>WP, LR</i> erbrugg	urse attain (, VR, GA, V(gen & W. Ho As: De	CEF level A2. <i>C, PC, COH</i> oogvorst, 1st edition, ISBN: 9789 ssessment	046903797, Cost: € Content Linked with learning	Weight Factor	score		-		-
Students who s CEF- codes IB: (Compulsory lite Start.nl Dutch v	uccessfully DLC, OSI, O erature: oor Beginr Format Verbal/V Individu	WI, OSP, O wir 2, K. Vi	this cou <i>WP, LR</i> erbrugg	urse attain (, VR, GA, V(gen & W. Ho As	CEF level A2. <i>C, PC, COH</i> oogvorst, 1st edition, ISBN: 9789 ssessment	046903797, Cost: € Content Linked with learning outcomes	Weight	-	test in week	of work in week	scheduled in week	resit in week
Students who s CEF- codes IB: (Compulsory lite Start.nl Dutch v Test code	uccessfully DLC, OSI, O erature: oor Beginr Format Verbal/V Individua	wl, OSP, O wrs 2, K. Vi Written/Oth	this cou <i>WP, LR</i> erbrugg	urse attain (, VR, GA, VC gen & W. Ho As: De G	CEF level A2. <i>C, PC, COH</i> oogvorst, 1st edition, ISBN: 9789 ssessment	046903797, Cost: € Content Linked with learning outcomes OWI, OWP,	Weight Factor	score	test in	of work in	scheduled	-
Students who s CEF- codes IB: (Compulsory lit(Start.nl Dutch v Test code	uccessfully DLC, OSI, O erature: oor Beginr Format Verbal/V Individua	complete WI, OSP, O hers 2, K. Vi Vritten/Oth ally/Group N	this cou WP, LR erbrugg her	urse attain (, VR, GA, V(gen & W. Ho As: De G Wr	CEF level A2. C, PC, COH oogvorst, 1st edition, ISBN: 9789 sessment escription and type	046903797, Cost: € Content Linked with learning outcomes	Weight Factor %	score ECTS	test in week	of work in week	scheduled in week	resit in week
Students who s CEF- codes IB: (Compulsory lite Start.nl Dutch v Test code TOETS01 (VT)	uccessfully DLC, OSI, O erature: oor Beginr Format Verbal/V Individua	complete WI, OSP, O hers 2, K. Vi Vritten/Oth ally/Group N	this cou WP, LR erbrugg her	gen & W. Ho gen & W. Ho G G Wi cha	CEF level A2. C, PC, COH oogvorst, 1st edition, ISBN: 9789 sessment escription and type ritten knowledge test - Last 4 apters from Start.nl 2	046903797, Cost: € Content Linked with learning outcomes OWI, OWP,	Weight Factor % 75%	ECTS 5.5	test in week	of work in week	scheduled in week	resit in week
Students who s CEF- codes IB: (Compulsory lite Start.nl Dutch v Test code TOETS01 (VT)	uccessfully DLC, OSI, O erature: oor Beginr Format Verbal/V Individua	vers 2, K. Vo Vritten/Othally/Group Vo X	this cou WP, LR erbrugg her	yrse attain (, VR, GA, VC gen & W. Ho G G Wr cha Orr	CEF level A2. <i>C, PC, COH</i> sessment escription and type ritten knowledge test - Last 4 apters from Start.nl 2 ral assessment -	046903797, Cost: € Content Linked with learning outcomes OWI, OWP, LR, VR, GA	Weight Factor %	score ECTS	test in week	of work in week 27	scheduled in week	resit in week
Students who s CEF- codes IB: (Compulsory lite Start.nl Dutch v Test code TOETS01 (VT)	uccessfully DLC, OSI, O erature: oor Beginr Format Verbal/V Individua	vers 2, K. Vo Vritten/Othally/Group Vo X	this cou WP, LR erbrugg her	yrse attain (, VR, GA, VC gen & W. Ho G G Wr cha Orr	CEF level A2. C, PC, COH oogvorst, 1st edition, ISBN: 9789 sessment escription and type ritten knowledge test - Last 4 apters from Start.nl 2	046903797, Cost: € Content Linked with learning outcomes OWI, OWP, LR, VR, GA OLC, OSI, OSP,	Weight Factor % 75%	ECTS 5.5	test in week	of work in week 27	scheduled in week	resit in week
Students who s CEF- codes IB: (Compulsory lite	uccessfully DLC, OSI, O erature: oor Beginr Format Verbal/V Individua	vers 2, K. Vo Vritten/Othally/Group Vo X	this cou WP, LR erbrugg her	urse attain (, VR, GA, VG gen & W. Ha De G G Wr cha Or: Pre	CEF level A2. <i>C, PC, COH</i> sessment escription and type ritten knowledge test - Last 4 apters from Start.nl 2 ral assessment -	046903797, Cost: € Content Linked with learning outcomes OWI, OWP, LR, VR, GA OLC, OSI, OSP, VR, GA, VC,	Weight Factor % 75%	ECTS 5.5	test in week	of work in week 27	scheduled in week	resit in week

	er: S1						-							
CU34355V22	Title	: NL05 -	Dutch	n 05			Nu	mber of	study cre	edits: 2	Nu	mber of contact	hours: 14	
	Cour	se man	ager:				Co	mpulsory	y: yes		Lai	nguage:		
	A. Ha	amelink	Pope	scu							Du	tch		
Conditions for	course p	articipa	tion:	course	CU343	28V21 attended								
Conditions for	test part	icipatio	n: The	e stude	nt can	only take TOETS01 and TOETS02 if he/s	she has passed To	DETS03						
Brief description	on of cou	rse con	tent:											
course will offe Approximately This book provi Students comp	r you cor 40 hours ides you lete a pro tives: Stu	mmunic s of inde with (wo oject wh udents v	ative appende ebsite nich is vork te	and wr ent stu) exerc discus owards	itten e dy are cises to sed and	or business use for non-native speakers xercises in professional situations. necessary to pass this course. This cour improve and train your language skills: d presented during an oral exam. yel according to CEFR1. More information	rse covers the firs : reading, listenin	st 2 chapt g, speaki	ters of the ng and w	e book <i>Ter Za</i> riting.	ke.			
Students who s CEF- codes IB: Compulsory lit	uccessfu DLC, ORC erature:	illy com C, OSI, G	plete t A, VR,	this cou	urse wi C, OC, C			/2						
Students who s CEF- codes IB: Compulsory lit Ter Zake, Bekke	OLC, ORC erature: ers, L and	illy com C, OSI, G I Menne	plete t A, VR,	this cou	urse wi C, OC, C	II be halfway to CEF level B1. COH 4510277, Cost: €55.00, Book to be use	d in all blocks of Y		ting	Minimum				
Students who s CEF- codes IB: Compulsory lit	DLC, ORC erature: ers, L and Forma	illy com C, OSI, G I Menne It	plete t A, VR, en, S.,	this cou , VC, PC ISBN: S	urse wi C, OC, C	II be halfway to CEF level B1. COH 4510277, Cost: €55.00, Book to be user Assessment		Y2 Weight Factor	U	Minimum	Planning test in	Inspection of work in	Resit	Inspection o
Students who s CEF- codes IB: Compulsory lit Ter Zake, Bekke	DLC, ORC erature: ers, L and Forma Verbal	Illy comp C, OSI, G I Menne It I/Writte	plete t A, VR, en, S., n/Oth	this cou , VC, PC ISBN: S	urse wi C, OC, C	II be halfway to CEF level B1. COH 4510277, Cost: €55.00, Book to be use	d in all blocks of Y Content Linked with	Weigh	U	Minimum score	Planning	Inspection	Resit scheduled	Inspection o resit in week
Students who s CEF- codes IB: Compulsory lit Ter Zake, Bekke	DLC, ORC erature: ers, L and Forma Verbal	illy com C, OSI, G I Menne It	plete t A, VR, en, S., n/Oth	this cou , VC, PC ISBN: S	urse wi C, OC, C	II be halfway to CEF level B1. COH 4510277, Cost: €55.00, Book to be user Assessment	d in all blocks of Y	Weigh			Planning test in	Inspection of work in	Resit	Inspection o
Students who s CEF- codes IB: Compulsory lit Ter Zake, Bekke Test code	DLC, ORC erature: ers, L and Forma Verbal Individ	Illy com C, OSI, G I Menne It I/Writte Iually/G	plete t A, VR, en, S., n/Oth roup	this cou , VC, PC ISBN: S	urse wi C, OC, C 978905	II be halfway to CEF level B1. COH 4510277, Cost: €55.00, Book to be user Assessment	d in all blocks of V Content Linked with learning	Weigh Factor	U		Planning test in	Inspection of work in	Resit scheduled	Inspection c
Students who s CEF- codes IB: Compulsory lit Ter Zake, Bekke	DLC, ORC erature: ers, L and Forma Verbal Individ	Illy com C, OSI, G I Menne It I/Writte Iually/G W	plete t A, VR, en, S., n/Oth roup	this cou , VC, PC ISBN: 9 er I	urse wi C, OC, C 978905	II be halfway to CEF level B1. COH 4510277, Cost: €55.00, Book to be user Assessment Description and type Written knowledge test - Chapters	d in all blocks of Y Content Linked with learning outcomes GA, VR,	Weight Factor	ECTS	score	Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection o resit in wee

	er: S1													
CU34356V22	Title	e: NL06	- Dutc	h 06			Nu	mber of s	study cre	dits: 2	Nu	mber of contact	hours: 14	
	Cou	rse ma	nager:				Co	mpulsory	: yes		Lar	iguage:		
	A. H	lamelin	k-Pope	scu							Du	tch		
Conditions for	course	particip	oation:	course	CU343	55V22 attended								
Conditions for	test par	ticipati	i on: Th	e stude	ent can	only take TOETS01 if he/she has passed	d TOETS03							
Brief descriptio	on of co	urse co	ntent:											
Content:														
Students attend	d 2 x 1 h	nours of	f class e	each we	eek for	7 weeks. Approximately 40 hours of in	dependent study	are nece	ssary to p	bass this cour	se.			
This course cov	ers chap	pters 3	and 4 d	of the b	ook Te	r Zake.								
This book provi	ides you	with (website	e) exerc	cises to	improve and train your language skills	: reading, listenin	g, speakir	ng and wr	riting.				
Students comp	lete a pi	roject v	vhich is	discus	sed and	d presented during an oral exam.								
			-	-		based upon <u>https://rm.coe.int/16804</u> tain CEF level B1.	<u>5015e</u> .							
Students who s CEF- codes IB: (Compulsory lite	OLC, OR	ully cor C, OSI,	nplete OWI, C	this co WP, G	urse att A, VR, \	tain CEF level B1.								
Students who s CEF- codes IB: (Compulsory lite	OLC, OR	ully cor C, OSI, : d Menr	nplete OWI, C	this co WP, G	urse att A, VR, \	tain CEF level B1. /C, PC, COH		Y2 Weight	ing	Minimum	Planning	Inspection	Resit	Inspection of
Students who s CEF- codes IB: (Compulsory lite Ter Zake, Bekke	OLC, OR erature: ers, L an Form Verbo	ully cor C, OSI, : d Menr at al/Writt	nplete OWI, C nen, S.,	this co WP, G. ISBN: 9	urse att A, VR, \	tain CEF level B1. /C, PC, COH 4510277, Cost: €55.00, Book to be use	d in all blocks of		ing	Minimum score	Planning test in	Inspection of work in	Resit scheduled	Inspection of resit in week
Students who s CEF- codes IB: (Compulsory lite Ter Zake, Bekke	OLC, OR erature: ers, L an Form Verbo	ully cor C, OSI, : d Menr at	nplete OWI, C nen, S.,	this co WP, G. ISBN: 9	urse att A, VR, \	tain CEF level B1. /C, PC, COH 4510277, Cost: €55.00, Book to be use Assessment	d in all blocks of Content	Weight	ing		•	-		-
Students who s CEF- codes IB: (Compulsory lite Ter Zake, Bekke	OLC, OR erature: ers, L an Form Verbo	ully cor C, OSI, : d Menr at al/Writt	nplete OWI, C nen, S.,	this co WP, G. ISBN: 9	urse att A, VR, \	tain CEF level B1. /C, PC, COH 4510277, Cost: €55.00, Book to be use Assessment	d in all blocks of Content <i>Linked with</i>	Weight	ing ECTS		test in	of work in	scheduled	-
Students who s CEF- codes IB: (Compulsory lite Ter Zake, Bekke Test code	DLC, OR erature: ers, L an Form Verbo Indivi	ully con C, OSI, : d Menr at al/Writt dually/	nplete OWI, C nen, S., cen/Oth Group	this co WP, G. ISBN: 9	urse att A, VR, \ 978905	tain CEF level B1. /C, PC, COH 4510277, Cost: €55.00, Book to be use Assessment	d in all blocks of Content Linked with learning	Weight Factor	-		test in	of work in	scheduled	-
Students who s CEF- codes IB: (Compulsory lite Ter Zake, Bekke Test code	DLC, OR erature: ers, L an Form Verbo Indivi	ully cor C, OSI, d Menr at al/Writt idually/ W	nplete OWI, C nen, S., cen/Oth Group	this column WP, G. ISBN: 9 her	urse att A, VR, \ 978905	tain CEF level B1. /C, PC, COH 4510277, Cost: €55.00, Book to be use Assessment Description and type Written knowledge test - Chapters	d in all blocks of Content Linked with learning outcomes ORC, OWP, OWI, LR, GA, COH OLC, OSI, GA, VR, VC, PC,	Weight Factor %	ECTS	score	test in week	of work in week	scheduled in week	resit in week
Students who s CEF- codes IB: (Compulsory lite Ter Zake, Bekke	DLC, OR erature: ers, L an Form Verbo Indivi	ully cor C, OSI, d Menr at al/Writt idually/ W	nplete OWI, C nen, S., cen/Oth Group O	this con WP, G ISBN: 9 her I x	urse att A, VR, \ 978905	tain CEF level B1. /C, PC, COH 4510277, Cost: €55.00, Book to be use Assessment Description and type Written knowledge test - Chapters 3 and 4 from Ter Zake	d in all blocks of Content Linked with learning outcomes ORC, OWP, OWI, LR, GA, COH OLC, OSI, GA,	Weight Factor % 75%	<i>ECTS</i> 1.5	score 5.5	test in week	of work in week	scheduled in week	resit in wee

CU34357V22	Title: NL	07 – Dut	ch 07			Nu	mber of	study credits: 2	Ν	lumber of contact	hours: 14	
	Course r	nanager:				Co	mpulsory	yes	L	anguage:		
	A. Hame	link-Pope	escu						C	outch		
Conditions for	ourse parti	cipation:	course	CU343	56V22 attended	L. L						
Conditions for	est particip	ation:										
Brief descriptio	n of course	content:										
Approximately This course cov Students comp Learning object document, CEF	40 hours of ers the last ete a projec ives: Stude R- Scales & G	ndepend hapter o t which i nts work Codes (all	lent stu f the b s discus toward levels)	idy are bok <i>Ter</i> ised and s B1 lev , that is	on-native speakers who have already necessary to pass this course. <i>Zake</i> . This book provides you with (we d presented during an oral exam. rel according to CEFR1. More informat based upon <u>https://rm.coe.int/16804</u> II be halfway to CEF level B2.	ebsite) exercises t ion can be found (o improv	e and train your la	nguage skills: re	ading, listening, sp	eaking and wri	-
Compulsory lit	erature:		, , 		, , , 							
Compulsory lit Ter Zake, Bekke	erature: rs, L and Mo		, , 		4510277, Cost: €55.00, Book to be us		1	ing Minimi	m Planning	Inspection	Resit	Inspection
CEF- codes IB: (Compulsory lit Ter Zake, Bekke Test code	erature:	ennen, S.	,, ISBN:		, , , 	ed in all blocks of Content Linked with learning	Y2 Weigh Factor	ting Minimu score	m Planning test in week	Inspection of work in week	Resit scheduled in week	Inspection o resit in week
Compulsory lit Ter Zake, Bekke	erature: rs, L and M Format Verbal/W	ritten/Ot	,, ISBN:		64510277, Cost: €55.00, Book to be use Assessment	Content Linked with	Weigh	U	test in	of work in	scheduled	•
Compulsory lit Ter Zake, Bekke	erature: rs, L and Mi Format Verbal/W Individual	ritten/Ot	,, ISBN:	978905	64510277, Cost: €55.00, Book to be use Assessment	Content Linked with learning	Weigh Factor	score	test in	of work in	scheduled	•

	er: S2													
CU34358V22	Title	: NL08	– Duto	h 08			Nu	mber of s	study cre	dits: 2	Nu	mber of contact	hours: 14	
	Cour	se ma	nager:				Со	mpulsory	: yes		Lar	nguage:		
	A. Ha	amelin	k-Pope	scu							Dut	tch		
Conditions for	course p	articip	ation:	course	CU343	357V22 attended								
Conditions for	test part	ticipati	on: Th	e stude	ent can	only take TOETS01 if he/she has passe	ed TOETS02.							
Brief descriptio	n of cou	irse co	ntent:											
course in the D Approximately This course cov Students work Learning objec document, CEF In this course y CEF- codes IB: (Compulsory lit	utch Tra 40 hours ers all ch on a port t ives: Stu R- Scales ou will in DLC, ORC	ck and s of ind napters tfolio t udents s & Coo nprove	cannot epend of the hrough work t les (all your b	t be fol ent stu book T nout th oward: levels), pusines	lowed dy are <i>Ter Zak</i> is cours s B1 lev , that is s comr	necessary to pass this course. This book provides you with (websi- se which will describe and analyze the vel according to CEFR1. More informat s based upon <u>https://rm.coe.int/16804</u> munication, both spoken and written.	te) exercises to im ir Dutch-learning p tion can be found c <u>45b15e</u> .	prove and rogress. on Learn i	d train yo in the sec	our language s tion 'CEFR - L	kills: reading, anguage com	listening, speakii petence & Codes	ng and writing. ' which includes	s the coded
Ter Zake, Bekke	ers, L and		ien, S.,	ISBN: 9	978905	64510277, Cost: €55.00, Book to be use	ed in all blocks of Y	′2						
"Werkboek" (g	ers, L and atis)	d Menr	ien, S.,	ISBN: 9	978905	· · · ·	1		ting	Minimum	Planning	Inspection	Pocit	Inspection
"Werkboek" (g	ers, L and atis) Forma	d Menr at			978905	Assessment	Content	Weight	ting	Minimum	Planning	Inspection of work in	Resit	-
"Werkboek" (g	ers, L and atis) Forma Verbal	d Menr at I/Writt	en/Oth		978905	· · · ·	Content Linked with		ting	Minimum score	test in	of work in	scheduled	-
"Werkboek" (g	ers, L and atis) Forma Verbai Indivia	d Menr at I/Writt dually/	en/Oth Group			Assessment	Content Linked with learning	Weight Factor	-	-	•	•		Inspection o resit in wee
"Werkboek" (g Test code	ers, L and atis) Forma Verbal	d Menr at I/Writt dually/ W	en/Oth Group O	ner I	978905 G	Assessment Description and type	Content Linked with learning outcomes	Weight Factor %	ECTS	score	test in week	of work in week	scheduled in week	resit in wee
"Werkboek" (g Test code	ers, L and atis) Forma Verbai Indivia	d Menr at I/Writt dually/	en/Oth Group			Assessment Description and type Oral assessment - Presentation	Content Linked with learning outcomes OLC, OSI, OSP,	Weight Factor	-	-	test in	of work in	scheduled	-
Ter Zake, Bekke "Werkboek" (gr Test code TOETS01 (VT)	ers, L and atis) Forma Verbai Indivia	d Menr at I/Writt dually/ W	en/Oth Group O	ner I		Assessment Description and type	Content Linked with learning outcomes	Weight Factor %	ECTS	score	test in week	of work in week	scheduled in week	resit in wee
"Werkboek" (g Test code	ers, L and atis) Forma Verbai Indivia	d Menr at I/Writt dually/ W	en/Oth Group O	ner I		Assessment Description and type Oral assessment - Presentation	Content Linked with learning outcomes OLC, OSI, OSP, GA, VR, PC,	Weight Factor %	ECTS	score	test in week	of work in week	scheduled in week	resit in wee
"Werkboek" (g Test code TOETS01 (VT)	ers, L and atis) Forma Verbai Indivia	d Menr at I/Writt dually/ W x	en/Oth Group O	ner I X		Assessment Description and type Oral assessment - Presentation Portfolio	Content Linked with learning outcomes OLC, OSI, OSP, GA, VR, PC, COH, SF	Weight Factor % 90%	<i>ECTS</i> 1.8	score 5.5	test in week 24	of work in week 26	scheduled in week	resit in wee

	er: S1													
CU34314V22	Title	: NL09	- Kenn	is Nede	erlands	se Maatschappij	Nu	mber of	study crea	dits: 2	Nu	mber of contact	hours: 14	
	Cour	se mar	nager:				Co	mpulsory	y: yes		Laı	nguage:		
	A. Ha	amelin	<-Pope	scu							Du	tch		
Conditions for	course p	articip	ation:											
Conditions for	test part	icipati	on:											
Brief descriptio	n of cou	rse cor	ntent:											
earning object				coonici	11. 2000	ures provide support and training in B	2 level grannade							
Students work Codes (all level: CEF-codes IB : C	towards s), that is PRC, OW	s based I, OWP	lupon	https:/	/rm.co	1. More information can be found on L <u>e.int/168045b15e</u> .	earn in the sectio.	n 'CEFR -	Language	e competence	e & Codes' wh	ich includes the o	coded documen	t, CEFR- Scales
Students work Codes (all level: CEF-codes IB: C Compulsory lit. Material provid	towards s), that is PRC, OW erature: ed by te	s based I, OWP acher.	lupon	https:/	/rm.co	e.int/168045b15e.								
Students work Codes (all level: CEF-codes IB: C Compulsory lit. Material provid	towards b), that is PRC, OW erature: ed by te Forma	s based I, OWP acher. It	l upon , GA, L	https:/	/rm.co	e.int/168045b15e. Assessment	Content	Weight	ting	Minimum	Planning	Inspection	Resit	Inspection of
Students work Codes (all level: CEF-codes IB: C Compulsory lit. Material provid	towards s), that is PRC, OW erature: ed by te Forma Verbal	s based I, OWP <u>acher.</u> It	l upon <u>,</u> GA, Ll	https:/	/rm.co	e.int/168045b15e.	Content Linked with		ting		Planning test in	Inspection of work in	Resit scheduled	t, CEFR- Scales a
Students work	towards b), that is PRC, OW erature: ed by te Forma Verbai Individ	s based I, OWP acher. It I/Writte dually/C	l upon , GA, L en/Oth Group	https:/	/rm.co at B1	e.int/168045b15e. Assessment	Content Linked with learning	Weight Factor	ting	Minimum	Planning	Inspection	Resit	Inspection of
Students work Codes (all level: CEF-codes IB: C Compulsory lit. Material provid	towards s), that is PRC, OW erature: ed by te Forma Verbal	s based I, OWP <u>acher.</u> It	l upon <u>,</u> GA, Ll	https:/	/rm.co	e.int/168045b15e. Assessment	Content Linked with learning outcomes	Weight	ting	Minimum	Planning test in	Inspection of work in week	Resit scheduled in week	Inspection of resit in week
Students work Codes (all level: CEF-codes IB: C Compulsory lit. Material provid	towards b), that is PRC, OW erature: ed by te Forma Verbai Individ	s based I, OWP acher. It I/Writte dually/C	l upon , GA, L en/Oth Group	https:/	/rm.co at B1	e.int/168045b15e. Assessment	Content Linked with learning	Weight Factor	ting	Minimum	Planning test in	Inspection of work in	Resit scheduled	Inspection o

CU34315V20	Title	: NL10	- Profe	essione	el Ned	erlands	N	umber of s	study credits: 2	r	umber of contact	hours: 14	
		rse mai						ompulsory	•		anguage:		
		amelinl	•	scu				• •	•		utch		
Conditions for	course p	particip	ation:										
Conditions for	test par	ticipati	on:										
Brief descriptio	on of cou	urse co	ntent:										
Րhis 4th Year co	ourse is a	a follow	v-up of	the co	urse Nl	09-Knowledge of Dutch Society. This	s course focuses or	n commun	icative and profes	ional listening a	nd conversation s	kills on B2-leve	l. Lectures
provide suppor	t and tra	aining i	n speal	king an	d listen	ing. Students will complete several s	peaking and listen	ing tasks ir	ncluding interview	and short pres	entations for both	n practice and as	ssessments.
		BTIEN	el acco	ruing t	UCEFR.	 More information can be found on 	Learn in the section	ON CEFR -	Language compet	ence & coues v	men includes the	coded documer	it, CEFR- Scales o
						<u>e.int/168045b15e</u> R, VC, PS, COH at B1							
CEF-codes IB: C	DLC, OSI,	OSP, V											
CEF-codes IB: C Compulsory lite Material provid	DLC, OSI,	OSP, V					Content	Weight	ing Minimu	m Planning	Inspection	Resit	Inspection of
CEF-codes IB: C	DLC, OSI, erature: led by te Forma	OSP, V	/R, GA,	VC, CC		R, VC, PS, COH at B1	Content Linked with	Weight	ing Minimu score	m Planning test in	Inspection of work in	Resit	•
CEF-codes IB: C Compulsory lite Material provid	DLC, OSI, erature: led by te Forma Verba	OSP, V eacher. at	/R, GA,	VC, CC		R, VC, PS, COH at B1 Assessment		-	•	U	•		Inspection of resit in week
CEF-codes IB: C Compulsory lite Material provid	DLC, OSI, erature: led by te Forma Verba	OSP, V eacher. at	/R, GA,	VC, CC		R, VC, PS, COH at B1 Assessment	Linked with	-	•	test in	of work in	scheduled	•
CEF-codes IB: C Compulsory lite Material provid	DLC, OSI, erature: led by te Forma Verba Individ	OSP, V eacher. at l/Writt dually/	/R, GA, en/Oth Group	VC, CC	PH, SF L	R, VC, PS, COH at B1 Assessment	Linked with learning	Factor	score	test in	of work in week	scheduled	•

2.2.9 Focus classes (Hybrid and Business track)

Block / Semeste	er: S1													
CU34601V22	Title	e: IB Fo	ocus 01-	Act lik	e a Pro	(a)	N	umber of	study cre	dits: 2	Nu	mber of contact	hours:7	
	Cou	irse ma	nager:				C	ompulsory	: yes		Lar	iguage:		
	P.C.	Raas									Eng	glish		
Conditions for a	ourse	partici	pation:											
Conditions for t	est par	ticipat	: ion: bri	ng a pr	inted v	ersion of all Weekly Assignments (=Po	rtfolio) to the exa	am.						
Brief descriptio	n of co	urse co	ontent:											
Content:														
This course will	allow y	ou to o	develop	an ide	a of wh	at is needed to prepare yourself for a s	successful profes	sional car	eer. It wi	ll help you to				
 build a 	digital	(profes	sional)	netwo	ŕk									
						nal) branding								
 develop 						-								
 become 	e aware	e of you	ur (prof	essiona	al) way	of life								
Learning object	ivoc													
		actival	uuith d	ifforon	t kinda	of stakeholders in different cultural, or	anizational and	nalitical	andssand	oc to contribu	to to achioving	a agroad goals		
						opment with the aim of personal grow		ponticari	anuscape		te to achieving	g agi eeu goais.		
•			•			imunication in an intercultural setting								
Compulsory lite										1	1	-	-	1
Test code	Form	at				Assessment	Content	Weigh	ting	Minimum	Planning	Inspection	Resit	Inspection of
	Verbo	al/Writ	ten/Oth	ner		Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week
	Indivi	idually,	/Group	-			learning				week	week	in week	
	V	w	0	Ι	G		outcomes	%	ECTS					
TOETS (VT)	х				х	Oral assessment - Speaking test –	WW6, LW8,	100%	2.0	5.5	44	44	45	45
						group discussion	LW13							

	er: S1											
CU34602V22	Title: IB I	ocus 02-	Act like	e a Pro (b)	Nu	mber of s	tudy credits: 2	Nur	nber of contact l	hours:7	
	Course m	anager:				Co	mpulsory	: yes	Lan	guage:		
	P.C. Raas								Eng	lish		
Conditions for	ourse partio	ipation							· · · ·			
Conditions for	est participa	tion: bri	ng a pr	inted ve	ersion of all Weekly Assignments (=Por	rtfolio) to the exa	m.					
Brief descriptio	n of course	ontent:										
h this course st	udents will o	evelop a	n awar	eness o	f their own professional attitude and I	behavior. Several	assignme	nts, tasks and role-p	olays will allow th	em to be confro	onted with and o	liscover their
own values.												
'h ie eeuwee'U	- II	develor	- اما -	f			denel er s					
	allow you to e a company	•	an idea	a or wha	at is needed to prepare yourself for a s	successful profess	sional care	eer. It will help you t	.0			
• •	upon your p		,									
	professional											
	e aware of y			I) locus	of control							
	,			.,								
earning object	ives:											
earning object												
•••	ate effective	ly with d	fferen	t kinds c	of stakeholders in different cultural, or	rganizational and	political la	andscapes to contrib	oute to achieving	agreed goals.		
WW6 Collabo W8 Express	reflections o	n one's p	ersona	l develo	opment with the aim of personal grow	rth.		andscapes to contrib	oute to achieving	agreed goals.		
WW6 Collabor W8 Express W10 Formula	reflections o te one's own	n one's p position	ersona conce	l develo rning et	opment with the aim of personal grow hical and social responsibility in a pro-	rth. fessional environ		andscapes to contrib	oute to achieving	agreed goals.		
WW6 Collabor W8 Express W10 Formula	reflections o te one's owi ropriate verl	n one's p position	ersona conce	l develo rning et	opment with the aim of personal grow	rth. fessional environ		andscapes to contrib	oute to achieving	agreed goals.		
WW6 Collabor W8 Express W10 Formula W13 Use app Compulsory lite	reflections o te one's owi ropriate verl	n one's p position	ersona conce	l develo rning et	opment with the aim of personal grow hical and social responsibility in a pro-	rth. fessional environ				agreed goals.	Resit	Inspection c
WW6 Collabor W8 Express W10 Formula W13 Use app Compulsory lite	reflections o te one's own ropriate verl rature:	n one's p position al and no	ersona conce on-verl	l develo rning et	opment with the aim of personal grow hical and social responsibility in a pro- munication in an intercultural setting.	th. fessional environ	ment.				Resit	Inspection c resit in wee
WW6 Collabor W8 Express W10 Formula W13 Use app Compulsory lite	reflections o te one's own ropriate verl rature: Format	n one's p position al and no	ersona conce on-verl	l develo rning et	opment with the aim of personal grow hical and social responsibility in a pro- munication in an intercultural setting. Assessment	rth. fessional environ	ment.	ing Minimum	Planning	Inspection		-
WW6 Collabor W8 Express W10 Formula W13 Use app Compulsory lite	reflections o te one's own ropriate verl rature: Format Verbal/Wr	n one's p position al and no	ersona conce on-verl	l develo rning et	opment with the aim of personal grow hical and social responsibility in a pro- munication in an intercultural setting. Assessment	th. fessional environ Content Linked with	ment.	ing Minimum	Planning test in	Inspection of work in	scheduled	
WW6 Collabo W8 Express W10 Formula	reflections o te one's own ropriate verl erature: Format Verbal/Wr Individuall	n one's p position al and no tten/Oth //Group	ersona conce on-verl	l develo rning et bal comi	opment with the aim of personal grow hical and social responsibility in a pro- munication in an intercultural setting. Assessment	th. fessional environ Content Linked with learning	went. Weight Factor	ing Minimum score	Planning test in	Inspection of work in	scheduled	

Block / Semeste	er: S2													
CU34603V20	Title	: IB Fo	cus 03-	Export			Nu	mber of s	study cre	dits: 2	Nun	ber of contact l	nours: 8	
	Cour	se mai	nager:				Cor	npulsory	: yes		Lang	guage:		
	J.M \	Negge	mans								Engl	ish		
Conditions for a	ourse p	articip	ation											
Conditions for t	est part	icipati	on											
Brief descriptio	n of cou	rse coi	ntent:											
During this cour	se the s	tudent	prepa	res ans	wers to	well-defined tasks or assignments wh	ich are presented	, shared	and discu	issed in class	o get a better	understanding h	ow internation	al supply chains
work and to exp	erience	what i	t mear	ns for t	he stud	ent personally to operate in an interna	itional and intercu	Itural co	ntext.					
Learning object	ives:													
At the end of th	e course	e, you d	can:											
 descri 	be an in	ternati	ional si	upply c	hain in	basic steps and interactions; in a thoug	ghtful way using r	elevant s	ources (V	VT1)				
 use base 	asic PEST	TLE-ana	alysis t	o analy	se (par	ts of) the supply chain; understand cha	llenges in interna	tional su	pply chaii	ns (TWM20)				
 descri 	be your	persor	nal pos	ition co	oncerni	ng a specific ethical or social responsib	ility issue in a sup	ply chain	(LW10)					
 descri 	be vour	exposi	ure to	the inte	ernatio	nal environment, and express reflection	ns on one's perso	nal devel	opment v	with the aim o	of personal gro	wth (LW8)		
Compulsory lite	,	- 1									1	- (-)		
Test code	Forma	t				Assessment	Content	Weight	ing	Minimum	Planning	Inspection	Resit	Inspection of
	Verba	l/Writt	en/Otł	ner		Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week
	Individ	lually/	Group				learning				week	week	in week	
	V	w	0	I	G		outcomes	%	ECTS					
TOETS (VT)		х		х		Portfolio -	WT1; LW8; LW10 TWM20	100%	2.0	5.5	14	16	18	20

Block / Semester	: \$2		
CU34604V20	Title: IB Focus 04-Supply- and Value Chain Analysis	Number of study credits: 2	Number of contact hours: 7
	Course manager:	Compulsory: yes	Language:
	V. Yazbek		English
Conditions for co	urse participation:		
Conditions for te	st participation:		
Brief description	of course content:		
We will draw par	allels with our natural environment and see how our human organization forms rem	arkably resemble much of the natural princip	les we can find around us. In this course we will also
study and practic	e with visualizing supply- and value chains to uncover their connections and various	relationships. Value chain analysis can help pe	eople & organizations to gain key capabilities to
identify where va	lue is created, delivered, captured, and how to distribute value both internal as well	as external. We will see how the business col	laboration in networks is the new form of
competition and	study platform business models/ecosystems like Amazon, Apple & Toyota to see hov	v they create competitive advantage from the	se networks. Lastly, we explore how blockchain
technology enabl	es new forms of (decentralized) collaboration where the users actually (can) own the	e platform and be rewarded for their contribu	tion (added value) vs. the centralized business
models from the	FANG's of this world.		

Learning objectives:

- 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					Assessment	Content	Weighting		Minimum	Planning	Inspection	Resit	Inspection of
	Verbal/Written/Other					Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week
	Individually/Group						learning				week	week	in week	
	v	W	0	I	G		outcomes	%	ECTS					
TOETS (VT)		х		х		Portfolio -	WT1, WT2,	100%	2.0	5.5	various	various	27	28
							TWM20,							
							TWM21,							
							TWM24							
CU34605V20	Title: IB Focus 05-I	3ehaviour {	Performance	N	umber of study cre	dits: 2	Nu	mber of contact	hours: 7					
--	---------------------------	--------------	---	--------------------------------	----------------------	------------------	---------------------	--------------------------	--------------------	-------------------------------				
	Course manager:				ompulsory: yes		Lar	nguage:						
	R.J. Meijering							glish						
Conditions for	course participation:							-						
Conditions for	test participation:													
rief descriptic	on of course content:													
onsidering tha	at the capacity for self-	manageme	nt is a basic requirement for many other	⁻ activities in you	r life and influence	s your success	in future pro	ofessional roles, w	e will dedicate	this module's				
-		-	People', based on the best-selling book											
	-		d foundation for further valuable profess	•	•					,				
Section will give				sional acvelopin	ient.									
coming chies	+i													
earning object	tives:													
Unders	stand how you can cha		n behavior & thereby the outcomes											
	•	0,	,											
			nental habits and can assess which ones											
• Be awa	are of how you can cre	ate and ma	ntain good social relationships including	a constructive r	elationship with yo	urself								
his course con	ntributes to the follow	ing PLO's: F	ersonal & Professional Development (LV	N8): Express refl	ections on her/his	development	with the aim o	of personal growt	:h, and (LW9): F	Respond				
and the second	o an unfamiliar or une	xpected cha	nging business environment											
appropriately to	-			-					-					
	erature:													
Compulsory lite	Format		Assessment	Content	Weighting	Minimum	Planning	Inspection	Resit	Inspection o				
ompulsory lite		er	Assessment Description and type	Content Linked with	Weighting Factor	Minimum score	Planning test in	Inspection of work in	Resit scheduled	-				
appropriately to Compulsory lite Test code	Format	er				-	0	•		Inspection o resit in weel				

LW8, LW9

100%

2.0

5.5

Assignment - Write business

management article (Paper)

х

TOETS (VT)

х

44

44

45

45

Block / Semeste	er: S1													
CU34606V20	Title	e: IB Fo	cus 06-	Walkir	ng the I	ine		Number	of study ci	edits: 2	N	umber of contact	hours: 8	
	Cou	rse ma	nager:					Compuls	ory: yes		Lá	inguage:		
	E.A.	H. Veld	lhuis								Ei	nglish		
Conditions for a	course	particip	pation:											
Conditions for t	test par	ticipat	ion:											
Brief descriptio	n of co	urse co	ntent:											
Ethics in busine	SS.													
Learning object	ives:													
During this cour	rse, stu	dents v	vill deve	elop un	Idersta	nding and respect via dialogue and arg	umentative es	ssay writin	g the diffe	rent perspectiv	ves for choice	es and respect for	different views.	
Compulsory lite Provided by tea			Lecture	e matei	rials, Et	hical Theory and discussions on 'What	is the right thi	ing to do?						
Test code	Form	at				Assessment	Content	Wei	ghting	Minimum	Planning	Inspection	Resit	Inspection of
	Verbo	al/Writ	ten/Otł	ner		Description and type	Linked with	Fact	or	score	test in	of work in	scheduled	resit in week
	Indivi	dually/	'Group				learning				week	week	in week	
	V	w	0	I	G		outcomes	%	ECTS					
TOETS (VT)		Х		Х		*Portfolio -		100	6 2.0	5.5	14	15	16	18

Block / Semeste	r: S2													
CU34607V20	Title	: IB Fo	cus 07-	Compa	any Fai	lure	1	lumber of	study cre	dits: 2	Num	ber of contact	hours: 14	
	Cou	rse mai	nager:				(Compulsory	: yes		Lang	guage:		
	V. Ya	azbek									Engl	ish		
Conditions for co	ourse p	particip	ation:				<u>.</u>							
Conditions for te	est part	ticipati	on:											
Brief description	of cou	irse co	ntent:											
During the Focus	classe	s and a	ssignm	nents p	arallel	to Student Company students will analy	/se failed start-	ups and dr	aw learni	ngs from that	for their own o	company.		
Learning objecti	ves:													
At the end of thi	s cours	e, the s	studen	t can:										
 understa 	and me	echanis	ms of f	ailure										
 critically 				• •										
		•				ry to describe factors of failure								
	•				•	osure to failure								
 compare Compulsory liter 			failure	by mea	ans of c	reating graphs and infographics								
			for the	resit),	J. Colli	ns, 1st edition, ISBN: 978-0-97-732641-	9, Cost: €20.00	, All materi	al provid	ed via Learn. (Only for the res	it: J.Collins, How	v the mighty fall	
Test code	Forma	at				Assessment	Content	Weigh	ting	Minimum	Planning	Inspection	Resit	Inspection of
	Verba	l/Writt	en/Otł	ner		Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week
	Individ	dually/	Group				learning				week	week	in week	
	V	W	0	I	G		outcomes	%	ECTS					
TOETS (VT)			х	х		Portfolio -	n.a.	100%	2.0	5.5	14	15	16	18

Block / Semeste	er: S2													
CU34608V20	Title	e: IB Fo	cus 08-	Compa	any Suc	cess	Nu	mber of s	tudy cre	dits: 2	Nu	mber of contact l	nours: 8	
	Cou	rse ma	nager:				Co	mpulsory	: yes		Lar	iguage:		
	K. L.	Ehrie									Enį	glish		
Conditions for c	ourse p	particip	oation:											
Conditions for t	est par	ticipati	ion:											
Brief description	n of cou	urse co	ntent:											
During the Focu	s classe	es and a	assignm	nents, v	which r	un parallel to Student Company, students w	vill think abou	ut what su	uccess m	eans to them.	They will also	analyse success	ful start-ups and	l draw learnings
from that for the	eir own	comp	any.											
Learning object	ives:													
At the end of th	is cours	se stud	ents wi	ll be ab	ole to:									
Give a	n overv	iew of	reason	s why a	compar	ies (not only start-ups) succeed								
 Recog 	nize pa	tterns	that pr	edict fu	uture s	Iccess								
			wn in-d	epth, p	persona	l vision of success								
Compulsory lite Test code	Form:					Assessment Cor	ntent	Weight	ing	Minimum	Planning	Inspection	Resit	Inspection of
Test code			han /Oth				nked with	-	ing		test in	of work in	scheduled	resit in week
			ten/Oth	ier				Factor		score				resit in week
		dually/	-				arning		FOTO		week	week	in week	
	V	W	0	-	G	out	tcomes	%	ECTS					
TOETS (VT)		Х		Х		Portfolio -		100%	2.0	5.5	25	26	27	28

Block / Semeste			
Block / Semeste	r: S2		
CU34609V20	Title: IB Focus 09-Sustainable Practice	Number of study credits: 2	Number of contact hours: 8
	Course manager:	Compulsory: yes	Language:
	I. de Vries		English
Conditions for co	burse participation:		
Conditions for te	est 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 21st 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 lite	erature:													
Test code	Form	at				Assessment	Content	Weight	ing	Minimum	Planning	Inspection	Resit	Inspection of
	Verba	erbal/Written/Other dividually/Group				Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week
	Indivi	dually/	'Group				learning				week	week	in week	
	V	w	0	I	G		outcomes	%	ECTS					
TOETS01 (VT)		x		х		Written knowledge test -	WT1,3; WW6; LW10,12; TWM24	100%	2.0	5.5	25	25	27	27

Block / Semester CU34610V20 Conditions for co Conditions for te Brief description Data analysis add	Title: Cours J.J. De ourse pa est parti	se man ekker articipa cipatio rse con	iger: tion: n: ent:		nalysis			mber of s mpulsory	-	dits: 2	Lan	nber of contact guage:	hours: 8	
Conditions for co Conditions for te Brief description	Course J.J. De ourse pa est parti of cour	se man ekker articipa cipatio rse con	iger: tion: n: ent:		nalysis				-	dits: 2	Lan	guage:	hours: 8	
Conditions for te Brief description	J.J. De ourse pa est parti of cour	ekker articipa cipatio rse con	tion: n: ent:	ianag			Co	mpulsory	: yes					
Conditions for te Brief description	ourse pa est parti of cour	articipa cipatio se con	n: ent:	ianagi							Eng			
Conditions for te Brief description	est parti of cour	cipatio se con	n: ent:	ianag							LIIg	lish		
Brief description	of cour	se con	ent:	ianagi										
				ianagi										
Data analysis adc	lresses	metho	ls for m	anagi										
					ing and	l analyzing large datasets. You will lear	rn about data mir	ing, big d	ata applio	cations, and a	pply a few stat	istical methods.		
					-									
Learning objectiv														
At the end of this														
lay out h		-			les.									
check the	-													
 assess th 			tasets.											
clean upadd miss			acoto											
 add miss combine 	-		asets.											
			minous	data	sets fra	om a variety of data formats into and f	from Microsoft Fx	cel						
						ational databases.								
•						databases by means of MS Excel Que	ries.							
• <u>apply a v</u>	vide var	iety of	functio	ns an	d featu	res in MS Excel to analyse datasets.								
 report co 	onclusic	ons of d	ataset a	analys	ses in ta	ables and charts.								
PLO: WW7														
Compulsory liter For MAC-users le	ature: gitimat	e MS E	cel pa	ckage	for Wi	ndows via MAC-bootmanager or Para	allels. For Window	s-users le	gitimate	MS Excel pack	age.			
	Format			.00		Assessment	Content	Weight		Minimum	Planning	Inspection	Resit	Inspection o
	Verbal,	/Writte	n/Othe	r		Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in wee
	Individ						learning				week	week	in week	
	V	W	0	I	G		outcomes	%	ECTS					
OETS (VT)		х		х		Written knowledge test - Digital	WW7	100%	2.0	5.5				1
						test		200/0						

2.2.10 Extra business classes (Business Track)

Block / Semeste	er: S1													
CU34621V20	Title	: Histo	ry of B	usiness	5		1	lumber of	study cre	edits: 2	Nu	nber of contact	hours: 14	
	Cou	rse mar	nager:				(Compulsory	: yes		Lan	guage:		
	D.M	. Polind	ler								Eng	lish		
Conditions for a	ourse p	particip	ation:											
Conditions for t	est par	ticipati	on:											
Brief descriptio	n of cou	urse cor	ntent:											
This course aim	s at pro	viding t	he stu	dent of	⁻ Interr	ational Business with an insight in glob	al developmen	ts in intern	ational tr	ade and busir	ess over the p	ast 10,000 years		
Learning object	ives:													
At the end of th	is cours	se, the s	tuden	t can										
 explain 	how in	the past	t peop	le(s) tra	aded w	ith one another								
 explain 				-										
•			•			bing business have become								
•give nor														
						environment and business & trade, whi		•	topograp	ohy				
Students are als	so invite	a to for	mulat	e and s	ubstar	tiate their own opinion on ethics of glo	bai trade in his	tory.						
Preparation for	PLOs M	/T1 W/T	з тw	M24										
Compulsory lite			3,110											
Test code	Form	at				Assessment	Content	Weigh	ting	Minimum	Planning	Inspection	Resit	Inspection of
	Verba	l/Writte	en/Otł	ner		Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week
	Indivi	dually/0	Group				learning				week	week	in week	
	V	W	0	I	G		outcomes	%	ECTS					
TOETS (VT)		х		х		Written knowledge test -	WT3	100%	2.0	5.5	44	46	5	9

Block / Semest	er: S1												
CU34620V20	Title	e: Visual	Comr	nunica	tion		Nu	mber of	tudy credits: 2	Nui	mber of contact	hours: 7	
	Cou	rse mana	ager:				Со	mpulsory	: yes	Lan	guage:		
	V. Y	azbek								Eng	lish		
Conditions for a	ourse j	participa	tion:										
Conditions for t	est par	ticipatio	n:										
Brief descriptio	n of co	urse cont	tent:										
This course on V	/isual C	ommunio	catior	n is foc	used or	n both reading & writing with visual tee	chniques. This me	ans you w	vill both learn how to	read visuals an	d create them y	ourself (writing)	. In addition you
will evaluate dif	ferent	forms of	visua	ls, judg	ging the	m on their use of graphic design elem	ents and look at th	nem in a d	constructive critical pe	erspective. The	lectures are des	igned to give yo	u more
background info	ormatio	n on the	VC-te	echniq	ues the	mselves; since VC is a skill, you will pra	actice a lot. You wi	ill apply y	our knowledge immed	diately by mear	ns of making pra	cticals. This help	os you train the
skill you just lea	rned. E	ach lectu	ire to	pic has	s two o	more individual practicals per descrip	tion that you can	choose fr	om.				
Contributes to I	PLOs W	T2, LW13	3										
Learning object	ives: ?												
 provide 	e you wi	ith know	ledge	and u	ndersta	nding of visual language and commun	ication						
 increas 	e your o	capability	/ in se	earchin	ıg, anal	zing and synthesizing visual materials	related to several	topics of	the course				
 apply a 	nd shov	v your kr	nowle	dge by	/ means	of small weekly assignments (practica	als)						
 show the show the	ne abilit	y to desi	gn an	ıd judg	e the n	eaning of visuals within their context	and their use in co	ommunica	ition				
 identify 	pitfalls	and logi	ical fa	Illacies	in visu	als ('how to spot lies with statistics' etc	c.)						
Compulsory lite												-	1
Test code	Form					Assessment	Content	Weight	ing Minimum	Planning	Inspection	Resit	Inspection of
		al/Writte		ner		Description and type	Linked with	Factor	score	test in	of work in	scheduled	resit in week
	Indivi	dually/G	roup				learning			week	week	in week	
	v	w	0	I	G		outcomes	%	ECTS				

Block / Semest	er: S2													
CU34630V20	Titl	e: IB Au	tonom	ous Le	arning	1	Nu	mber of	study cre	edits: 2	Nu	mber of contact	hours: 1	
	Cou	irse ma	nager:				Co	mpulsory	/: yes		Lai	nguage:		
	I.J.	García S	epúlve	da							En	glish		
Conditions for	course	particip	ation:				·							
Conditions for	test pa	ticipati	on: Ap	provec	l propo	sal								
rief descriptio	n of co	urse co	ntent:											
students wit	h no Ge	rman. S	panish	. Frenc	h or Du	itch in their curriculum will widen the	ir knowledge and	increase t	their auto	onomous lear	ning skills by F	Personal Profession	onal Learning ar	d Developmen
			•			cts, MOOCS and books can be found of	•						B u	
		ut		u			Line Learn page							
Il projects and		Cs must	be apr	roved	of befo	pre vou start.								
earning object			ac app	lorea	or bert									
•••		nowk	howled	ao with	nin tha	domain of the study programme by n	neans of following		o Onon C	Inline Course				
•	• •	•		•		with the Programme Learning Outcon			•	course.				
0	•	,	•		0	students on a project that falls within	,	0		ursued in the	IB Study Prog	ramme		
PLO's:	chisiver		icetive	ly witch	renow				5 to be p		ib study i rog	i diffific.		
	he sele	cted M	OOC or	projec	t, the s	tudent's MOOC Study or active partic	ipation in an IB Pr	oiect cont	tributes t	o the realisat	ion of one or i	more Programme	e Learning Outco	omes, PLO WT1
						d in IB Projects. PLO LW8 is likewise v	•							
Compulsory lite						· · · · · · · · · · · · · · · · · · ·	- /	.,						
Test code	Form	at				Assessment	Content	Weigh	ting	Minimum	Planning	Inspection	Resit	Inspection of
	Verb	al/Writt	en/Oth	er		Description and type	Linked with	Factor		score	test in	of work in	scheduled	resit in week
	Indiv	idually/	Group				learning				week	week	in week	
		,,			^		outcomes	%	ECTS	-				
	v	W	0		G									
	V	W	0	I x	G	Oral accossment Reflection		100%	2.0		16	18	27	28
TOETS (VT)		W	0	I x	G	Oral assessment - Reflection- Defence plus detailed timesheet	WT1, WW6	100%	2.0	5.5	16	18	27	28

	er: S2													
CU34611V20	Title	: IB Aut	onom	ous Le	arning	2	Nu	umber of s	study cre	dits: 2	Nu	mber of contact	hours: 1	
	Cou	rse mar	ager:				Co	mpulsory	/: yes		Lar	nguage:		
	I.J. C	García S	epúlve	da							Eng	glish		
Conditions for	course p	articip	ation:											
Conditions for	test par	ticipati	on: Ap	proved	Propo	sal								
Brief descriptio	on of cou	irse cor	tent:											
B students wit	h no Ge	rman, S	panish	, Frenc	h or Dւ	utch in their curriculum will widen the	ir knowledge and	increase t	heir auto	nomous lear	ning skills by P	ersonal Professio	onal Learning ar	d Developmen
						cts, MOOCS and books can be found of	0				0 ,		U	
All projects and	d MOOC	s must	be apr	oroved	of bef	pre you start.								
earning objec	tives:													
•				•		domain of the study programme by n	0		•	nline Course.				
-	•	•	•		-	with the Programme Learning Outcon		-						
-	ensively	and eff	ective	ly with	fellow	students on a project that falls within	the framework o	t the PLO'	s to be p	ursued in the	IB Study Prog	ramme.		
PLO's:			000				instign in an ID Du	-:						
Jepending on						tudent's MOOC Study or active partic d in IB Projects. PLO LW8 is likewise v	•	•		o the realisati	on of one of r	nore Programme	e Learning Outco	omes. PLO WII,
MMG takes cor	0			JC Stu	lies all	u III IB PTOJECTS. PLO LW8 IS likewise v	ery prominent in r	b Projects	».					
	erature:						Content	Weight	ting	Minimum	Planning	Inspection	Resit	
Compulsory lit	Form					Assessment	Content	a cigin	ung				nesit	Inspection of
Compulsory lit	Form	ət	n/Oth	er			Linked with	Factor		score	test in	of work in	scheduled	-
Compulsory lit	Form Verba	at I/Writte	•	er		Assessment Description and type	Linked with	-	ung	-		of work in	scheduled	Inspection of resit in week
Compulsory lit	Form Verba Indivi	at I/Writte dually/0	Group	er	G		Linked with learning	Factor	-	-	test in week	•		-
Compulsory lit Test code	Form Verba Indivi V	at I/Writte	•	I	G	Description and type	Linked with learning outcomes	Factor %	ECTS	score	week	of work in week	scheduled in week	resit in week
WW6 takes cer Compulsory lit Test code	Form Verba Indivi	at I/Writte dually/0	Group	er I X	G		Linked with learning	Factor	-	-		of work in	scheduled	

Block / Semeste	er: S1													
CU34612V20	Titl	e: IB A	Autonom	ous Le	arning	3	N	umber of	study cre	dits: 2	Nu	mber of contact	hours: 1	
	Cou	irse m	anager:				C	ompulsory	/: yes		Lar	iguage:		
	I.J. (García	sepúlve	da							Eng	glish		
Conditions for a	course	partic	ipation:								•			
Conditions for t	test pai	ticipa	ation: Ap	prove	d Propo	sal								
Brief descriptio	n of co	urse d	ontent:											
	ation a	bout	activities	such a	as proje	Itch in their curriculum will widen their l cts, MOOCS and books can be found on pre you start.	0				0		0.4	
Learning object	ives:													
onnecting the ir ollaborating inte PLO's: Depending on t	ndepen ensively he sele ige botl	dently and cted N	y acquire effective MOOC or	d knov ly with projec	vledge fellow ct, the s	domain of the study programme by mea with the Programme Learning Outcomes students on a project that falls within th tudent's MOOC Study or active participa Projects. PLO LW8 is likewise very prom	s of the IB Stud he framework c ation in an IB P	y Program of the PLO' roject cont	ime. 's to be p	ursued in the	, 0		Learning Outco	omes. PLO WW6
Test code	Form					Assessment	Content	Weight	ting	Minimum	Planning	Inspection	Resit	Inspection of
	Verbo	al/Wr	itten/Otl	ner		Description and type	Linked with	Factor	-	score	test in	of work in	scheduled	resit in week
			, /Group				learning				week	week	in week	
	v	W	0	I	G		outcomes	%	ECTS					
TOETS (VT)	Х			х		Oral assessment - Reflection- Defence plus detailed timesheet	WT1, WW6	100%	2.0	5.5	45	47	5	7

Block / Semest	er: S1													
CU34613V20	Titl	e: IB Au	tonom	ous Le	arning 4	1	Nu	mber of	study cre	edits: 2	Nu	mber of contact	hours: 1	
	Cou	irse ma	nager:				Co	mpulsory	/: yes		Lar	nguage:		
	I.J. (García S	Sepúlve	da							Eng	glish		
Conditions for	course	particip	ation:											
Conditions for t	est par	rticipati	ion: Ap	proved	Propo	sal								
Brief descriptio	n of co	urse co	ntent:											
or PPDL. Inform	ation a I MOO O	bout ac	tivities	such a	s proje	tch in their curriculum will widen the cts, MOOCS and books can be found o ore you start.	•				ining skins by r	ersonari roressi		
earning object		now k	anulad	ao with	in the	domain of the study programme by n	acons of following	a Maccing	o Onon O	Inling Course				
•	• •			•		domain of the study programme by n vith the Programme Learning Outcon			•	mine course.				
-	•	•	•		-	students on a project that falls within		-		ursued in the	IB Study Prog	ramme.		
PLO's:		•		•					·		, ,			
1 0					'	tudent's MOOC Study or active partic	•	,		o the realisat	ion of one or r	nore Programme	e Learning Outco	omes. PLO WT1
WW6 takes cen Compulsory lite			in MO	C Stu	dies and	d in IB Projects. PLO LW8 is likewise ve	ery prominent in ll	B Projects	5.					
Test code	Form					Assessment	Content	Weight	ting	Minimum	Planning	Inspection	Resit	Inspection o
	Verbo	al/Writt	en/Oth	er		Description and type	Linked with	Factor	U	score	test in	of work in	scheduled	resit in weel
	Indiv	idually/	Group				learning				week	week	in week	
	v	W	0	1	G		outcomes	%	ECTS	-				
	v							WT1.WW6 100% 20 55 5 7						
FOETS (VT)	x			х		Oral assessment - Reflection-	WT1, WW6	100%	2.0	5.5	5	7	16	18

Block / Semeste															
Block / Semeste	er: S2														
CU34634V22	Title	e: Busir	ness Im	prover	nent To	ools and Techniques		Number o	f study cre	edits: 2	N	Number of contact hours: 8			
	Cou	rse ma	nager:				Compulsory: yes			L	anguage:				
	B.P.	van 't '	Veer				English					inglish			
Conditions for a	ourse	particip	oation:												
Conditions for t	est par	ticipati	ion:												
Brief descriptio	n of co	urse co	ntent:												
This course add	resses l	busines	s impro	ovemei	nt from	various angles.									
			•			, C									
Learning object	ives:														
		one or i	more te	echniqu	ues to a	inalyse and improve business processe	s, be it in the c	lomain of e	ffectivene	ess or efficiend	cy regarding	revenue or reputa	tion		
Compulsory lite				•			,				/ 0 0	•			
Test code	Form	at				Assessment	Content	Weig	hting	Minimum	Planning	Inspection	Resit	Inspection of	
	Verbo	al/Writt	ten/Oth	ner		Description and type	Linked with	Facto	r	score	test in	of work in	scheduled	resit in week	
	Individually/Group learning week in week in week														
	V	W	0	I	G		outcomes	%	ECTS	1					
TOETS01 (VT)		х		х		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.

Implementation Regulations HZ CER International Business (IB) - full-time Determined by Executive Board: 28/06/2022 Approval HR 28/06/2022 - recommendation programme committee: 12/05/2022

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



* <u>Y1</u> and <u>Y2</u> comprise a series of Electives which are EITHER one extra language (to be followed up to <u>Y4</u> 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 (<u>ZEC</u>) for the year if they participate actively in the <u>Bos</u>. You always choose activities related to the PLOs of IBS that teach you **new knowledge** or a **new skill**

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

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IB-Focus (2EC)	34601	34602	34603	34604		34605	34606	34607	34608
	Market Research 34523 (<u>3EC</u>)	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 <u>Mogmt</u> 34534 (<u>3EC</u>)
IB Core	Information Literacy	Finance A 34527 (2EC)		<u>Cust</u> , Centered Inno 34538 (<u>3EC</u>)				Marketing Plan 34551 (<u>2EC</u>)	Running a Company 34555 (2EC)
(9EC)	34524 (2EC) Intercultural	Economics	Explortplan theory 34536	Simulation Game Conscious		Mngt Accounting 34530 (3EC)	Quant. Research 34533 (3EC)	Oper. Plan 34553 (1EC)	SC Performance &
	competence 34525 (<u>2EC)</u>	34528 (<u>3EC</u>)	(4EC)	Capitalism 34539 (3EC)		Careers	Team Form. Tools 34542 (1EC)	Financial Plan 34552 (1EC)	Closure 34556 (4EC)
	21 st Centur 34567		21st Century Skill	is (b) 34568 (2EC)	i	34531 (<u>2EC</u>)	21st CS (c) 34569 (1EC)	Mngr.&Org.Plan 34554 (1EC)	
Int. Bus.	34000	34001	34002	34003		34004	34006	34007	34008
Engl. (2EC) NL (2EC)	34300	34301	34327	34328		34308	34309	34335	34336



IB-Focus (2EC)	34601	34602	34603	34604		34605	34606	34607	34608
	Market Research 34523 (<u>3EC</u>)	Company Profile(s) 34526 (3EC)	Exportplan 34535 (4EC)	<u>Sust</u> Bus <u>Inno</u> 34537 (<u>2EC</u>)		Organisational Behaviour 34529 (4EC)	Research & Innovation 34532 (4EC)	Student Company Business Plan 34550 (4EC)	Customer Relationship <u>Mogent</u> 34534 (<u>3EC</u>)
IB Core (9EC)	Information Literacy	Finance A 34527 (2EC)		<u>Cust</u> , Centered Inno 34538 (3EC)		Mngt Accounting	Quant. Research	Marketing Plan 34551 (2EC)	Running a Company 34555 (<u>2EC</u>)
100007	34524 (2EC) Intercultural	Economics	Explortplan theory 34536	Simulation Game Conscious		34530 (3EC)	34533 (<u>3EC</u>)	Oper. Plan 34553 (1EC)	
	competence 34525 (2EC)	34528 (<u>3EC</u>)	(4EC)	Capitalism 34539 (3EC)		Careers	Team Form. Tools 34542 (1EC)	Financial Plan 34552 (1EC)	SC Performance & Closure 34556 (4EC)
	21* Centur 34567		21 st Century Skill	s (b) 34568 (2EC)	i .	34531 (<u>2EC</u>)	21st CS (c) 34569 (1EC)	Mngr.&Org.Plan 34554 (1EC)	
Int. Bus. Engl. (<u>2EC</u>)	34000	34001	34002	34003		34004	34006	34007	34008
FR (2EC)	34303	34305	34333	34334		34312	34313	34340	34339

		YEA	<u>R</u> 1			YEAR 2				
Hybrid Tra	ack/ES q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
IB-Focus (2EC)	34601	34602	34603	34604		34605	34606	34607	34608	
	Market Research 34523 (<u>3EC</u>)	Company Profile(s) 34526 (3EC)	Exportplan	Sust Bus Inno 34537 (2EC)			Research & Innovation 34532 (4EC)	Student Company Business Plan	Customer Relationship Mngmt.	
			34333 (<u>4EC</u>)	Cust. Centered		34529 (<u>4EC</u>)	01002 (0000)	34550 (<u>4EC</u>)	34534 (<u>3EC</u>)	
JB Core (9EC)	Information Literacy	Finance A 34527 (2EC)		Inno 34538 (3EC)		Mngt Accounting	Quant. Research	Marketing Plan 34551 (<u>2EC</u>)	Running a Company 34555 (<u>2EC</u>)	
	34524 (<u>2EC</u>) Intercultural	Economics	Explortplan theory 34536	Simulation Game	i	34530 (3EC)	34533 (3EC)	Oper. Plan 34553 (1EC)		
	competence 34525 (<u>2EC</u>)	34528 (<u>3EC</u>)	(4EC)	Capitalism		Careers	Team Form. Tools 34542 (1EC)	Financial Plan 34552 (1 <u>EC</u>)	Closure	
	21st Centur 34567		21 st Century Skil	ls (b) 34568 (2EC)		34531 (<u>2EC</u>)	21st CS (c) 34569 (1EC)	Mngr &Org Plan 34554 (1EC)	1,0310 (TEC)	
				_						
Int. Bus. Engl. (<u>2EC</u>)	34000	34001	34002	34003		34004	34006	34007	34008	
ES (2EC)	34304	34302	34331	34332		34310	34311	34337	34338	
(9EC) Int. Bus. Engl. (2EC)	34523 (3EC) Information Literacy 34524 (2EC) Intercultural competence 34525 (2EC) 21st Centu 34567 34000	Finance A 34527 (2EC) Economics 34528 (3EC) ry Skills (a) (3EC) 34001	34535 (4EC) Explortplan theory 34536 (4EC) 21 st Century Skil 34002	Cust, Centered Inno. 34538 (3EC) Simulation Game Conscious Capitalism 34539 (3EC) Is (b) 34568 (2EC) 34003		Careers 34531 (2EC) 34004	34532 (4EC) Quant. Research 34533 (3EC) Team Form. Tools 34542 (1EC) 21 st CS (c) 34569 (1EC) 34006	34550 (4EC) Marketing Plan 34551 (2EC) Oper. Plan 34553 (1EC) Financial Plan 34552 (1EC) Mngr.&Org.Plan 34554 (1EC) 34007	34534 (3E) Running a Com 34555 (2E) SC Performan Closure 34556 (4E) 34008	

	YEAR 1							YEAR 2					
Hybrid Track/DE 🛛	Q2	Q3	Q4	Q	1	Q2		Q3	Q4				

IB-Focus (2EC)	34601	34602	34603	34604		34605	34606	34607	34608	
	Market Research 34523 (<u>3EC</u>)	Company Profile(s) 34526 (3EC)	Exportplan 34535 (4EC)	Sust Bus Inno. 34537 (2EC)		Organisational Behaviour 34529 (4EC)	Research & Innovation 34532 (<u>4EC</u>)	Student Company Business Plan 34550 (4EC)	Customer Relationship <u>Mngmt.</u> 34534 (<u>3EC</u>)	
JB_Core	Information	Finance A		Cust, Centered Inno 34538 (3EC)				Marketing Plan	Running a Company	
(9EC)	Literacy 34524 (<u>2EC</u>)	34527 (<u>2EC</u>)				Mngt Accounting	Quant. Research	34551 (2EC)	34555 (<u>2EC</u>)	
	Intercultural	Economics	Explortplan theory 34536	Simulation Game Conscious		34530 (<u>3EC</u>)	34533 (<u>3EC</u>)	Oper. Plan 34553 (1EC)		
	competence 34525 (2EC)	34528 (<u>3EC</u>)	(4EC)	Capitalism 34539 (3EC)		Careers	Team Form. Tools 34542 (1EC)	Financial Plan 34552 (1EC)	SC Performance & Closure 34556 (4EC)	
	21 [#] Centur 34567		21 st Century Skill	s (b) 34568 (2EC)		34531 (<u>2EC</u>)	21st CS (c) 34569 (1EC)	Mngr.&Org.Plan 34554 (1EC)		
		24207 (2022)								
Int. Bus. Engl. (2EC)	34000	34001	34002	34003		34004	34006	34007	34008	
DE (2EC)	34307	34306	34329	34330		34320	34321	34322	34323	



					0.000 (8080)					34550 (<u>460</u>)
		21 st Centur 34567		21 st Century Skills (b) 34568 (2EC)		i i	34531 (<u>2EC</u>)	21 st CS (c) 34569 (1EC)	Mngr & Org Plan 34554 (1EC)	
Int. Bus.		1000	24001	24002	24002		0.000	01005		04000
Engl. (<u>2EC</u>)		34000	34001	34002	34003		34004	34006	34007	34008
NL (2EC)	3	34300	34301	34327	34328		34308	34309	34335	34336
FR (2EC)		34303	34305	34333	34334		34312	34313	34340	34339

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34525 (2EC)

34542 (1EC)

34552 (1EC)

		YEAR :	1		YEAR 2						
Language Track	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4			
NL + ES											

	Market Research 34523 (3EC)	Company Profile(s) 34526 (3EC)	Exportplan 34535 (4EC)	<u>Sust Bus Inno</u> 34537 (<u>2EC</u>)		Organisational Behaviour 34529 (4EC)	Research & Innovation 34532 (4EC)	Student Company Business Plan 34550 (4EC)	Customer Relationship <u>Mngmt</u> 34534 (<u>3EC</u>)	
IB.Core (9EC)	Information Literacy	Finance A 34527 (2EC)		Cust, Centered Inno 34538 (3EC)		Mngt Accounting	Quant. Research	Marketing Plan 34551 (2EC)	Running a Company 34555 (<u>2EC</u>)	
(0.007	34524 (<u>2EC)</u> Intercultural	Economics	Explortplan theory 34536	Simulation Game Conscious		34530 (3EC)	34533 (<u>3EC</u>)	Oper. Plan 34553 (1EC)	SC Performance &	
	competence 34525 (2EC)	34528 (<u>3EC</u>)	(4EC)	Capitalism 34539 (3EC)		Careers	Team Form. Tools 34542 (1EC)	Financial Plan 34552 (1EC)	Closure 34556 (4EC)	
	21 st Centur 34567		21 st Century Skill	34531 (<u>2EC</u>)		21st CS (c) 34569 (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	

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		YEAR 1			YEAR 2			
Language Track	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
NL + DE*								

JB Core	Market Research 34523 (<u>3EC</u>)	Company Profile(s) 34526 (3EC)	Exportplan 34535 (<u>4EC</u>)	Sust Bus Inno. 34537 (2EC)		Organisational Behaviour 34529 (4EC) Mngt Accounting 34530 (3EC)	Research & Innovation 34532 (4EC)	Student Company Business Plan 34550 (<u>4EC</u>)	Customer Relationship <u>Mngmt.</u> 34534 (<u>3EC</u>)
	Information	Finance A		Cust, Centered Inno 34538 (3EC)				Marketing Plan	Running a Company
(9EC)	Literacy 34524 (2EC)	34527 (2EC)	Explortplan theory 34536 (4EC)				Quant. Research 34533 (3EC)	34551 (<u>2EC)</u> Oper. Plan	34555 (2EC)
	Intercultural competence 34525 (<u>2EC</u>)	Economics 34528 (3EC)		Simulation Game Conscious Capitalism 34539 (<u>3E</u> C)				34553 (1EC)	SC Performance & Closure 34556 (4EC)
						Careers	Team Form. Tools 34542 (1EC)	Financial Plan 34552 (1EC)	
		21st Century Skills (a) 34567 (<u>3EC</u>)		21 st Century Skills (b) 34568 (<u>2EC</u>)		34531 (<u>2EC</u>)	21st CS (c) 34569 (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
DE (2EC)	34307	34306	34329	34330		34320	34321	34322	34323





	YEAR	1		YEAR 2			
Language Track 🛛 🗠	Q2	Q3	Q4	Q1	Q2	Q3	Q4
FR + DE							

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

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	YEAR 1			YEAR 2				
Language Track 🛛 🔍	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
ES + DE								

