

Implementation Regulations CER HZ

Bachelor

INTERNATIONAL BUSINESS

Full-time

CROHO 30029

2023-2024



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CHAPTER 1 GENERAL PROVISIONS

1.1 General

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

1.2 Establishment and evaluation

- 1.2.1 The process of establishment and evaluation of this Implementation Regulation is described in article 1.3.4 CER HZ.
- 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 CER HZ).

CHAPTER 2 IMPLEMENTATION REGULATIONS HZ CER

2.1 Registration, prior educational requirements, and admission policy

2.1.1 **Overview of additional prior educational requirements** (article 2.2 and 2.3 CER HZ)

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 starting level must be that of a student having taken it to the level of the final Dutch secondary school exams.

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

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

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

Not applicable

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

Not applicable

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

Not applicable

2.2 Programme and education structure

2.2.1 Programme profile (article 3.2 CER HZ)

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

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

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

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

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

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

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

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

2.2.2 Learning outcomes (article 3.2 CER HZ)

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

1. At an operational level the BBA is capable of setting up a company, managing it and being responsible for it with a long-term perspective using and on the basis of various disciplines.	
	1.0 ... gathers and interprets secondary information on a macro and meso level.
	1.1 ... formulates a business plan for a new company with marketing and organisational, financial and legal aspects being presented clearly and coherently.
	1.2 ... carries out the various company processes in collaboration with others within a simple organisation.
	1.3 ... evaluates the performance of an existing organisation and formulates suggestions for improvement.
	1.4 ... evaluates her own performance and modifies it.
2. At a tactical level the BBA formulates convincing practical solutions to an organisational problem in line with the organisation's quality assurance system.	
	2.1 ... identifies an organisational problem within a business process.
	2.2 ... analyses the causes and effects of the problem identified for a process and for the organisation.
	2.3 ... solves the problem by repairing the process or improving company operations.

3. At a strategic level the BBA makes a contribution to the development of the policy of an internationally operating company in collaboration with others from different cultures.	
	3.1 ... communicates in English about her own specialist area (major).
	3.2 ... handles cultural differences.
	3.3 ... evaluates international aspects of an organisation on the basis of his own expertise and formulates suggestions for improvement.

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

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

Tools for Working & Management

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

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

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

2.2.3 **Programme structure** (article 3.3 CER HZ)

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

IB 23/24		Quarter 1				Quarter 2				Quarter 3				Quarter 4			
Year 4	Elective	CU34614V20	Sustainable Business Project		2	CU34634V22 Business Improvement Tools & Techniques		2	CU34780V23 Graduation Internship: Business Research and Advice30								
	Focus	CU34609V20	IB Focus 09-Sustainable Practice		2	CU34610V20 IB Focus 10-Data Analysis		2									
	IB Core	CU34578V23	Corporate Strategy & Governance			6	CU34579V23 Marketing, Sales and Analytics								8		
		CU34572V23	Geopolitics			2	CU34575V23 Supply Chain Management and Finance								4		
		CU34577V20	HRM			2											
	DE	CU34324V22	DE09		2	CU34325V22 DE10		2									
	ES	CU34316V23	ES09		2	CU34317V22 ES10		2									
	FR	CU34318V20	FR09		2	CU34319V20 FR10		2									
NL	CU34314V22	NL09		2	CU34315V20 NL10		2										
Year 3	IB Core	CU34790V20	Work Placement A		15	CU34791V20 Work Placement B		15	CU34796V21 Minor30								
	OR:	CU34796V21	Minor				30	CU34790V20	Work Placement A		15	CU34791V20	Work Placement B		15		
Year 2	Elective	CU34612V20	IB Autonomous Learning 3		2	CU34613V20 IB Autonomous Learning 4		2	CU34631V23 Legal Ops. and Compliance		2	CU34632V20 Circular Supply Chains		2			
	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		2			
	IB Core	CU34530V20	Management Accounting		3	CU34532V20 Research & Innovation		4	CU34557V20 Student Company Starting a business		9	CU34534V23 Management		3			
		CU34529V23	Organisational Behaviour		3	CU34531V20 Career, Jobs & Networking		2			CU34556V20 business		2				
		CU34540V23	International Economics		3	CU34533V23 Quantitative Research		3	CU34555V20 Student Company Running a business				4				
		CU34004V22	Customer-Company Communication (written)		2	CU34006V22 Product Pitching & Business Meeting skills		2	CU34007V22 Business & Shareholder Meeting Skills		2	CU34008V22 Presentations - advanced		2			
	DE	CU34345V21	DE05		2	CU34346V21 DE06		2	CU34347V22 DE07		2	CU34348V22 DE08		2			
	ES	CU34310V23	ES05		2	CU34311V23 ES06		2	CU34337V23 ES07		2	CU34338V22 ES08		2			
	FR	CU34312V21	FR05		2	CU34313V21 FR06		2	CU34340V21 FR07		2	CU34339V21 FR08		2			
NL	CU34355V22	NL05		2	CU34356V23 NL06		2	CU34357V22 NL07		2	CU34358V22 NL08		2				
Year 1	Elective	CU34620V20	Visual Communication		2	CU34622V23 NRG Project week (B2.9)		2	CU34630V20 IB Autonomous Learning 1		2	CU34611V20 IB Autonomous Learning 2		2			
	Focus	CU34601V23	IB Focus 01-Act like a Pro (a)		2	CU34602V23 IB Focus 02-Act like a Pro (b)		2	CU34603V20 IB Focus 03-Export		2	CU34604V20 Chain		2			
	IB Core	CU34524V22	Information Literacy		3	CU34526V23 Company Profile		3	CU34536V20 Export Management Theory		4	CU34539V23 Conscious Capitalism (simulation game)		3			
		CU34525V22	Intercultural Competence		2	CU34528V20 Economics		3	CU34535V20 Export Plan		4	CU34538V23 SBI Customer Centered Innovation		3			
		CU34523V20	Market Research		3	CU34527V23 Finance		2	CU34522V23 International Contracting		2	CU34537V23 Sustainable Business Theory		2			
		CU34567V23	21st Century Skills IB (a)				3	CU34568V23 21st Century Skills IB (b)				2					
	English	One of EN39001 Foundation course B1; EN39002 Foundation course B2; EN39003 Foundation course C1; EN39004 Foundation course C2												5			
	DE	CU34341V20	DE01		2	CU34342V20 DE02		2	CU34343V20 DE03		2	CU34344V20 DE04		2			
	ES	CU34361V23	ES01		2	CU34362V23 ES02		2	CU34363V23 ES03		2	CU34364V23 ES04		2			
	FR	CU34303V21	FR01		2	CU34305V21 FR02		2	CU34333V21 FR03		2	CU34334V21 FR04		2			
NL	CU34300V21	NL01		2	CU34301V21 NL02		2	CU34327V23 NL03		2	CU34328V21 NL04		2				

2.2.4 **Courses propaedeutic phase** (article 3.5 CER HZ)

See Appendix.

2.2.5 **Main phase courses** (article 3.6 CER HZ)

See Appendix

2.2.6 **HZ Personality** (article 3.11 CER HZ)

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.

2.2.7 **Specialisations** (article 3.9 CER HZ)

Not applicable

2.2.8 **Internship** (article 3.8 CER HZ)

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 starting with the work placement.

2.2.9 **Minor** (article 3.7 CER HZ)

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

2.2.10 **Participation in international exchange programme** (article 4.5 CER HZ)

See article 2.2.14.

2.2.11 **Graduation** (article 3.8 CER HZ)

For participation in the graduation phase 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).

2.2.12 **Assessments and inspection of results** (article 6.1-6.7 CER HZ)

HZ uses seven assessment types that are defined in the [HZ Assessment Policy](#), namely:

- *Written knowledge test*; set of questions focused on knowledge reproduction and/or knowledge application, which are answered in writing.
- *Oral assessment*; set of questions about knowledge (application), which are answered orally.
- *Assignment*; representation of a performed (professional) task.
- *Presentation*; explanation or explanation before an audience of a performed (professional) task.
- *Portfolio*; collection of evidence of competence provided by the student.
- *Criterion-referenced interview*; discussion between assessor and student based on evidence provided in advance, using predefined criteria.
- *(Workplace) Assessment*; performance of (professional) tasks and/or skills (in an authentic context).

The Examination Board's fraud regulations and testing protocols apply to the taking of tests, see [MyHZ](#).

The examiner ensures that the result of a test is registered in Osiris student (article 6.6 of the CER HZ) within 10 working days after the student has taken the test and at least 5 working days before the next possibility for resit.

The student has the right to inspect the assignments/questions, their elaborations and the assessment criteria of the test taken by the student within 10 working days after the date on which the result of the test was announced, or as much earlier as is necessary in connection with the next possibility of resitting the test (article 6.4 and article 6.6 of the CER HZ).

2.2.13 **Transition arrangement** (art. 6.7 CER HZ)

In principle, the 'immediate effect' of new manuals, guides and requirements applies. For those assessments that have been renewed in the year 2023/2024, the assessments from 2022/2023 will be scheduled twice during 2023/2024 for student who need to undertake a resit. The student must register for this in consultation with their Study Coach. 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)

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 **Registering for courses and tests**

2.4.1 The student registers for **courses** through OSIRIS Student (CER HZ article 4.4 paragraph 3).

- The student will be informed about course registration by email no later than 2 weeks before the start of the study year.
- New students will be registered by the study programme for the courses of block 1 in their first year at HZ.
- To participate in the course, you must be enrolled no later than one week before the start.
- Once the student is enrolled, the student will also see this in the timetable.
- If a student decides not to take a course, the student contacts the SLC early.

2.4.2 Students register and de-register for tests through OSIRIS Student. Registration applies to all types of tests and all tests within a course. HZ works with registering for tests so that courses can organize the work for taking and assessing tests (OER article 6.3 paragraph 1).

- Students are informed centrally in week 1 of each block via an email by the domain offices about registering for tests.
- New students are enrolled by the program for the first two test occasions or guided therein by the program for tests of block 1 year 1.
- Students must register for all tests in the block in which the tests are offered no later than the second week of classes (Sunday 23:59h, GMT+1). With registration before the deadline, the student is guaranteed to participate in the tests.
- After registering, the student may decide not to take the test after all. In that case, the student deregisters himself/herself in OSIRIS Student again for the test opportunity. This can be done at any time, except if the student has participated in the test. *Note! A student is entitled to two test attempts per academic year, unless the examination committee decides otherwise (CER article 6.2). Articles 2.2.4 and 2.2.5 of the Implementation Regulations state for each test how many test opportunities are offered in the academic year.*
- If a student has not registered before the deadline for a test opportunity in which the student does want to participate, the student contacts the study coach (SLC)

- The student checks in week 6 of each block whether the test opportunity is in the timetable. If, after registration, the test is not in the timetable, the student contacts the domain office.
- When a student is registered for a test and has not participated, Not Participated (NP) is entered as a result in OSIRIS.

2.4.2 The student registers and de-registers for **tests** via OSIRIS Student. Enrolment applies to all types of tests and assessments. HZ works with registering for tests to organise the preparation for taking and grading tests (CER HZ article 6.3 paragraph 1).

- The student will be informed about registering for tests by email in the first week of classes of each block.
- New students will be registered by the study programme for the tests of block 1 in their first year at HZ.
- The student must register no later than the second week of classes (Sunday 23:59h) of the block in which the test is offered. This guarantees the student's participation in the test.
- The student may decide not to take the test after registration. In that case, the student deregisters in OSIRIS Student. This can be done at any time, except when the student has participated in the test. Attention! A student is entitled to two test attempts per academic year, unless the examination board decides otherwise (CER HZ article 6.2). Articles 2.2.4 and 2.2.5 of the Implementation Regulations state per test how many test opportunities are offered in the academic year.
- When a student is registered for a test and has not participated, Not Participated (ND) is entered as a result in OSIRIS.

2.4.3 More information about OSIRIS Student can be found on [HZ Learn under Student - OSIRIS Support](#).

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 2023-2024.
- 3.1.2 The study program committee has approved this implementation regulation on 4th May 2023.
- 3.1.3 These Course and Examination Regulations were established by the Executive Board on 4th July 2023.

Appendix: Course Tables

IB Year 1 Core courses

Block / Semester: S1					
CU34567V23	Title: 21st Century Skills IB (a)				
Course information					
Amount of study credits: 3			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: The courses 21st Century Skills are designed to give the student the opportunity to work on generic skills that are practical for both learning and working. Self-sourced material will be used by the student to train and test their MS Office skills (Powerpoint, Word and Excel). Freely available online study material will be used to revive basic knowledge of algebra (more or less at the level of highschool's first year). Reflecting on one's own development by means of the STARRT-method will be practised. Students will also learn what to do to get teamwork started properly (Definition-of-Done; collaborative writing; social contracts). Last but not least, students train to plan their studies and to know about 'six strategies for effective learning' (https://www.learningscientists.org).					
Course learning outcomes:					
Personal and professional development The student will enhance and apply their knowledge of planning, ways of studying, working in teams, and of delivering professionally looking documents.					
Office tools skills (PowerPoint, Excel & Word Expert) General learning objective: <ul style="list-style-type: none">Presenting information in a clear and concise manner by means of a presentation (PP), tables and graphs (Excel) or written text (Word Expert). Specific learning objectives: <ul style="list-style-type: none">PowerPoint Manage presentations; Manage slides; Insert and format text, shapes, and images; Insert tables, charts, smartArt, 3D models, and media; Apply transitions and animationsExcel Manage worksheets and workbooks; Manage data cells and ranges; Manage tables and table data; Perform operations by using formulas and functions; Manage chartsWord Manage document options and settings; Use advanced editing and formatting features; Use advanced Word featuresP PLOs: WW4; WW7					
Algebra <ul style="list-style-type: none">Refreshing algebra foundations, especially fractions and percentages; Solving equations and inequalities; Working with units.Understanding exponential growth. PLO: WW7					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Portfolio	Personal and professional development	45%	5.5	B2.8; B2.10
TOETS02 (VT)	Presentation (group)	Office tools skills	45%	5.5	B1 and B2, ongoing
TOETS03 (VT)	Written knowledge test	Algebra	10%	5.5	B1.8; B1.10

Block / Semester: S2					
CU34568V23		Title: 21st Century Skills IB (b)			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: The courses 21st Century Skills are designed to give the student the opportunity to work on generic skills that are practical for both learning and working. Self-sourced material will be used by the student to train and test their Office skills (Excel advanced, working with AI generators). Freely available online study material will be used to revive or start understanding descriptive statistics. Students will also keep working on their team-working skills.					
Course learning outcomes:					
Personal and professional development					
Students are aware of the coherence of the study programme and of the PLOs. They take working in teams 'to the next level'. They are also capable to reflect on their performance, using the STARRT-method. PLO: LW8					
Office tools					
Excel Expert <ul style="list-style-type: none">Analysing larger data sets AI-generator(s) <ul style="list-style-type: none">Generating and critically assessing output of a current AI (text) generator PLO's: WT1, WW4, WW7					
Basic Statistics					
<ul style="list-style-type: none">Analysing categorical data.Displaying and comparing quantitative data.Summarizing quantitative data.Modelling data distributions.Drawing samples.Calculating probabilities. PLO: WW7					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Portfolio	Personal and professional development	40%	5.5	B4.8; B4.10
TOETS02 (VT)	Presentation (group)	Office tools skills	40%	5.5	B3 and B4, ongoing
TOETS03 (VT)	Written knowledge test	Basic statistics	20%	5.5	B3.8; B4.9

Block / Semester: S1					
CU34526V23		Title: Company Profile			
Course information					
Amount of study credits: 3			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: During the classes the student will prepare several company profiles which are presented in a poster. Specified business aspects will be explained and discussed in class. In a workshop collecting data will be trained. The student will visit several companies to get to know the organisation and ask questions. The field trip organised in this block is mandatory. The basic business aspects used for the company profiles will be tested individually on knowledge and understanding with case-related questions.					
Course learning outcomes: At the end of this course, the student can 1) prepare and present a company profile based on relevant business criteria, using practical observation & interview techniques, showing awareness how the company is positioned in its industry. 2) effectively collaborate in team which consists of different, sometimes conflicting work attitudes and expectations. 3) select what information is relevant to compare three different companies, and indicate which information is missing. 4) describe relevant operational processes, and mention specific strategic issues for a company. PLOs: WT1,3; WW6,7;L W11-13; TWM20,22,24					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Theory test	50%	5.5	B2.8; B2.10
TOETS02 (VT)	Assignment (individual)	Research report + poster	50%	5.5	B2.8; B2.10

Block / Semester: S1					
CU34528V20		Title: Economics			
Course information					
Amount of study credits: 3				Language: English	
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: The subject of economics and economists have undergone a huge bashing in recent times but despite the bruising from the criticism, there is still something to be learned from the original theories and these contribute to an understanding of 21st - century challenges. Your economics learning path follows the six Can-dos related to consumer perception, competitor behavior, the means of production, interest rates and inflation, business cycles and exchange rates. The structure of the material is one Can-do per week with some flexibility built in. Apart from the first week, you are expected to pre-read the necessary material so that you can participate in the lecture/discussions and work through the problem sets. You are then expected to apply the weekly topic to your company research for a mini-presentation, in preparation for your final presentation.					
Course learning outcomes: After following this course the student can discuss competently: 1)questions about business cycles 2)questions on exchange rates 3)the implications of means of production 4)the implications of customer perceptions of the product 5)questions on money and interest rates 6)the implications of competitor behavior PLOs: WT1-3; WW4,6,7; LW12,13; TWM24					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Theory test	50%	5.5	B2.8; B2.10
TOETS02 (VT)	Presentation (individual)	Presentation	50%	5.5	B2.8; B2.10

Block / Semester: S2					
CU34535V20		Title: Export Plan			
Course information					
Amount of study credits: 4			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: You develop an export plan for a real-life company with the systematic 10-step Leeman method and you can identify opportunities and risks involved with the market expansion. In the end you and your team present this plan to , two teachers who assess specifically: selected country, market entry option, expected market growth & profitability, and the roll-out plan. The 3 best export plans will be shared with the real-life company. Therefore, you will train on working effectively in a project group, which means effective activity planning based on the assignments, effective process control, effective use of the consultancy hours, effective use of the 10-step method, critical processing of data and a critical view on the final plan.					
Course learning outcomes: At the end of the course, you can: <div><div>1.</div><div>prepare and present an export plan encompassing 4 different phases, 10 steps.</div></div> <div><div>2.</div><div>use drivers for export, build a company profile and highlight business strategies</div></div> <div><div>3.</div><div>present strategic options linked to a country analysis, a supply chain analysis and a market entry strategy</div></div> <div><div>4.</div><div>develop a market plan, including a physical distribution plan, a financial plan and the necessary internal adjustments</div></div> <div><div>5.</div><div>include the right incoterms, payment requirements and export documents</div></div>					
PLOs: WW4, WW6, WW7, LW9, LW12, LW13, TWM15, TWM20, TWM22, TWM24					
Compulsory literature: Export Planning, Joris Leeman, 2nd edition, ISBN: 9789043035705					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Assignment (group)	Export Plan	100%	5.5	B3.8; B3.10

Block / Semester: S2					
CU34536V20		Title: Export Management Theory			
Course information					
Amount of study credits: 4			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: During the classes the export planning steps are explained in theory supported with practical examples. In guest lectures a company provides specific information about its profile, activities and export experiences. Based on the guest lecture materials students discuss in consultation time specific aspects of marketing, finance and logistics to get a better understanding of export in practice.					
Course learning outcomes: At the end of this course, the students can use their knowledge and understanding to <div><div></div><div>1. Describe and analyse the company and its business environment</div><div>2. Review the capabilities of the company to expand its market with export activities</div><div>3. Formulate two strategic options based on a company description to grow on the international market given the internal capabilities</div><div>4. Show that the options are feasible based on a country analysis, taking into account legal and supply chain requirements</div><div>5. Formulate in a SMART way marketing goals for the first 5 years = identify opportunities and risks involved with market expansion for a specific company.</div></div>					
PLOs: WT3, WW6, LW12, TWM15, TWM18, TWM19, TWM20					
Compulsory literature: Export Planning, Joris Leeman, 2nd edition, ISBN: 9789043035705					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Written knowledge test	Export Management Theory	100%	5.5	B3.8; B3.10

Block / Semester: S1					
CU34527V23		Title: Finance			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: Finance is a broad area of expertise. In addition to Management accounting, there are a multi-fold of applications in business that benefit from basic to more higher levels of financial knowledge. In this course we will focus on a selection of topics from these two fields: <ul style="list-style-type: none">• Financial accounting: the ability to evaluate and to contribute to key accounting summaries (profit & loss account, balance sheet, and cash-flow statement)• Financial Management: the ability to evaluate investment opportunities, and various ways of capital structuring (options to finance a company) Every week we will discuss a financial topic, work on a case-study and discuss the techniques and theory behind it. In addition, the student teams will work on a portfolio composed of several case studies that serves as the basis for the final exam.					
Course learning outcomes: At the end of this course the student can: 1)identify the main users of financial information and how accounting and finance provide valuable tools to improve decision making for private-sector businesses 2)examine the 3 major financial statements 3)understand how these contribute towards assessment of the financial position of a business PLOs: WW6; TWM18, TWM19					
Compulsory literature: Accounting and Finance: an Introduction, Harlow: Pearson Education, 10th edition, ISBN: 9781292312262, Cost: €60.00, To be used for other courses in Year 1 and Year 2.					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Criterion-referenced assessment	Case and theory based interview	100%	5.5	B2.8; B2.10

Block / Semester: S1					
CU34524V22		Title: Information Literacy			
Course information					
Amount of study credits: 3			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course contains the basic for all assignments with a research component throughout your entire study programme. It covers searching for (scientific) sources, quoting, referring to, summarizing and reading scientific sources, searching for the definitions, searching for the findings of different studies.					
Course learning outcomes: Learning objectives: <ul style="list-style-type: none">• Distinguishing between different sources of information.• Categorising scientific articles based on the abstract.• Assessing the quality of information sources.• Consulting databases providing access to various sources of information.• Quoting in the target text from various sources of information in line with APA guidelines.• Composing a bibliography in compliance with the APA guidelines. PLO's:WT1, WW7					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Written knowledge test	Digital test	100%	5.5	B1.9; B1.10

Block / Semester: S2					
CU34522V23		Title: International Contracting			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: The course will enable students to gain knowledge of and insight into the main concepts of contract law in an international and comparative perspective and to develop skills needed for applying these concepts in global commercial practice. In particular, the course will focus on the following issues: <ul style="list-style-type: none">• Negotiations and pre-contractual duties• Validity of a contract and its interpretation and the effect of supervening events on contracts• Rules related to the diverse types of liabilities• Important international commercial contracts.• Dispute resolution (International Business Context) The course 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.					
Course learning outcomes: 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. PLO: WT3					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Written knowledge test	Multiple choice questions	100%	5.5	B3.8; B3.10

Block / Semester: S1					
CU34525V22		Title: Intercultural Competence			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: In this course, students develop their basic cultural awareness and cultural competence. They will also comfortably and effectively use relevant vocabulary to show and share both their awareness and competence. The course is also aiming at all IBS students from different backgrounds getting acquainted with one another and one another's culture.					
Course learning outcomes: At the end of this course, the student will be able to ascertain: <ul style="list-style-type: none">I can create awareness of my own cultural selfI can describe my own cultural self I can collect as many ideas as possible on the many different components of cultureI can show how the concept of culture, and its components, can be interpreted differently by individuals or groups I can explore how features of cultures range from the easily recognisable to the almost imperceptibleI can develop an awareness of this range I can examine the usefulness of cultural briefing for people going to live, work or holiday abroad.I can identify the most important elements in cultural briefing I can illustrate the existence of stereotypesI can explore whether there is any legitimate basis to national stereotypingI can recognise the kinds of attitude commonly held towards other culturesI can evaluate these attitudes I can understand the principles of Hofstede's model for describing corporate culturesI can illustrate attitudes and dialogue typical of the dimensions of the Hofstede model PLOs: LW11, LW12, LW13, LW14					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Oral assessment	Speaking test - group discussion	100%	5.5	B1.9; B1.10

Block / Semester: S1					
CU34523V20		Title: Market Research			
Course information					
Amount of study credits: 3			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: Every day we make decisions. To reduce the risk associated with making these decisions, it is essential to understand the context in which we make them. For businesses and other organizations, this means understanding the market in which business is done. This course specifically discusses the information needed before launching a product on the market. Your primary task in this course is to get acquainted with the size and parts of the market so that you are prepared to dissect and learn it in parts as the year progresses. Market Research for the first year students focuses primarily on: 1) understanding why market research is important, 2) defining the external marketing environment, 3) creating a plan for how to collect needed information 4) examining the market and collecting needed information, 5) summarizing findings. The connection between quality market research and strategic success will be introduced and the highest level of knowledge in this course can be demonstrated by an ability to anticipate the value of the information you have assembled. Entities and phenomena within and which influence the external environment will be evaluated including: customer beliefs and behaviors, suppliers, intermediaries, competitor activities and market share, government policy, pressure groups, the financial community, the internal environment and trends.					
Course learning outcomes: At the end of this course students will be able to: <ul style="list-style-type: none">• Understand why market research is important• Define the external marketing environment• Create a plan for how to collect needed information• Examine the market and collect valid and reliable information• Summarize findings for a defined audience• Understand the connection between quality market research and strategic success• Anticipate the value of the information you have assembled					
PLOs: WT1; WW4,6,7; LW9; TWM15,17,24					
Compulsory literature: 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.					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Final exam	50%	5.5	B1.9; B1.10
TOETS02 (VT)	Assignment (individual)	Market research report	50%	5.5	B1.8; B1.10

Block / Semester: S2					
CU34538V23		Title: SBI Customer Centered Innovation			
Course information					
Amount of study credits: 3			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: Sustainability and customer centered innovation have become core strategic themes for companies when they want to design a new product. In this course you get a taste of working in a small innovation project for a real client in the agricultural sector. Innovative products that have value for the end consumer and produced out of bio based material may help the agricultural sector enhance their position within the value chain. In the course you will be guided step by step through the messy process of designing and testing a great value proposition. Field research into customer values and other entrepreneurial principles (e.g. LEAN Start up) are key in the design process. Individual input in group work is part of the assessment. In a ‘time sheet’ each group keeps track of the time logged per person per task. In the last team meeting, an agreement can be made about sharing the group grade appointing to each member 110%, 100% or 90% of this grade.					
Course learning outcomes: At the end of this course, you will be able to: <ul style="list-style-type: none">• create a validated customer-centered product idea• incorporate sustainability aspects and customer-centered innovation techniques into the design of a new product• perform semi-structured interviews. PLOs: WT1, 2; WW4, 6; LW12; TWM15, 24					
Compulsory literature: Value Proposition Design, A. Osterwalder, Y. Pigneur, ISBN: 9781118968055, Book to be kept for Year 2.					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Presentation (group)	3min. film and defense	50%	5.5	B4.7; B4.10
TOETS02 (VT)	Assignment (group)	Report	50%	5.5	B4.7; B4.10

Block / Semester: S2					
CU34539V23		Title: Conscious Capitalism (simulation game)			
Course information					
Amount of study credits: 3			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This management game is an online simulation in which different managerial domains are integrated. You learn how to set up a multinational startup company and to take decisions at crucial moments. You'll work as team/company and will compete on the virtual market against other teams/companies. At the end of the game you have to reach your goals. Besides the necessary management concepts that help you steer the company, you will have to think about the steps you want to make concerning price, promotion, image, purchasing and production. After every round you'll receive feedback. This feedback can be used for the following round. Organization Management, HR, Finance, Marketing and Strategy are the main aspects of this game. At the end of the block, your company has to present the final result to the investors, based on a final report. You also have to hand in a weekly memo with your actions, results and the business logic behind your decisions.					
NB. No licence at the start of the course = no course participation.					
Course learning outcomes: At the end of this course, the student can 1) apply knowledge from Y1 to take managerial decisions 2) direct a virtual company whilst taking into account price, promotion, image, purchasing and production 3) incorporate feedback on their decisions 4) report to 'investors' 5) explain the (business) logic of the decisions made PLOs: WW6,7; LWM12,13; TWM19,20,23,24					
Compulsory literature: Individual software licence for the simulation game "Conscious Capitalism". Costs approx. E66					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Criterion-referenced assessment	Boardroom meetings	50%	5.5	B4 all weeks
TOETS02 (VT)	Assignment (group)	Presentation and Report	50%	5.5	B4.7; B4.10

Block / Semester: S2					
CU34537V23		Title: Sustainable Business Theory			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: We address sustainability as strategic issue that companies face and want to find solutions for. Businesses have to look at key patterns and trends in the international business environment and the economy. At the same time, they operate within a global society and natural ecosystem that urge them to transition towards more inclusive value models, including social and environmental capital. Running a sustainable business is challenging. Not only do you need to make enough profit to ensure business continuity, you also must take care of continuous adaption to market conditions within a fast changing economic landscape. <i>'Not the strongest, but the fittest - the most adaptable to change - survive'</i> , according to Charles Darwin. As evolutionary biologist he stumbled upon a principle law of nature in evolution. It's such a fundamental law that even in our 21st century organizations cannot escape it. Otherwise you are out of business. At the same time, businesses have to take the natural environment into account. Otherwise we run out of planet... It is this paradox that we will study more in-depth, looking at how global problems shape the business context, though global businesses that operate in our economy in turn have an impact on our natural, social and economical environment.					
Course learning outcomes: <ul style="list-style-type: none">• Explain what Sustainable Development means within the perspective of our human evolution on planet Earth• Identify problems and solutions that we currently face, including how they shape the context for innovations• Discuss the role of business within our society and give argument pro/con different business practices• Critically evaluate the economic model that is used in Western countries and pinpoint flaws in this system• Compare well-being and wealth, and describe to what they mean for personal happiness and quality of life in general This course contributes to the PLOs: WT1,3; WW6; LW10,12; TWM24					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Written test	100%	5.5	B4.8; B4.10

HZ English Foundation courses for all students of Year 1

Each student will follow one of the four foundation courses of English.

Semester: S1- S2					
EN39001		Title: Foundation Course B1			
Course information					
Number of study credits: 5			Language: Engels		
Conditions for course participation: -					
Conditions for test participation: -					
Brief description of course content: Students can take the placement test and/or consult the LCC teacher before they decide for which English foundation course they will register. Course Level: A2/low B1 aiming at strong B1. Learning Outcomes: <ul style="list-style-type: none">▪ Reading. Ability to: understand emails/letters giving routine information or personal opinion; understand factual newspaper articles; understand the gist of theoretical academic articles on familiar topics.▪ Writing. Ability to: write emails/letters based on personal experience or familiar matters; make reasonably accurate notes from meetings and seminars on familiar topics; make basic notes in lectures.▪ Listening. Ability to: understand clear basic instructions; identify the main topic of a basic broadcast or lecture with some guidance; understand instructions on classes and assignments by lecturers.▪ Speaking. Ability to: express opinions on simple matters; ask for basic information; offer basic advice on familiar topics; take part in a seminar or meeting using simple language.					
Based on CEFR. For more details see: https://learn.hz.nl/pluginfile.php/289968/mod_resource/content/0/CEFR-all-scales-and-all-skills.pdf					
Learning outcomes: Strong B-1 level					
Compulsory literature: Open World Preliminary: Student’s Book with Answers with Online Practice, Niamh Humphreys; Susan Kingsley, 1e version, ISBN: 9783125405967, Costs: €37,00, Open World Preliminary: Student’s Book with Answers with Online Practice					
Assessment information					
Tests code	Assessment type	Content	Weighting Factor (%)	Minimum score	Test opportunities
TEST01 (VT)	Written knowledge test	Reading	25%	5,5	B3.6; B4.6; B3.7; B4.7; B3.8; B4.8; B3.9; B4.9
TEST02 (VT)	Written knowledge test	Writing	25%	5,5	B3.8; B4.8; B3.10; B4.10
TEST03 (VT)	Written knowledge test	Listening	25%	5,5	B3.6; B4.6; B3.7; B4.7; B3.8; B4.8; B3.9; B4.9
TEST04 (VT)	Assignment (group)	Speaking	25%	5,5	B4.8; B3.9; B4.9; B3.10; B4.10

Semester: S1 - S2					
EN39002		Title: Foundation Course B2			
Course information					
Number of study credits: 5			Language: Engels		
Conditions for course participation: -					
Conditions for test participation: -					
Brief description of course content: Students can take the placement test and/or consult the LCC teacher before they decide for which English foundation course they will register. Course level: B1/low B2 aiming at strong B2. Learning Outcomes: <ul style="list-style-type: none">▪ Reading/ Use of English. Ability to: scan texts for relevant information; understand the gist of information and articles on nonfamiliar topics and understand most of the content; apply and adapt language suitable for B2.▪ Writing. Ability to: express opinions and give reasons; write a simple piece of academic writing (e.g. a report) giving some evaluation, advice etc.; present arguments using a limited range of vocabulary and grammatical structures.▪ Listening. Ability to: follow a talk or lecture on a familiar topic; keep up with conversations on a wide range of topics; understand the answers to factual questions asked.▪ Speaking. Ability to: ask for clarification and further information; check for understanding; express opinions and arguments to a limited extent; answer predictable and factual questions.					
Based on CEFR. For more details see: https://learn.hz.nl/pluginfile.php/289968/mod_resource/content/0/CEFR-all-scales-and-all-skills.pdf					
Learning outcomes: Strong B2 Level					
Compulsory literature: Open World B2, Anthony Cosgrove and Deborah Hobbs, 1e version, ISBN: 9783125406070, Costs: €40,80, Open World First: Student's Book with Answers with Online Practice					
Assessment information					
Tests code	Assessment type	Content	Weighting Factor (%)	Minimum score	Test opportunities
TEST01 (VT)	Written knowledge test	Reading and Use of English	40%	5,5	B3.6; B4.6; B3.7; B4.7; B3.8; B4.8; B3.9; B4.9
TEST02 (VT)	Written knowledge test	Writing	20%	5,5	B3.8; B4.8; B3.10; B4.10
TEST03 (VT)	Written knowledge test	Listening	20%	5,5	B3.6; B4.6; B3.7; B4.7; B3.8; B4.8; B3.9; B4.9
TEST04 (VT)	Assignment (group)	Speaking	20%	5,5	B4.8; B3.9; B4.9; B3.10; B4.10

Semester: S1 - S2					
EN39003		Title: Foundation Course C1			
Course information					
Number of study credits: 5			Language: Engels		
Conditions for course participation: -					
Conditions for test participation: -					
Brief description of course content:					
Students can take the placement test and/or consult the LCC teacher before they decide for which English foundation course they will register. Course Level: B2/low C1 aiming at strong C1					
Learning Outcomes:					
<ul style="list-style-type: none">▪ Reading/Use of English. Ability to: read quickly enough to cope with an academic course delivered in English; understand complex and arguments in lectures without serious misunderstandings; scan texts for relevant information and understand the gist of the text; apply and adapt language suitable for C1.▪ Writing. Ability to: make reasonable accurate notes in meetings and lectures; write a piece of work whose message can be followed throughout; write a piece of work showing the ability to communicate with no serious errors.▪ Listening and speaking. Ability to: contribute effectively in meetings and seminars in own field of study, probing for more information if required; maintain a casual conversation with a good degree of fluency; take part in an abstract conversation with a good degree of fluency; follow discussions and arguments with only occasional need for clarification; employ good compensation strategies to overcome linguistic inadequacies; deal with unpredictable questions; give critical feedback in a non-offensive manner.					
Based on CEFR. For more details see: https://learn.hz.nl/pluginfile.php/289968/mod_resource/content/0/CEFR-all-scales-and-all-skills.pdf					
Learning outcomes:					
Strong C-1 level					
Compulsory literature:					
Open World First Student's Book with Answers with Online Practice, Anthony Cosgrove Deborah Hobbs, 1e version, ISBN: 9781108759052, Costs: €36,99, Open World First Student's Book with Answers with Online Practice					
Assessment information					
Tests code	Assessment type	Content	Weighting Factor (%)	Minimum score	Test opportunities
TEST01 (VT)	Written knowledge test	Reading and Use of English	40%	5,5	B3.6; B4.6; B3.7; B4.7; B3.8; B4.8; B3.9; B4.9
TEST02 (VT)	Written knowledge test	Writing	20%	5,5	B3.8; B4.8; B3.10; B4.10
TEST03 (VT)	Written knowledge test	Listening	20%	5,5	B3.6; B4.6; B3.7; B4.7; B3.8; B4.8; B3.9; B4.9
TEST04 (VT)	Assignment (group)	Speaking	20%	5,5	B4.8; B3.9; B4.9; B3.10; B4.10

Semester: S1 - S2					
EN39004		Title: Foundation Course C2			
Course information					
Number of study credits:			Language:		
5			Engels		
Conditions for course participation: -					
Conditions for test participation: -					
Brief description of course content:					
Students can take the placement test and/or consult the LCC teacher before they decide for which English foundation course they will register. Course level: C1/low C2 aiming at strong C2.					
Learning Outcomes:					
<ul style="list-style-type: none">▪ Reading/Use of English. Ability to: understand complex documents and reports; understand academic articles in a relevant field including complex ideas expressed in complex language; access all sources of information quickly and reliably; apply and adapt language suitable for C2.▪ Writing. Ability to: make full notes of meetings and seminars with good expression and accuracy; make full notes of meetings and seminars while continuing to participate; make accurate and complete notes of a lecture.▪ Listening and speaking. Ability to: advise on or talk about sensitive or complex issues (within field of knowledge) with ease; deal confidently with hostile questions; speak fluently and express/understand nuances of language; present a clear, smooth-flowing description or argument in a style appropriate to the context with an effective logical structure.					
Based on CEFR. For more details see: https://learn.hz.nl/pluginfile.php/289968/mod_resource/content/0/CEFR-all-scales-and-all-skills.pdf					
Learning outcomes:					
Strong C-2 level					
Compulsory literature:					
Objective Proficiency Student's Book with Answers with Downloadable Software Annette Capel and Wendy Sharp, Annette Capel and Wendy Sharp, ISBN: 9781107646377, Costs: €35,99, Objective Proficiency Student's Book with Answers with Downloadable Software Annette Capel and Wendy Sharp					
Assessment information					
Tests code	Assessment type	Content	Weighting Factor (%)	Minimum score	Test opportunities
TEST01 (VT)	Written knowledge test	Reading and Use of English	40%	5,5	B3.6; B4.6; B3.7; B4.7; B3.8; B4.8; B3.9; B4.9
TEST02 (VT)	Written knowledge test	Writing	20%	5,5	B3.8; B4.8; B3.10; B4.10
TEST03 (VT)	Written knowledge test	Listening	20%	5,5	B3.6; B4.6; B3.7; B4.7; B3.8; B4.8; B3.9; B4.9
TEST04 (VT)	Assignment (group)	Speaking	20%	5,5	B4.8; B3.9; B4.9; B3.10; B4.10

IB Year 1 Additional Languages

Block / Semester: S1					
CU34341V20		Title: DE01 - Deutsch 1			
Course information					
Amount of study credits: 2			Language: German		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: (Business) German level A1 from CEF					
<ul style="list-style-type: none">Understand and use familiar everyday expressions and very basic phrases aimed at the satisfaction of needs of a concrete type.Introduce yourself and othersAsk and answer questions about personal details such as where you live, people you know and things you haveInteract in a simple way provided the other person talks slowly and clearly and is prepared to help					
Books chapters 1-5					
Course learning outcomes: Students work towards A1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR, VR, GA, VC, PC, OC, COH, SF at A1-level					
Compulsory literature: DaF im Unternehmen Kursbuch A1/A2, Grosser, 2nd edition, Cost: €39.50, Book will be used in all 4 blocks of Y1. Includes online audio and videos. DaF im Unternehmen Übungsbuch A1/A2, Grosser, 2nd edition, Cost: €30.50, Book will be used in all 4 blocks of Y1. Books must be new and unused!!!					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Grammar, vocab, writing & reading 1-5	90%	5.5	B1.9; B2.10
TOETS02 (VT)	Assignment (individual)	Ch.1-5 :Hand in or upload all exercises	10%	5.5	B1.7; B2.7

Block / Semester: S1					
CU34342V20		Title: DE02 - Deutsch 2			
Course information					
Amount of study credits: 2			Language: German		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: (Business) German level A1 from CEF					
<ul style="list-style-type: none">Understand and use familiar everyday expressions and very basic phrases aimed at the satisfaction of needs of a concrete type.Introduce yourself and othersAsk and answer questions about personal details such as where you live, people you know and things you haveInteract in a simple way provided the other person talks slowly and clearly and is prepared to help					
Books chapters 6-10					
Course learning outcomes: Students work towards A1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR, VR, GA, VC, PC, OC, COH, SF at A1-level					
Compulsory literature: As for DE01 As for DE01					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Oral assessment	Oral exam Ch. 6 - 10	90%	5.5	B2.8; B3.10
TOETS02 (VT)	Assignment (individual)	Ch 6-10: Hand in or upload all exercises	10%	5.5	B2.7; B3.7

Block / Semester: S2					
CU34343V20		Title: DE03 - Deutsch 3			
Course information					
Amount of study credits: 2			Language: German		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: (Business) German Level A2 from CEF Understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, shopping, local geography, employment) Communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters Describe in simple terms aspects of your background, immediate environment and matters in areas of immediate basic need Write simple texts and emails. Books chapters 11-15					
Course learning outcomes: Students work towards A2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR, VR, GA, VC, PC, OC, COH, SF at A2-level					
Compulsory literature: As for DE01 As for DE01					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Grammar, vocab, write, read Ch. 11-15	90%	5.5	B3.9; B4.10
TOETS02 (VT)	Assignment (individual)	Handin exercises done&corr 11-15	10%	5.5	B3.7; B4.7

Block / Semester: S2					
CU34344V20		Title: DE04 - Deutsch 4			
Course information					
Amount of study credits: 2			Language: German		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: (Business) German Level A2 from CEF Understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, shopping, local geography, employment) Communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters Describe in simple terms aspects of your background, immediate environment and matters in areas of immediate basic need Write simple texts and emails. Books chapters 16 - 20					
Course learning outcomes: Students work towards A2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR, VR, GA, VC, PC, OC, COH, SF at A2-level					
Compulsory literature: As for DE01					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Listening exam Ch. 1 - 20	90%	5.5	B4.9; B4.10
TOETS02 (VT)	Assignment (individual)	Handin exercises done&corr. 16-20	10%	5.5	B4.7; B4.10

Block / Semester: S1					
CU34361V23		Title: ES01 - Español 01			
Course information					
Amount of study credits: 2			Language: English Spanish		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: Understand and use familiar everyday expressions and very basic phrases aimed at the satisfaction of needs of a concrete type. <ul style="list-style-type: none">• Introduce yourself and others• Ask and answer questions about personal details such as where you live, people you know and things you have• Interact in a simple way provided the other person talks slowly and clearly and is prepared to help This course covers the first 3 chapters of the book.					
Course learning outcomes: This course provides entry-level Spanish language training. Students work toward the attainment of General Spanish CEFR level A1 More information can be found on Learn in the section 'CEFR -Language competence & Codes' which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
Compulsory literature: Entorno Laboral. Edición Ampliada Nivel A1/B1 libro del alumno + online audio, Marisa De Prada & Pilar Marcé, ISBN: 9788490816066, Cost: €48.00, Book to be used for all courses of Spanish in Year 1.					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Grammar and vocabulary	100%	5.5	B1.9; B2.10

Block / Semester: S1					
CU34362V23		Title: ES02 - Español 02			
Course information					
Amount of study credits: 2			Language: English Spanish		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: <ul style="list-style-type: none">Understand and use familiar everyday expressions and very basic phrases aimed at the satisfaction of needs of a concrete type.Introduce yourself and othersAsk and answer questions about personal details such as where you live, people you know and things you haveInteract in a simple way provided the other person talks slowly and clearly and is prepared to help This course covers chapters 4 and 5 of the book.					
Course learning outcomes: This course provides entry-level Spanish language training for students who have completed "Spanish 1." Students work toward the attainment of General Spanish CEFR level A1. More information can be found on Learn in the section 'CEFR -Language competence & Codes' which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
Compulsory literature: Entorno Laboral. Edición Ampliada Nivel A1/B1 libro del alumno + online audio, Marisa De Prada & Pilar Marcé, ISBN: 9788490816066, Cost: €48.00, Book to be used for all courses of Spanish in Year 1.					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Written test	100%	5.5	B2.8; B3.10

Block / Semester: S2					
CU34363V23		Title: ES03 - Español 03			
Course information					
Amount of study credits: 2			Language: English Spanish		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: <ul style="list-style-type: none">Understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, shopping, local geography, employment)Communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine mattersDescribe in simple terms aspects of your background, immediate environment and matters in areas of immediate basic need This course covers chapters 6-8 of the book.					
Course learning outcomes: This course provides Spanish language training for students who have completed "Spanish 2." Students work toward the attainment of General Spanish CEFR level A2. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
Compulsory literature: Entorno Laboral. Edición Ampliada Nivel A1/B1 libro del alumno + online audio, Marisa De Prada & Pilar Marcé, ISBN: 9788490816066, Cost: €48.00, Book to be used for all courses of Spanish in Year 1.					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Written assessment	50%	5.5	B3.9; B4.10
TOETS02 (VT)	Oral assessment	Oral	50%	5.5	B3.8; B4.9 and B4.10

Block / Semester: S2					
CU34364V23		Title: ES04 - Español 4			
Course information					
Amount of study credits: 2			Language: English Spanish		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course provides Spanish language training for students who have completed "Spanish 3." Students work toward the attainment of General Spanish CEF level A2 which includes the following: <ul style="list-style-type: none">• Understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, shopping, local geography, employment)• Communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters• Describe in simple terms aspects of your background and immediate environment					
Course learning outcomes: This course provides Spanish language training for students who have completed "Spanish 3." Students work toward the attainment of General Spanish CEFR level A2. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
Compulsory literature: Entorno Laboral. Edición Ampliada Nivel A1/B1 libro del alumno + online audio, Marisa De Prada & Pilar Marcé, ISBN: 9788490816066, Cost: €48.00, Book to be used for all courses of Spanish in Year 1.					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Written exam	50%	5.5	B4.9; B4.10
TOETS02 (VT)	Oral assessment	Oral	50%	5.5	B4.8 and B4.9; B4.10

Block / Semester: S1					
CU34303V21		Title: FR01 - Français de base 1			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course will offer you simple communicative situations. Oral and written Language Tasks will invite you to display your language skills in authentic, recognizable situations (meeting people / spending a holiday in Zeeland with a French speaking friend). During the lessons the instructor will regularly give feedback on Tasks that have been made and provide you with useful grammatical and idiomatic information that you need to be successful in completing the oral exam. This course is for students who already studied French for at least 200 hours.					
Course learning outcomes: This course provides basic level French training Students work towards A2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
CEF codes IB Test 1: OLC, OSI, VR, GA, VC, PC, COH Test 2: OWP, OWI, LR, GA, VC					
Compulsory literature: Grammaire progressive du français - Niveau débutant (A1) - Livre + CD + Appli-web, Maïa Grégoire, 3rd edition, ISBN: 978-2-09-038099-6 Grammaire progressive du français, niveau débutant - Corrigés, Maïa Grégoire, 3rd edition, ISBN: 978-2-09-038102-3					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Oral assessment	Speaking Test	90%	5.5	B1.9; B2.10
TOETS02 (VT)	Portfolio	Portfolio	10%	5.5	B1.9; B2.10

Block / Semester: S1					
CU34305V21		Title: FR02 - Français de base 2			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course will offer you simple communicative situations. Oral and written Language Tasks will invite you to display your language skills in authentic, recognizable situations (internship at the CCIP-Paris / organising a business outing). During the lessons the instructor will regularly give feedback on Tasks that have been made and provide you with useful grammatical and idiomatic information that you need to be successful in completing the oral exam.					
Course learning outcomes: Students work towards A2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course. This course provides basic level French training (A2*) for students who already studied French for some 200 hours and/or FR01. CEF codes IB: Test 1: OLC, OSI, OSP, VR, GA, VC, PC, COH, SF Test 2 :OWP, OWI, LR, GA, VC					
Compulsory literature: Grammaire progressive du français, niveau intermédiaire, Maïa Grégoire, To be used in the rest of year 1 and year 2 Grammaire progressive du français, niveau intermédiaire - corrigés, Maïa Grégoire, To be used in the rest of year 1 and year 2					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Oral assessment	Speaking Test	90%	5.5	B2.8; B3.10
TOETS02 (VT)	Portfolio	Portfolio	10%	5.5	B2.8; B3.10

Block / Semester: S2					
CU34333V21		Title: FR03 - Français de base 3			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: <p>This course will offer you simple communicative situations. Oral and written Language Tasks will invite you to display your language skills in authentic, recognizable situations (doing a feasibility study and organising a student trip to IPAC-Annecy).</p> <p>During the lessons the instructor will regularly give feedback on Tasks that have been made and provide you with useful grammatical and idiomatic information that you need to be successful in completing the written exam.</p>					
Course learning outcomes: <p>Students work towards A2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.</p>					
CEF codes IB: Test 1: OLC, OWI, OWP, VR, GA, VC, OC, COH Test 2: OWP, OWI, LR, GA, VC					
Compulsory literature: As for FR02					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Written Test	90%	5.5	B3.9; B4.10
TOETS02 (VT)	Portfolio	Portfolio	10%	5.5	B3.9; B4.10

Block / Semester: S2					
CU34334V21		Title: FR04 - Français de base 4			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course will offer you simple communicative situations. Oral and written Language Tasks will invite you to display your language skills in authentic, recognizable situations (destination study for a cruise company). During the lessons the instructor will regularly give feedback on Tasks that have been made and provide you with useful grammatical and idiomatic information that you need to be successful in completing the oral exam.					
Course learning outcomes: Students work towards A2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
CEF codes IB Test 1-OLC, OSI, OSP, VR, GA, VC, PC, COH, SF Test 2- OWP, OWI, LR, GA, VC					
Compulsory literature: As for FR02					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Oral assessment	Speaking test	90%	5.5	B4.9; B4.10
TOETS02 (VT)	Assignment (individual)	Portfolio	10%	5.5	B4.9; B4.10

Block / Semester: S1					
CU34300V21		Title: NL01 - Nederlands 1			
Course information					
Amount of study credits: 2			Language: Dutch English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course provides entry-level Dutch training for non-domestic students (non-native speaking) at the HZ. At the end of this course you will be able to have simple conversations in Dutch. Students attend 2 * 1 hours of class each week for 7 weeks. Approximately 40 hours of independent study are necessary to pass this course. This course covers the first 5 chapters of the book <i>Start.nl 1</i> . Via the required course materials you have access to (online) exercises. These are used to train your listening comprehension and pronunciation. The instructor provides grammar, vocabulary and pronunciation feedback and support during class. Students who successfully complete this course will be halfway to CEF level A1.					
Course learning outcomes: Students work towards A1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e .					
CEF- codes IB: ORC,OWI, OWP, GA, LR, PC, COH					
Compulsory literature: Start.nl 1 Dutch voor beginners, K. Verbruggen, 2nd edition, ISBN: 9789046905661, Cost: €24.50					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Chapters 1-5 from Start.nl 1	100%	5.5	B1.9; B2.10
TOETS02 (VT)	Assignment (individual)	Attendance	0%	5.5	B1 ongoing
TOETS03 (VT)	Assignment (individual)	TaalMaatje	0%	5.5	B1 ongoing

Block / Semester: S1					
CU34301V21		Title: NL02 - Nederlands 2			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: <p>This course provides Dutch training for non-domestic students (non-native speakers) at the HZ who have already participated in the course “Dutch 1” or demonstrate the appropriate level of Dutch proficiency (halfway to A1 on CEF). The emphasis of this course is on oral communication so that you will be able to develop your conversation skills. Students attend all classes each week for 7 weeks. Approximately 40 hours of independent study are necessary to pass this course.</p> <p>This course covers the last 5 chapters of the book <i>Start.nl 1</i>.</p> <p>Via the required course materials you have access to (online) exercises. These are used to train your listening comprehension and pronunciation.</p> <p>The instructor provides grammar, vocabulary and pronunciation feedback and support during class.</p>					
Course learning outcomes: <p>Students work towards A1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e. Students who successfully complete this course attain CEF level A1.</p>					
CEF- codes IB: OLC, ORC, OSI, OWI, OSP, OWP, SF, GA, LR, VR, GA, VC, PC, OC, COH, SF					
Compulsory literature: Start.nl 1 Dutch voor Beginners, K. Verbruggen, 2nd edition, ISBN: 9789046905661, Cost: €24.50					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Chapters 6-10 from Start.nl 1	100%	5.5	B2.8; B3.10
TOETS02 (VT)	Assignment (individual)	Attendance	0%	5.5	B2 ongoing
TOETS03 (VT)	Assignment (individual)	TaalMaatje	0%	5.5	B2 ongoing

Block / Semester: S2					
CU34327V23		Title: NL03 - Nederlands 3			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course provides intermediate Dutch training for non-native speakers who have already attained CEF level A1. Students attend 1,5 hours of class each week for 7 weeks. Approximately 40 hours of independent study are necessary to pass this course. This course covers the first 4 chapters of the book <i>Start.nl 2</i> . This book provides you with (website) exercises to improve and train your language skills: reading, listening, speaking and writing. Students read some simple novels which are discussed and presented.					
Course learning outcomes: Students work towards A2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e . Students who successfully complete this course will be halfway to CEF level A2.					
CEF- codes IB: <i>OLC, OSI, OWI, OSP, OWP, LR, VR, GA, VC, PC, COH</i>					
Compulsory literature: Start.nl 2 Dutch voor Beginners, K. Verbruggen & W. Hoogvorst, 1st edition, ISBN: 9789046903797, Cost: €24.50, Start.nl 2 Dutch voor Beginners					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Chapters 1-4 from Start.nl 2	100%	5.5	B3.9; B4.10
TOETS02 (VT)	Assignment (individual)	Attendance	0%	5.5	B3 ongoing

Block / Semester: S2					
CU34328V21		Title: NL04 - Nederlands 4			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course provides intermediate Dutch training for non-native speakers who are halfway to CEF level A2. Students attend 2 * 1 hours of class each week for 7 weeks. Approximately 40 hours of independent study are necessary to pass this course. This course covers the last 4 chapters of the book <i>Start.nl 2</i> . This book provides you with (website) exercises to improve and train your language skills: reading, listening, speaking and writing. Students read a simple novel which is discussed and presented during an oral exam.					
Course learning outcomes: Students work towards A2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e . Students who successfully complete this course attain CEF level A2.					
CEF- codes IB: OLC, OSI, OWI, OSP, OWP, LR, VR, GA, VC, PC, COH					
Compulsory literature: Start.nl 2 Dutch voor Beginners, K. Verbruggen & W. Hoogvorst, 1st edition, ISBN: 9789046903797, Cost: €24.50, Start.nl 2 Dutch voor Beginners					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Last 4 chapters from Start.nl 2	75%	5.5	B4.9; B4.10
TOETS02 (VT)	Oral assessment	Book presentation	25%	5.5	B4 last week(s)
TOETS03 (VT)	Assignment (individual)	Attendance	0%	5.5	B4.7; B4.10

IB Year 1 Additional Hybrid and Business courses

Block / Semester: S1					
CU34620V20		Title: Visual Communication			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course on Visual Communication is focused on both reading & writing with visual techniques. This means you will both learn how to read visuals and create them yourself (writing). In addition you will evaluate different forms of visuals, judging them on their use of graphic design elements and look at them in a constructive critical perspective. The lectures are designed to give you more background information on the VC-techniques themselves; since VC is a skill, you will practice a lot. You will apply your knowledge immediately by means of making practicals.					
Course learning outcomes: <ul style="list-style-type: none">• provide you with knowledge and understanding of visual language and communication• increase your capability in searching, analyzing and synthesizing visual materials related to several topics of the course• apply and show your knowledge and skills by means of small weekly assignments (practicals)• show the ability to design and judge the meaning of visuals within their context and their use in communication					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Portfolio	Portfolio	100%	5.5	B1 or B2, depending on enrolments

Block / Semester: S1					
CU34622V23		Title: NRG Project			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content:					
<p>NB. This week takes place between the test week and the resit week of quarter 2, last week of January 2024.</p> <p>During the NRG project week the student learns to work in an interdisciplinary project, which means with students from different programs from different years with a maximum of 5 students per project group. Within a short week students unravel interesting topics and work on problem statements for a company/stakeholder within the Zeeland region. Final recommendations are being presented to the group's stakeholders at the end of the week and a portfolio will be requested after the project week.</p>					
Course learning outcomes:					
As a result of the project week, the student will (at least) be able to					
<ul style="list-style-type: none">view the presented problem from different perspectives than just their own;understand the necessity of working in multidisciplinary teams.					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Portfolio	Portfolio	100%	5.5	B2.9; B3.4

Block / Semester: S2					
CU34630V20		Title: IB Autonomous Learning 1			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation: Having submitted a proposal before the deadline on Learn and received approval.					
Brief description of course content: IB students with no German, Spanish, French or Dutch in their curriculum will widen their knowledge and increase their autonomous learning skills by Personal Professional Learning and Development. Information about activities such as projects, MOOCs and books can be found on the Learn-pages.					
Course learning outcomes: Autonomously acquiring new knowledge within the domain of the study programme by means of following a Massive Open Online Course, reading a book, or executing a project. Connecting the independently acquired knowledge with the Programme Learning Outcomes of the IB Study Programme. In case of a project: Collaborating intensively and effectively with fellow students on a project that falls within the framework of the PLOs. Depending on the selected MOOC, book or project, the student's MOOC Study or active participation in an IB Project contributes to the realisation of one or more Programme Learning Outcomes. PLO WT1, WW6 takes centre stage both in MOOC Studies and in IB Projects. PLO LW8 is likewise very prominent in IB Projects.					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Assignment (individual)	Reflection-Defence plus detailed timesheet	100%	5.5	B3.8; B3.10

Block / Semester: S2					
CU34611V20		Title: IB Autonomous Learning 2			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation: Having submitted a proposal before the deadline on Learn and received approval.					
Brief description of course content: IB students with no German, Spanish, French or Dutch in their curriculum will widen their knowledge and increase their autonomous learning skills by Personal Professional Learning and Development. Information about activities such as projects, MOOCS and books can be found on the Learn-pages.					
Course learning outcomes: Autonomously acquiring new knowledge within the domain of the study programme by means of following a Massive Open Online Course, reading a book, or executing a project. Connecting the independently acquired knowledge with the Programme Learning Outcomes of the IB Study Programme. In case of a project: Collaborating intensively and effectively with fellow students on a project that falls within the framework of the PLOs. Depending on the selected MOOC, book or project, the student's MOOC Study or active participation in an IB Project contributes to the realisation of one or more Programme Learning Outcomes. PLO WT1, WW6 takes centre stage both in MOOC Studies and in IB Projects. PLO LW8 is likewise very prominent in IB Projects.					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Assignment (individual)	Reflection-Defence plus detailed timesheet	100%	5.5	B4.8; B4.10

Block / Semester: S1					
CU34601V23		Title: IB Focus 01-Act like a Pro (a)			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content:					
This course will allow you to develop an idea of what is needed to prepare yourself for a successful professional career. It will help you to					
- build a digital (professional) network					
- make a start with your personal (professional) branding					
- develop (professional) communication strategies					
- become aware of your (professional) way of life					
Course learning outcomes:					
The students will focus on the following goals:					
• Collaborate effectively with different kinds of stakeholders in different cultural, organizational and political landscapes to contribute to achieving agreed goals.					
• Express reflections on one’s personal development with the aim of personal growth.					
• Use appropriate verbal and non-verbal communication in an intercultural setting					
PLOs WW6, LW8, LW13					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Oral assessment	Speaking test - group discussion	100%	5.5	B1.9; B1.10

Block / Semester: S1					
CU34602V23		Title: IB Focus 02-Act like a Pro (b)			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: In this course students will develop an awareness of their own professional attitude and behavior. Several assignments, tasks and role-plays will allow them to be confronted with and discover their own values. This course will allow you to develop an idea of what is needed to prepare yourself for a successful professional career. It will help you to - prepare a company visit - reflect upon your personality - tackle (professional) dilemmas - become aware of your (professional) locus of control					
Course learning outcomes: Collaborate effectively with different kinds of stakeholders in different cultural, organizational and political landscapes to contribute to achieving agreed goals. Express reflections on one's personal development with the aim of personal growth. Formulate one's own position concerning ethical and social responsibility in a professional environment. Use appropriate verbal and non-verbal communication in an intercultural setting. PLOs WW6, LW8, LW10, LW13					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Oral assessment	Speaking test - group discussion	100%	5.5	B2.8; B2.10

Block / Semester: S2					
CU34603V20		Title: IB Focus 03-Export			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: During this course the student prepares answers to well-defined tasks or assignments which are presented, shared and discussed in class to get a better understanding how international supply chains work and to experience what it means for the student personally to operate in an international and intercultural context.					
Course learning outcomes: At the end of the course, you can: <ul style="list-style-type: none">describe an international supply chain in basic steps and interactions; in a thoughtful way using relevant sources (WT1)use basic PESTLE-analysis to analyse (parts of) the supply chain; understand challenges in international supply chains (TWM20)describe your personal position concerning a specific ethical or social responsibility issue in a supply chain (LW10)describe your exposure to the international environment, and express reflections on one's personal development with the aim of personal growth (LW8)					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Portfolio	Portfolio	100%	5.5	B3.8; B3.10

Block / Semester: S2					
CU34604V20		Title: IB Focus 04-Supply- and Value Chain Analysis			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: We will draw parallels with our natural environment and see how our human organization forms remarkably resemble much of the natural principles we can find around us. In this course we will also study and practice with visualizing supply- and value chains to uncover their connections and various relationships. Value chain analysis can help people & organizations to gain key capabilities to identify where value is created, delivered, captured, and how to distribute value both internal as well as external. We will see how the business collaboration in networks is the new form of competition and study platform business models/ecosystems like Amazon, Apple & Toyota to see how they create competitive advantage from these networks. Lastly, we explore how blockchain technology enables new forms of (decentralized) collaboration where the users actually (can) own the platform and be rewarded for their contribution (added value) vs. the centralized business models from the FANG's of this world.					
Course learning outcomes: <ul style="list-style-type: none">• Apply a structured method for researching supply- and value chains• Recognize the relationships and dependencies that actors have in a business network• Visualize different types of business diagrams with help of graphic design & suitable software• Think in basic system & network structures and recognize them in the natural world around us• Ask meaningful questions related to visualized supply- and/or value chains PLOs: WT1, WT2, TWM20, TWM21, TWM24					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Portfolio	Portfolio	100%	5.5	B4.8; B4.10

IB Year 2 Core courses

Block / Semester: S1					
CU34004V22	Title: Customer-Company Communication (written)				
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course prepares students to be able to, in writing, professionally deal with customer company relations. It is designed to strengthen students ability to engage, understand, communicate and resolve potential issues companies may have when dealing with both other businesses and individual customers. Over the course students will learn how to write; letters of complaint, disappointing messages, everyday correspondence as well as the different and evolving etiquette in writing both formal and informal correspondence.					
Course learning outcomes: Students work towards a B2/C1 level according to CEFR. More information can be found on Learn in the section 'CEFR – Language competence and Codes' which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr & https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Final Written Test Letters	100%	5.5	B1.8; B1.10

Block / Semester: S1					
CU34006V22		Title: Product Pitching & Business Meeting skills			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course is aligned with and complements the skills students will be putting into practice in Research & Innovation CU34532 (block 2) and Starting a Company CU34557 (block 3). Students will learn how to successfully plan, write, prepare and conduct a 90 second pitch of an idea for starting a company (which they will explore in Research & Innovation). Their idea will be pitched to a select group of ‘dragons’ from both HZ and the wider business community in the Dragon’s Den format. For weeks 6-7 students will begin to learn the theory and vocabulary behind attending business meetings in preparation for block 3 which is aligned with Starting a Company.					
Course learning outcomes: Students work towards a B2/C1 level according to CEFR. More information can be found on Learn in the section ‘CEFR – Language competence and Codes’ which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr & https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Oral assessment	90 sec Pitch	80%	5.5	B2.5; B2.10
TOETS02 (VT)	Portfolio	Meeting	20%	5.5	B2.8; B2.8

Block / Semester: S2					
CU34007V22	Title: Business & Shareholder Meeting Skills				
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course is aligned with and complements the skills students will be putting into practice in Starting a Company CU34557. Students will implement the practical part of conducting business meetings.. This will include weekly reflections of the previous week's meetings, emphasising teamwork, good record keeping, best practices and how to professionally and courteously convey your views/position to achieve your aims within a given meeting. This course will integrate both the theoretical and practical aspects of conducting business and shareholder meetings.					
Course learning outcomes: Students work towards a B2/C1 level according to CEFR. More information can be found on Learn in the section 'CEFR – Language competence and Codes' which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr & https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Oral assessment	Meetings	100%	5.5	B3 ongoing; B4 ongoing

Block / Semester: S2					
CU34008V22		Title: Presentations - advanced			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course builds on presenting skills acquired in the first year to deepen and widen the knowledge and application of students presenting skills to ensure they understand the target audience, how to best engage their audience and to deliver the intended message in a clear and succinct manner. Students will combine the use of technology to present information in a user friendly and easily understandable format with good oratory skills as they prepare to go on their internships.					
Course learning outcomes: Students work towards a B2/C1 level according to CEFR. More information can be found on Learn in the section 'CEFR – Language competence and Codes' which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr & https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Presentation (individual)	Presentation (individual)	100%	5.5	B4.8; B4.10

Block / Semester: S1					
CU34531V20		Title: Career, Jobs & Networking			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course serves as preparation for applying for internships and future jobs and gives the student insights in practical ways to build their professional profile and expand their network. The lectures address the trends and developments in the world around us and workshops will be targeted at your own career development and 'personal branding'. Nowadays it is more important that people can find you online and have a good impression of what you are capable of. One or two workshops will be given in cooperation with The Work Zone, which is the HZ internship and employment agency.					
Course learning outcomes: At the end of this course, the student can 1) understand personal branding 2) know what they are capable of 3) apply for internships and future jobs PLOs: WW4; LW8; TWM24					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Portfolio	Portfolio	100%	5.5	B1.8; B1.10

Block / Semester: S2					
CU34534V23		Title: Customer Relationship Management			
Course information					
Amount of study credits: 3			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course offers an overview of the key competences required by a client-focused organisation. Important topics such as knowledge of the customer, value segmentation and value creation, contact strategies and the interdependency of these topics are addressed. Students acquire knowledge by studying the literature independently and they will search for practical applicability in a case study. In a project team, they create a plan for improving the organisation and making it more customer oriented.					
Course learning outcomes: At the end of this course, the student can: 1)understand the key competences required by a client-focused organisation 2)apply knowledge about CRM to a practical case PLO: TWM16					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Assignment (group)	Group assignment	80%	5.5	B4.8; B4.10
TOETS02 (VT)	Assignment (individual)	Individual conclusion	20%	5.5	B4.8; B4.10

Block / Semester: S1					
CU34540V23		Title: International Economics			
Course information					
Amount of study credits: 3			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: We are confronted by current affairs on a daily basis. Economic issues, such as tariffs, taxes, government subsidies, labour strikes, public service costs, company failures all inform our lives to some extent. These issues can merely be viewed as a series of single occurrences or can be analysed for cause and effect, thereby providing a theoretical framework for future reference, and then there was Covid-19, an apparently non-economic issue, which has turned our lives upside down. The purpose of this course is to examine economic theories put forward by 7 economists that we can use to explain (or not) some of what is going on all around us today. The course is set against a backdrop of current liberal views and the 'free market' ideas of Adam Smith. We will be able to see that even 100 years ago economists were questioning such ideas and creating models to explain the market failures we, in the 21st century, regard as urgent matters to be solved at an international level, while some of their colleagues continued to defend the supremacy of the old world.					
Course learning outcomes: Upon completion of this course students will be able to discuss: <div><div>1.</div><div>Comparative advantage and international trade (Ricardo)</div></div> <div><div>2.</div><div>Negative externalities (Pigou)</div></div> <div><div>3.</div><div>Government borrowing (Keynes)</div></div> <div><div>4.</div><div>Liquidity in economic downturns (Friedman)</div></div> <div><div>5.</div><div>Game theory business solutions (Nash)</div></div> <div><div>6.</div><div>Wage growth (Robinson)</div></div> <div><div>7.</div><div>The 21st century doughnut (Raworth)</div></div> PLOs WT1,2,3, WW6 & 7, and LW9 & 12					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Written test	50%	5.5	B1.9; B2.10
TOETS02 (VT)	Presentation (group)	Presentation	50%	5.5	B1.9

Block / Semester: S1					
CU34530V20		Title: Management Accounting			
Course information					
Amount of study credits: 3			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course will provide you with the basic Management Accounting tools to calculate organizational and team performance and advise management on current and future performance. Using realistic business problems the student will apply the cost-volume-profit analysis, (capital) budgeting, job costing using the AC/DC method, (indirect) costs allocation with the ABC breakdown and variance analysis. It is important to train calculations skills and critical thinking skills to understand what the results mean for the organization performance.					
Course learning outcomes: At the end of this course the student can: 1) calculate organisational and team performance 2) advise management on current and future performance 3) apply calculation skills PLOs: WT3; WW6; LW12; TWM24					
Compulsory literature: Accounting and Finance: an Introduction, Harlow, 10th edition, ISBN: 9781292204482, Cost: €60.00, To be used for other courses in Year 1 and Year 2. Edition 9 also accepted.					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Criterion-referenced assessment	Business case based Interview	100%	5.5	B1.9; B1.10

Block / Semester: S1					
CU34529V23		Title: Organisational Behaviour			
Course information					
Amount of study credits: 3			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: During the Organisational Behaviour (OB) classes the student will learn (more) about and discuss specific topics to analyse how a team in an organisation deals with change, in theory and practice. The practical assignment is done in a group and therefore PLOs ‘ways of working’ and ‘living in the world’ are involved. However, tests are based on testing knowledge & understanding of selected topics.					
Course learning outcomes: At the end of the course, the student can <div><div></div><div><div>1.</div><div>find, with a research group of fellow students, a suitable company and build a relevant case study to assess the impact of change on team level</div></div><div><div>2.</div><div>critically review the theories and select concepts for the case study assignment</div></div><div><div>3.</div><div>participate pro-actively and in a committed way in a group process</div></div><div><div>4.</div><div>basically understand what the theories presented in class are about</div></div><div><div>5.</div><div>reflect on the findings and conclusions, and his/her contribution to the group process</div></div><div><div>6.</div><div>relate the learning experience about organisational behaviour to his/her personal goals and expectations about working with people in a company</div></div></div>					
PLOs: WT1, WT3, WW6, WW7, LW12, K LW13, LW14, TWM 23, TWM24					
Compulsory literature: Essentials of Organizational Behavior, Robbins, S.P., Judge, T.A., 14th edition, ISBN: 9 781292 221410, Cost: €64.00, (Mind the ISBN number! Price from Studystore.)					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Assignment (individual)	Research report	60%	5.5	B1.8; B1.10
TOETS02 (VT)	Written knowledge test	Theory test	40%	5.5	B1.9; B1.10

Block / Semester: S1					
CU34533V23		Title: Quantitative Research			
Course information					
Amount of study credits: 3			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: The course Quantitative Research preceeds Student Company. Students will learn how to create a good survey and how to analyse the results, applying descriptive and analytical statistics. They will also practice visualisation of data in an attractive way. Students must be able to set up a proper survey for researching their SC idea.					
Course learning outcomes: At the end of this course students will be able to understand the basics of doing quantitative research, analyse outcomes of a survey and visualise these in a business-like way and to create a good survey themselves. PLOs: WW6,7; TWM24					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Applied Theory	60%	5.5	B2.8; B2.10
TOETS02 (VT)	Presentation (individual)	Practice (data analysis)	20%	5.5	B2.4; B2.10
TOETS03 (VT)	Assignment (group)	Creating a survey	20%	5.5	B2.8; B2.10

Block / Semester: S1					
CU34532V20		Title: Research & Innovation			
Course information					
Amount of study credits: 4			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: Students will engage in research techniques to understand what problems exist in the marketplace and innovation toward the development of a product or a service that they believe will both solve one of the problems they have identified and is marketable. Students must demonstrate level-appropriate research and analysis skills and satisfactory ability to problem-solve in an innovative way. Pitching skills will used and students will participate in a competition at the end of the block where the best ideas will be chosen for the student company program.					
Course learning outcomes: At the end of this course students will be able to: <ul style="list-style-type: none">• Use research techniques to understand what problems and opportunities exist in the marketplace• Use structured innovation techniques to develop a marketable product or a service idea in response to identified problems and opportunities• Possess level-appropriate research and analysis skills• Possess a satisfactory ability to problem-solve in an innovative way• Develop and present a business competition product concept pitch					
PLOs: WT1,2;WW6; LW9,12; TWM15					
Compulsory literature: Marketing: Theory, Evidence, Practice, Byron Sharp, 1st edition, ISBN: 9780195573558, This book is also used in the IB1 core course, "Market Research" Value Proposition Design, A. Osterwalder, Y. Pigneur, ISBN: 9781118968055, This book is also used in IB1 core course "CCI"					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Assignment (individual)	Documentation journey to product/idea	50%	5.5	B2.6; B2.10
TOETS02 (VT)	Oral assessment	Dragon's Den	50%	5.5	B2.6; B2.10

Block / Semester: S2					
CU34557V20		Title: Student Company Starting a business			
Course information					
Amount of study credits: 9			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content:					
Students will engage in a multi-disciplinary approach to creating a plan for investors. Various business models will be discussed and students will be challenged with a short timeline. Knowledge of approaches to creating a business plan and ability to execute on its creation will be tested. Marketing Plan: This course focuses on the planning and implementation activities generally associated with the marketing planning process. Students will craft a strategic marketing plan using research collected about the marketplace and their student company internal environment. Tactics (activities) will be selected that the team agrees will best help them to reach their student company goals. Students must demonstrate an ability to forecast the impact of these activities and predict what outcomes will be achieved (marketing objectives). The marketing plan will become a part of the student company business plan. Student knowledge of theory will be tested at the end of the block. Financial Plan: In this course, student company teams will create an honest financial snapshot of where they are and where they reasonably hope to go, (providing they secure the funding you need) (Cremades, 2018). The end result will be the financial plan for the student company business plan. You will create: a current balance sheet, financial forecast for the business cycle, break-even analysis, cash flow projections, income and expenses, startup costs and funding requests. A funding statement will include repayment schedule, use of funds, and the milestones you expect to achieve by then. Operational Plan: Students will craft a strategic operations plan using research collected. Decisions about operations and processes, supply chain partners and policy that the team agrees will best help them to reach their student company goals will be made. Students must demonstrate an ability to forecast the impact of their decisions and predict what outcomes will be achieved. The operations plan will become a part of the student company business plan. Managerial and Organisational Plan: This course is destined at providing instructions for the section of your business plan that addresses management and organisation. This section will help you to identify the student companies' needs, and demonstrate to investors and other licensing bodies and agencies that the student company is the team to get this job done. It basically shows the team's management and industry experience and who will do what (Cremades, 2018, on forbes.com).					
Preconditions: Successfully completed Starting a Business and follow Closing a Business afterwards.					
Course learning outcomes:					
At the end of this course students will be able to:					
<ul style="list-style-type: none">• Demonstrate entrepreneurial skills• Build relationships• Show professionalism in a business setting• Work within a team• Fulfill their student company role• Execute on the business plan• Adapt to changing circumstances• Communicate and conduct themselves in a professional manner					
PLOs: WT2; WW6; LW9,11-13; TWM15,21, 19, 22 and WW4					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Assignment (group)	Marketing Plan	17%	5.5	B3.5; B3.6
TOETS02 (VT)	Assignment (group)	Operational Plan	17%	5.5	B3.5; B3.6
TOETS03 (VT)	Assignment	Financial Plan	17%	5.5	B3.5; B3.6

	(group)				
TOETS04 (VT)	Assignment (group)	Managerial Plan	17%	5.5	B3.5; B3.6
TOETS05 (VT)	Assignment (group)	Business Plan	32%	5.5	B3.5; B3.6

Block / Semester: S2					
CU34555V20		Title: Student Company Running a business			
Course information					
Amount of study credits: 4			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: Students will be evaluated on their demonstration of entrepreneurial skills, relationship building, and professionalism in a business setting. Students will demonstrate, through multiple weekly touchpoints and the shareholders’ meeting, their ability to: work within a team, fulfill their student company role, execute on the business plan, adapt to changing circumstances, and communicate and conduct themselves in a professional manner.					
Preconditions: Successfully completed Starting a Business and follow Closing a Business afterwards.					
Course learning outcomes: At the end of this course students will be able to: <ul style="list-style-type: none">• Demonstrate entrepreneurial skills• Build relationships• Show professionalism in a business setting• Work within a team• Fulfill their student company role• Execute on the business plan• Adapt to changing circumstances• Communicate and conduct themselves in a professional manner					
PLOs: WT2;WW6; LW9,11-13; TWM16,20,21					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Oral assessment	Feedback methods mastery	20%	5.5	B4.4
TOETS02 (VT)	(Workplace) Assessment	Progress assessment by Coach	40%	5.5	B4.3
TOETS03 (VT)	Practical exercise	Peer assessment behaviour + contribution	40%	5.5	B4.6

Block / Semester: S2					
CU34556V20		Title: Student Company Closing a business			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: Students will be evaluated on their demonstration of successful company performance against their business plan. Students will reflect on their own role and performance within the company and that of their teammates. The submission of a professionally-written and accurate annual report will also assess collaboration and report-writing skills. Professionalism in communication and conduct will be evaluated in the context of interaction with coaches during the liquidation as well as in the final shareholders' meeting.					
Preconditions: having successfully finished Starting a business and Running a business.					
Course learning outcomes: At the end of this course students will be able to: <ul style="list-style-type: none">• Demonstrate successful company performance against their business plan• Reflect on their own role and performance within the company and that of their teammates• Collaborate• Write a professional annual report• Professionally interact with (external) coaches and shareholders PLOs: WW4,6;LW9,11-13; TWM18,21					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Assignment (group)	Annual Report	60%	5.5	B4.8; B4.10
TOETS02 (VT)	Practical exercise	Shareholders' meeting: report on returns	20%	5.5	B4.7
TOETS03 (VT)	Assignment (group)	Liquidation	20%	5.5	B4.11

IB Year 2 Additional Languages

Block / Semester: S1					
CU34345V21		Title: DE05 - Deutsch 5			
Course information					
Amount of study credits: 2			Language: German		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: (Business) German Level B1 from CEF					
<ul style="list-style-type: none">Understands the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc.Deals with most situations likely to arise whilst travelling in an area where the language is spoken					
Books chapters 1, 3, 4 and part of 2					
Course learning outcomes: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR-GR, VR, GA, VC, PC, OC, COH, SF at B1-level					
Compulsory literature: DaF im Unternehmen Kursbuch B1/B2, latest edition, Grosser, ISBN: 9789462931817, Cost: €40.00, Books will be used in all blocks until graduation. Includes online audio and videos. DaF im Unternehmen Übungsbuch B1/B2, latest edition, Grosser, ISBN: 9789462931824, Cost: €31.00, Books will be used in all blocks until graduation. Includes online audio and videos.Exerc. book must be unused!					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Oral assessment	Telephone conversation Ch 1-4	90%	5.5	B1.9; B2.10
TOETS02 (VT)	Assignment (individual)	Handin exercises done&corr	10%	5.5	B1.7; B2.7

Block / Semester: S1					
CU34346V21		Title: DE06 - Deutsch 6			
Course information					
Amount of study credits: 2			Language: German		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: (Business) German Level B1 from CEF					
<ul style="list-style-type: none">Understands the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc.Deals with most situations likely to arise whilst travelling in an area where the language is spoken					
Books chapters 6, 7, 8 and part of 5					
Course learning outcomes: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR-GR, VR, GA, VC, PC, OC, COH, SF at B1-level					
Compulsory literature: DaF im Unternehmen Kursbuch B1/B2, latest edition, Grosser, ISBN: 9789462931817, Cost: €40.00, Books will be used in all blocks until graduation. Includes online audio and videos. DaF im Unternehmen Übungsbuch B1/B2, latest edition, Grosser, ISBN: 9789462931824, Cost: €31.00, Books will be used in all blocks until graduation. Includes online audio and videos.Exerc. book must be unused!					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Written test gramm+vocab Ch 5-8	90%	5.5	B2.8; B3.10
TOETS02 (VT)	Assignment (individual)	Handin exercises done&corr	10%	5.5	B2.7; B3.7

Block / Semester: S2					
CU34347V22		Title: DE07 - Deutsch 7			
Course information					
Amount of study credits: 2			Language: German		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: (Business) German Level B1/B2 from CEF					
<ul style="list-style-type: none">Understands the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc.Deals with most situations likely to arise whilst travelling in an area where the language is spoken					
Books chapters 9-11 and part of 20					
Course learning outcomes: The student can communicate in German, level B1CEF, has a command of (Business) vocabulary and grammar, can write job applications, CVs, present a company and hold job interviews. Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR-GR, VR, GA, VC, PC, OC, COH, SF at B1-level					
Compulsory literature: DaF im Unternehmen Kursbuch B1/B2, latest edition, Grosser, ISBN: 9789462931817, Cost: €40.00, Books will be used in all blocks until graduation. Includes online audio and videos. DaF im Unternehmen Übungsbuch B1/B2, latest edition, Grosser, ISBN: 9789462931824, Cost: €31.00, Books will be used in all blocks until graduation. Includes online audio and videos.Exerc. book must be unused!					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Oral assessment	Interview internship	90%	5.5	B3.9; B4.10
TOETS02 (VT)	Portfolio	Portfolio ch 9,10,11,20	10%	5.5	B3.7; B4.7

Block / Semester: S2					
CU34348V22		Title: DE08 - Deutsch 8			
Course information					
Amount of study credits: 2			Language: German		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: (Business) German Level B2 from CEF					
<ul style="list-style-type: none">Understands the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc.Deals with most situations likely to arise whilst traveling in an area where the language is spoken					
Books chapters 12, 15+16					
Course learning outcomes: Students work towards B2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR, VR, GA, VC, PC, OC, COH, SF at B2-level					
Compulsory literature: DaF im Unternehmen Kursbuch B1/B2, latest edition, Grosser, ISBN: 9789462931817, Cost: €40.00, Books will be used in all blocks until graduation. Includes online audio and videos. DaF im Unternehmen Übungsbuch B1/B2, latest edition, Grosser, ISBN: 9789462931824, Cost: €31.00, Books will be used in all blocks until graduation. Includes online audio and videos.Exerc. book must be unused!					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Written test gramm,vocab,mails Ch 12,15,16	90%	5.5	B4.9; B4.10
TOETS02 (VT)	Portfolio	Portfolio ch 12, 15, 16	10%	5.5	B4.7; B4.10

Block / Semester: S1					
CU34310V23		Title: ES05 - Español 5			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content:					
Content: This course provides intermediate Spanish language training for business use and is for students who have completed "Spanish 4." Students work toward the attainment of Spanish CEF level B1 which includes the following: <ul style="list-style-type: none">• Deal with most situations likely to arise whilst travelling in an area where the language is spoken• Understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, business, etc.• Produce simple connected text on topics which are familiar or business interest• Describe experiences and events, dreams, hopes and ambitions and briefly give reasons and explanations for opinions and plans					
Course learning outcomes: Prepare the student for a minor or work placement in Spain in Y3. Students work toward the attainment of General Spanish CEFR level B1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
Compulsory literature: Meta profesional 1, Use the book you bought for Year 1					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Written Test	100%	5.5	B1.9; B2.10

Block / Semester: S1					
CU34311V23		Title: ES06 - Español 6			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course provides intermediate Spanish language training for business use and is for students who have completed "Spanish 5." Students work toward the attainment of Spanish CEF level B1 which includes the following: <ul style="list-style-type: none">• Understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc.• Deal with most situations likely to arise whilst travelling in an area where the language is spoken• Produce simple connected text on topics which are familiar or of personal interest• Describe experiences and events, dreams, hopes and ambitions and briefly give reasons and explanations for opinions and plans This course covers chapters 3 and 4 of the book Meta profesional 2.					
Course learning outcomes: Prepare the student for a minor or work placement in Spain in Y3. Students work toward the attainment of General Spanish CEFR level B1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
Compulsory literature: Meta profesional 2 (Edición internacional), Libro del alumno (para las clases), Cost: €50.00, To be used for ES06, ES07 and ES08					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Oral assessment	Oral	50%	5.5	B2.8; B3.10
TOETS02 (VT)	Written knowledge test	Written exam grammar and vocabulary	50%	5.5	B2.8; B3.10

Block / Semester: S2					
CU34337V23		Title: ES07 - Español 7			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course provides intermediate Spanish language training for business use and is for students who have completed "Spanish 6." Students work toward the attainment of Spanish CEF level B1 which includes the following: <ul style="list-style-type: none">• Understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc.• Deal with most situations likely to arise whilst travelling in an area where the language is spoken• Describe and produce experiences and events, dreams, hopes and ambitions and briefly give reasons and explanations for opinions and plans * Produce connected texts on topics concerning business events This course covers chapters 5 and 6 of the book Meta profesional 2.					
Course learning outcomes: Prepare the student for a minor or work placement in Spain in Y3 Students work toward the attainment of General Spanish CEFR level B1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
Compulsory literature: As for ES06					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Written Test	100%	5.5	B3.9; B4.10

Block / Semester: S2					
CU34338V22		Title: ES08 - Español 8			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course provides intermediate Spanish language training for business use and is for students who have completed "Spanish 7." Students work toward the attainment of the following: <ul style="list-style-type: none">• Understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, business, etc.• Deal with most situations likely to arise whilst travelling in an area where the language is spoken• Describe and produce experiences and events, dreams, hopes and ambitions and briefly give reasons and explanations for opinions and plans * Produce connected texts on topics concerning business events This course covers chapters 7 and 8 of the book Meta profesional 2.					
Course learning outcomes: Prepare the student for a minor or work placement in Spain in Y3 More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
Compulsory literature: As for ES06					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Oral assessment	Oral	50%	5.5	B4.8 and B4.9; B4.10
TOETS02 (VT)	Written knowledge test	Written test	50%	5.5	B4.9; B4.10

Block / Semester: S1					
CU34312V21		Title: FR05 - Français professionnel 1			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course will offer you communicative challenges in professional situations. Oral and written Language Tasks will invite you to display your language skills in authentic, recognizable situations (Product presentation at a B2B fair). During the lessons the instructor will regularly give feedback on Tasks that have been made and provide you with useful grammatical and idiomatic information that you need to be successful in completing the oral exam.					
Course learning outcomes: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
CEF codes IB Test 1-OLC, OSI, OSP, VR, GA, PC, COH, SF Test 2-OWP, OWI, LR, GA, VC					
Compulsory literature: As for FR02, in your first year					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Oral assessment	Speaking Test	90%	5.5	B1.9; B2.10
TOETS02 (VT)	Portfolio	Portfolio	10%	5.5	B1.9; B2.10

Block / Semester: S1					
CU34313V21		Title: FR06 - Français professionnel 2			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course will offer you communicative challenges in professional situations. Oral and written Language Tasks will invite you to display your language skills in authentic, recognizable situations (selling a product). During the lessons the instructor will regularly give feedback on Tasks that have been made and provide you with useful grammatical and idiomatic information that you need to be successful in completing the written exam.					
Course learning outcomes: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
CEF codes IB: Test 1-OWI, VR, GA, PC, COH Test 2-OWP, OWI, LR, GA, VC					
Compulsory literature: As for FR02, in your first year					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Tentamen	Writing Test	90%	5.5	B2.8; B3.10
TOETS02 (VT)	Portfolio	Portfolio	10%	5.5	B2.8; B3.10

Block / Semester: S2					
CU34340V21		Title: FR07 - Français professionnel 3			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course will offer you communicative challenges in professional situations. Oral and written Language Tasks will invite you to display your language skills in authentic, recognizable situations (job / internship interview). During the lessons the instructor will regularly give feedback on Tasks that have been made and provide you with useful grammatical and idiomatic information that you need to be successful in completing the oral exam.					
Course learning outcomes: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
CEF codes IB: Test 1-OLC, OSI, OSP, VR, GA, PC, COH, SF Test 2-OWP, OWI, LR, GA, VC					
Compulsory literature: As for FR02, in your first year					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Oral assessment	Oral (10min)	90%	5.5	B3.9; B4.10
TOETS02 (VT)	Portfolio	Portfolio	10%	5.5	B3.9; B4.10

Block / Semester: S2					
CU34339V21		Title: FR08 - Français professionnel 4			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course will offer you communicative challenges in professional situations. Oral and written Language Tasks will invite you to display your language skills in authentic, recognizable situations (cultural issues in every life). During the lessons the instructor will regularly give feedback on Tasks that have been made and provide you with useful grammatical and idiomatic information that you need to be successful in completing the oral exam.					
Course learning outcomes: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
CEF codes IB: Test 1-OLC, OSI, OSP, VR, GA, PC, COH, SF Test 2-OWP, OWI, LR, GA, VC					
Compulsory literature: As for FR02, in your first year					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Oral assessment	Speaking test	90%	5.5	B4.9; B4.10
TOETS02 (VT)	Portfolio	Portfolio	10%	5.5	B4.9; B4.10

Block / Semester: S1					
CU34355V22		Title: NL05 - Nederlands 5			
Course information					
Amount of study credits: 2			Language: Dutch		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course provides intermediate Dutch training for business use for non-native speakers who have already attained CEF level A2. Students attend 2 X 1 hours of class each week for 7 weeks. This course will offer you communicative and written exercises in professional situations. Approximately 40 hours of independent study are necessary to pass this course. This course covers the first 2 chapters of the book <i>Ter Zake</i> . This book provides you with (website) exercises to improve and train your language skills: reading, listening, speaking and writing. Students complete a project which is discussed and presented during an oral exam.					
Course learning outcomes: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e . Students who successfully complete this course will be halfway to CEF level B1.					
CEF- codes IB: OLC, ORC, OSI, GA, VR, VC, PC, OC, COH					
Compulsory literature: Ter Zake, L. Bekkers and S. Mennen, ISBN: 9789054510277, Cost: €55.00, Book to be used in all blocks of Y2					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Chapters 1 and 2 from Ter Zake	75%	5.5	B1.9; B2.10
TOETS02 (VT)	Presentation (individual)	Presentation and questioning	25%	5.5	B1.9; B2.10
TOETS03 (VT)	Portfolio	Taalmaatje	0%	5.5	B1 ongoing

Block / Semester: S1					
CU34356V23		Title: NL06 - Nederlands 6			
Course information					
Amount of study credits: 2			Language: Dutch		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: Students attend 2 x 1 hours of class each week for 7 weeks. Approximately 40 hours of independent study are necessary to pass this course. This course covers chapters 3 and 4 of the book <i>Ter Zake</i> . This book provides you with (website) exercises to improve and train your language skills: reading, listening, speaking and writing. Students complete a project which is discussed and presented during an oral exam.					
Course learning outcomes: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e . Students who successfully complete this course attain CEF level B1.					
CEF- codes IB: OLC, ORC, OSI, OWI, OWP, GA, VR, VC, PC, COH					
Compulsory literature: Ter Zake, L. Bekkers and S. Mennen, ISBN: 9789054510277, Cost: €55.00, Book to be used in all blocks of Y2					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Chapters 3 and 4 from Ter Zake	75%	5.5	B2.8; B3.10
TOETS02 (VT)	Presentation (individual)	Presentation	25%	5.5	B2.8; B3.10

Block / Semester: S2					
CU34357V22		Title: NL07 - Nederlands 7			
Course information					
Amount of study credits: 2			Language: Dutch		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course provides advanced Dutch training for non-native speakers who have already attained CEF level B1. Students attend 2 x1 hours of class each week for 7 weeks. Approximately 40 hours of independent study are necessary to pass this course. This course covers the last chapter of the book <i>Ter zake</i> . This book provides you with (website) exercises to improve and train your language skills: reading, listening, speaking and writing. Students complete a project which is discussed and presented during an oral exam.					
Course learning outcomes: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e . Students who successfully complete this course will be halfway to CEF level B2. CEF- codes IB: ORC, OWI, OSP, OWP, GA, LR, VC, PC, SF, COH					
Compulsory literature: Ter Zake, L. Bekkers and S. Mennen, ISBN: 9789054510277, Cost: €55.00, Book to be used in all blocks of Y2					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Chapter 5 from Ter Zake	75%	5.5	B3.9; B4.10
TOETS02 (VT)	Presentation (individual)	Presentation	25%	5.5	B3.9; B4.10

Block / Semester: S2					
CU34358V22		Title: NL08 - Nederlands 8			
Course information					
Amount of study credits: 2			Language: Dutch		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course provides advanced Dutch training for non-native speakers who are halfway to CEF level B2. Students attend 2 * 1 hours of class each week for 7 weeks. The course Dutch 8 is the eighth course in the Dutch Track and cannot be followed separately. Approximately 40 hours of independent study are necessary to pass this course. The teacher provides with material along with (website) exercises to improve and train your language skills: reading, listening, speaking and writing. Students work on a portfolio throughout this course which will describe and prove their Dutch-learning progress.					
Course learning outcomes: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e . In this course you will improve your business communication, both spoken and written. Intercultural communication and business language, both spoken and written, will be part of the course.					
CEF- codes IB: OLC, ORC, OSI, OWI, OSP, GA, VR, PC, OC, COH, SF					
Compulsory literature: Ter Zake, As rest of Y2, As rest of Y2					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Presentation (individual)	Presentation	90%	5.5	B4.9; B4.10
TOETS02 (VT)	Assignment (individual)	Weekly tests	10%	5.5	

IB Year 2 Additional Hybrid and Business courses

Block / Semester: S1					
CU34612V20		Title: IB Autonomous Learning 3			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation: Having submitted a proposal before the deadline on Learn and received approval.					
Brief description of course content: IB students with no German, Spanish, French or Dutch in their curriculum will widen their knowledge and increase their autonomous learning skills by Personal Professional Learning and Development. Information about activities such as projects, MOOCS and books can be found on the Learn-pages.					
Course learning outcomes: Autonomously acquiring new knowledge within the domain of the study programme by means of following a Massive Open Online Course, reading a book, or executing a project. Connecting the independently acquired knowledge with the Programme Learning Outcomes of the IB Study Programme. In case of a project: Collaborating intensively and effectively with fellow students on a project that falls within the framework of the PLOs. Depending on the selected MOOC, book or project, the student's MOOC Study or active participation in an IB Project contributes to the realisation of one or more Programme Learning Outcomes. PLO WT1, WW6 takes centre stage both in MOOC Studies and in IB Projects. PLO LW8 is likewise very prominent in IB Projects.					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Assignment (individual)	Reflection-Defence plus detailed timesheet	100%	5.5	B1.9; B1.10

Block / Semester: S1					
CU34613V20		Title: IB Autonomous Learning 4			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation: Having submitted a proposal before the deadline on Learn and received approval.					
Brief description of course content: IB students with no German, Spanish, French or Dutch in their curriculum will widen their knowledge and increase their autonomous learning skills by Personal Professional Learning and Development. Information about activities such as projects, MOOCS and books can be found on the Learn-pages.					
Course learning outcomes: Autonomously acquiring new knowledge within the domain of the study programme by means of following a Massive Open Online Course, reading a book, or executing a project. Connecting the independently acquired knowledge with the Programme Learning Outcomes of the IB Study Programme. In case of a project: Collaborating intensively and effectively with fellow students on a project that falls within the framework of the PLOs. Depending on the selected MOOC, book or project, the student's MOOC Study or active participation in an IB Project contributes to the realisation of one or more Programme Learning Outcomes. PLO WT1, WW6 takes centre stage both in MOOC Studies and in IB Projects. PLO LW8 is likewise very prominent in IB Projects.					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Assignment (individual)	Reflection-Defence plus detailed timesheet	100%	5.5	B2.8; B2.10

Block / Semester: S2					
CU34631V23		Title: Legal Operations and Compliance for Business			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content:					
<ul style="list-style-type: none">• Legal forms of Companies• Legal life of a company (from creation until Liquidation)• Intellectual Property Rights• Data Protection.• Competition Law• Legal Compliance					
Course learning outcomes:					
<ul style="list-style-type: none">• Highlighting the importance of Corporate Compliance in any kind of business especially in the context of their student company course.• Familiarize students with liability risks of business operations.• Informing students about the legal restrictions for firms operating nationally and/or internationally working in a national and/or internal environment.					
PLO: WT3					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Written knowledge test	Multiple choice questions	100%	5.5	B3.8; B3.10

Block / Semester: S2					
CU34632V20		Title: Circular Supply Chains			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: Students will play a simulation game in this course, called The Blue Connection. It engages participants in the transformation from a linear to a circular value chain by implementing a circular strategy for a virtual e-bike manufacturer.					
Course learning outcomes: The students <ul style="list-style-type: none">learn to represent the functional roles of VP Finance, VP Purchasing, VP Supply Chain, and VP Sales.experience the circular way of doing business for a sustainable future. Related to PLOs WT1, WT3, TWM19 and TWM21					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Portfolio	Portfolio	100%	5.5	B4.7; B4.10

Block / Semester: S1					
CU34605V20		Title: IB Focus 05-Behaviour & Performance			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: Considering that the capacity for self-management is a basic requirement for many other activities in your life and influences your success in future professional roles, we will dedicate this module's Business Focus to 'The 7 Habits of Highly Effective People', based on the best-selling book of Stephen Covey. Each week we will explore one habit. Working on all habits one-by-one and eventually together will give you a strong character ethic and foundation for further valuable professional development.					
Course learning outcomes: <ul style="list-style-type: none">• Understand how you can change your own behavior & thereby the outcomes• Know what way you build healthy fundamental habits and can assess which ones are useful• Be aware of how you can create and maintain good social relationships including a constructive relationship with yourself PLOs LW8, LW9					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Paper	Write business management article	100%	5.5	B1.9; B2.1

Block / Semester: S1					
CU34606V20		Title: IB Focus 06-Walking the Line			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course focuses on ethics in business.					
Course learning outcomes: During this course, students will develop understanding and respect via dialogue and argumentative essay writing the different perspectives for choices and respect for different views.					
Compulsory literature: Provided by teacher: Harvard Lecture materials, Ethical Theory and discussions on 'What is the right thing to do?'					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Portfolio	Portfolio	100%	5.5	B2.8; B2.10

Block / Semester: S2					
CU34607V20		Title: IB Focus 07-Company Failure			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: During these classes and assignments that run parallel to Student Company students will analyse both failed start-ups and bigger companies, and draw learnings from that for their own company.					
Course learning outcomes: At the end of this course, the student can: <ul style="list-style-type: none">• understand mechanisms of failure• critically assess factors of company failure• use the appropriate professional vocabulary to describe factors of failure• assess a company for exposure to failure• compare companies' failure by means of creating graphs and infographics					
Compulsory literature: All material provided by the teacher via Learn; stages of decline inspired by the bestseller "How the mighty fail" by J. Collins					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Portfolio	Portfolio	100%	5.5	B3.8; B3.10

Block / Semester: S2					
CU34608V20		Title: IB Focus 08-Company Success			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: During these classes and assignments that run parallel to Student Company students will think about what success means to them. They will also analyse successful start-ups and draw learnings from that for their own company.					
Course learning outcomes: At the end of this course students will be able to: <ul style="list-style-type: none">• Give an overview of reasons why companies (not only start ups) succeed• Recognize patterns that predict future success• Elaborate on their own in-depth, personal vision of success					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Portfolio	Portfolio	100%	5.5	B4.8; B4.10

IB Year 3

Block / Semester: S1	
Block / Semester: S2	
CU34796V21	Title: Minor
Course information	
Amount of study credits: 30	Language: English Dutch French German Spanish
Conditions for course participation:	
Conditions for test participation:	
Brief description of course content: A Minor forms a coherent package of courses and comprises 30 ECTS. It is an addition to your Major, either deepening or broadening your knowledge. You are free to choose any course, but you have to respect the following rules:	
Business Track: For students who follow the Business Track: You may follow courses taught in any language that you have a good understanding of.	
Hybrid Track: For students who follow the Hybrid Track: You do your Minor in a country that has the target language (Spanish, French, German, Dutch) as a working language, and your 3rd year internship in any language that you have a good understanding of, or the other way around.	
Language Track: For students who follow the Language Track: You do your Minor in a country that has the target language (Spanish, French, German, Dutch) as a working language, and your 3rd year internship in the other target language that you study, or the other way around.	
Contents Business Track: Courses should not be identical to courses that you followed in year 1 or 2 of your home program. Courses must be chosen at Bachelor level, so from the 3rd and/or 4th year program of the receiving institution. If well motivated, you can choose one 1st and one 2nd year course.	
Contents Hybrid Track: For students who follow the Hybrid Track: You follow all courses taught in Spanish or French or German or Dutch, depending on the country where you will do your Minor. 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.	
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. 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.					
Course learning outcomes:					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Certificate	Assignment - Transcript	100%	5.5	

Block / Semester: S1					
Block / Semester: S2					
CU34790V20		Title: Work Placement A			
Course information					
Amount of study credits: 15			Language: English Dutch French German Spanish		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: The focus of the first part of the internship is to find your place & role in the organisation, check & update your personal skills, and align expectations with your in-company supervisor(s). During the first 10-11 weeks of the cooperative work placement you participate in a team, execute well-defined tasks and learn to effectively perform under company supervision in an international organisation. After 10-11 weeks you evaluate your achievements and based on your reflections you describe how the learning experience will be transferred to the 2nd part of the work placement, formulating a new or revised set of learning goals and presenting the POA of a light research assignment. The six learning objectives must be selected as follows: one from Ways of Thinking, one from Ways of Working, two from Ways of Living, two from Working & Management Tools.					
Course learning outcomes: At the end of this course, you can: <div><div>1.</div><div>work in a relevant business environment</div></div> <div><div>2.</div><div>train selected competencies linked to programme learning outcomes (PLOs)</div></div> <div><div>3.</div><div>plan and execute different assignments and projects for a period of 21 weeks (covering WPI A and B) in close cooperation with the in-company supervisor</div></div> <div><div>4.</div><div>carry out activities according to a plan</div></div> <div><div>5.</div><div>adjust a plan when necessary</div></div> <div><div>6.</div><div>reflect on your achievements and learned skills after evaluating the learning goals based on PLOs and describe how the learning experiences and learned skills might be applied in future (working) situations</div></div>					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)		Approval	0%	-	Before the start of the work placement
TOETS02 (VT)		10-week activity plan	0%	-	Two weeks after the start of the work placement
TOETS03 (VT)		Interim report	100%	5.5	Ten weeks after the start of the work placement

Block / Semester: S1					
Block / Semester: S2					
CU34791V20		Title: Work Placement B			
Course information					
Amount of study credits: 15			Language: English Dutch French German Spanish		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: The focus of the second part of the internship is to organize and execute a research that will contribute to the organisation. The POA of this research was published in and approved with the interim report. During the second 10-11 weeks of the cooperative work placement you participate more independently in the same or other team, execute well-defined tasks taking more responsibility and learn to effectively perform in an international organisation. At the end of the work placement you reflect on your achievements and describe how the learning experiences can be used in future working and social contexts. In the final report you also present the findings of his light research assignment and convincingly show how your findings were received by the organisation. The six learning objectives must be selected as follows: one from Ways of Thinking, one from Ways of Working, two from Ways of Living, one from Working & Management Tools. PLO TWM 24 is mandatory in this phase.					
Course learning outcomes: At the end of this course, the student can: <div><div>1.</div><div>work in a relevant business environment</div></div> <div><div>2.</div><div>train selected competencies linked to programme learning outcomes (PLOs)</div></div> <div><div>3.</div><div>plan and execute different assignments and projects for a period of 21 weeks (covering WPI A and B) in close cooperation with the in-company supervisor</div></div> <div><div>4.</div><div>carry out activities according to a plan</div></div> <div><div>5.</div><div>adjust a plan when necessary</div></div> <div><div>6.</div><div>reflect on their achievements and learned skills after evaluating the learning goals based on PLOs and describe how the learning experiences and learned skills might be applied in future (working) situations</div></div>					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)		Final report	100%	5.5	20 weeks after the start of the work placement

IB Year 4 Core courses

Block / Semester: S1					
CU34578V23		Title: Corporate Strategy and Governance			
Course information					
Amount of study credits: 6			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: 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 the theoretical research on the strategic topics and apply it to managerial decisions using case studies. You will explore hot topics, including business models, corporate governance, innovation and entrepreneurship.					
Course learning outcomes: At the end of the course the student has an understanding and can apply the theoretic concepts used in the course Corporate Strategy & Corporate Governance. PLOs: WT1, WT2, WT3, WW7, TWM18, TWM19, TWM20, TWM22, TWM23, TWM24					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Assignment (group)	Report	100%	5.5	B1.8; B2.2

Block / Semester: S1					
CU34572V23		Title: Geopolitics			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: <p>Geopolitics is an ever-present aspect of our daily lives. This course explores the relationship between geography and international affairs, delving into the historical roots and development of geopolitical concepts and ideas. Through examining how different nations perceive the world, we gain insight into why their views differ and how power, interests, distance and space play a role in economic and security concerns.</p> <p>We begin by briefly introducing the origins and fundamental concepts. Then, look at some historical situations and analyze their implications through a critical analysis. The next step is to look at the current world from the view of Countries, Strategic Alliances and Corporations.</p> <p>The main goal of the course is to understand the geopolitical approach to international relations and learn how to use it to explain and predict events taking place at the regional or global level.</p>					
Course learning outcomes: Upon completion of this course students will be able to discuss:					
<div><div></div><div><div>1.</div><div>Introduction and basic concepts</div></div><div><div>2.</div><div>Some historical analysis from the geopolitics perspective</div></div><div><div>3.</div><div>Key Players in Contemporary Geopolitics: Countries</div></div><div><div>4.</div><div>Key Players in Contemporary Geopolitics: Big Corporations</div></div><div><div>5.</div><div>International Strategic Alliances</div></div><div><div>6.</div><div>Relevant Industries: Energy, Cars, Communications, Food, etc.</div></div><div><div>7.</div><div>What If? Analysis about potential future scenarios (Exam preparation)</div></div></div>					
PLOs WT1,2,3, WW6, and LW9, 10 & 12					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Oral assessment	Case based discussion	100%	5.5	B2.8; B2.10

Block / Semester: S1					
CU34577V20		Title: Human Resource Management			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: 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 given. Then, students will establish current HR-policies, tools and techniques, and present and discuss them during class hours. We will focus on hiring (recruitment), on-boarding (training), assessing and rewarding, and firing.					
Course learning outcomes: At the end of this course the student can assess their peers in a transparent, objective way, with explicit understanding of their social and cultural background. The student can tell what the important factors are in making decisions about human resources. The student has knowledge of all the stages of the employee life cycle and the role of HRM in those stages. The student is aware of the most striking current issues in intercultural and international human resource management.					
PLOs: WT1, WT3, WW6, WW7, LW12, TWM20, TWM22					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Assignment (individual)	Proof of learning	100%	5.5	B1.9; B2.1

Block / Semester: S1					
CU34579V23		Title: Marketing, Sales and Analytics			
Course information					
Amount of study credits: 8			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: <p>In this course students will work in groups of four to make a complete analysis of an existing organisation's marketing and sales process. They will use the appropriate analytics to suggest improvements for various stages of the marketing-sales funnel (or customer journey), while taking into account the suitability and (organisational and financial) feasibility of the improvements. They will analyse the organisation's way of applying GDPR and advise about that. Purposeful marketing is a concept introduced in this course. Both B2C and B2B strategies, especially account based marketing, will be discussed.</p> <p>Based on individual efforts (to be made clear by each student based on a shared time sheet per team) and on the response during the oral defence, students within one team may receive different grades.</p> <p>This course requires basic excel skills such as the creation of pivot tables and of meaningful graphs of combined variables.</p>					
Course learning outcomes: PLOs: WW7, LW10, TWM15, TWM16 and TWM17					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Assignment (group)	Report and oral defence	100%	5.5	B2.8; B2.10

Block / Semester: S1					
CU34575V23		Title: Supply Chain Management & Finance			
Course information					
Amount of study credits: 4			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: 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, will 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.					
Course learning outcomes: At the end of this course, you will be able to: <ul style="list-style-type: none">• Sufficiently describe, analyse, and apply the knowledge of working capital management in the supply chain• Relate the managing of working capital to supply chain management• Understand how multiple actors in a supply chain work interdependently• Analyze the effect of business decisions on both the operations and financial performance• Define and execute strategies and reflect on the consequences for the overall business performance					
PLOs: TWM20+21					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Assignment (group)	Report(s)	100%	5.5	B1.10; B2.10

Block / Semester: S1					
Block / Semester: S2					
CU34780V23		Title: Graduation Internship: Business Research and Advice			
Course information					
Amount of study credits: 30			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: The Graduation phase entails an autonomous and complex internship at an internationally operating organisation. During the graduation internship in-company research is performed to bring the knowledge about doing Business research up to level 3 (see National Framework for IB studies, 2017). The tasks during the graduation internship should relate to one of the four domains of the Working and Management tools (Marketing & Sales, Finance & Accounting, Operations & Supply Chain Management, Organisation & People). For the exact requirements regarding contents and procedures, please refer to the study guide on learn.hz.nl.					
Course learning outcomes: 1) analyse a complex business problem in an international business setting 2) use adequate research designs to investigate possible solutions 3) recommend an evidence based feasible solution 4) showcase a professional product that is at the level of a starting professional 5) justify the use of the said professional product by applying the criteria from the SAFe strategy model					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	(Workplace) Assessment	Showcase BBA IB Competences	100%	5.5	18 to 20 weeks after the start of the graduation phase

IB Year 4 Additional Languages

Block / Semester: S1					
CU34324V22		Title: DE09 - Deutsch 9			
Course information					
Amount of study credits: 2			Language: German		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: (Business) German Level B2 from CEF In this course you look back and reflect upon your own year abroad (minor/WPI). In presentations and reports, special attention will be given to the production of effective logical structures, appropriate highlighting and developing of significant points and rounding off with an appropriate conclusion. Next to that we revise difficult and new grammar aspects.					
Course learning outcomes: Students work towards B2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR, VR, GA, VC, PC, OC, COH, SF at B2-level					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Oral assessment	Presentation&C onversation Minor/WPI	40%	5.5	B9 as of 4
TOETS02 (VT)	Written knowledge test	Grammar test	60%	5.5	B1.9; B2.10

Block / Semester: S1					
CU34325V22		Title: DE10 - Deutsch 10			
Course information					
Amount of study credits: 2			Language: German		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: (Business) German Level B2 from CEF In this course we review correct email language in various situations and answer adequately to a variety of inquiries, requests and complaints. Next to that we train various welcoming situations. Tourism vocabulary is part of this course.					
Course learning outcomes: Students work towards B2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
CEF-codes IB: OLC, ORC, OSI, OWI, OSP, OWP, LR, VR, GA, VC, PC, OC, COH, SF at B2-level					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Writing emails and welcoming language	100%	5.5	2.8; 2.10

Block / Semester: S1					
CU34316V23		Title: ES09 - Español profesional			
Course information					
Amount of study credits: 2			Language: Spanish		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This 4th-year course, Español Profesional, is a follow-up course of the first- and second-year Spanish courses (ES1-8). This course further develops communicative and professional reading and writing skills. Lectures provide support and training in B2-level grammar. Students write articles, letters and emails for both practice and assessment. The main topic of the second test is business correspondence.					
Course learning outcomes: Students work toward the attainment of General Spanish CEFR level B2. More information can be found on Learn in the section 'CEFR -Language competence & Codes' which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Writing Test Grammar and Vocabulary	50%	5.5	B1.9; B2.10
TOETS02 (VT)	Oral assessment	Oral	50%	5.5	B1.9; B2 as of week 4

Block / Semester: S1					
CU34317V22		Title: ES10 - Español comercial			
Course information					
Amount of study credits: 2			Language: Spanish		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This 4th-year course, Español Comercial, is a follow-up course of the first- and second-year Spanish courses (ES1-8). This course further develops communicative and professional listening and conversation skills. Lectures provide support and training in speaking and listening skills at B2-level. Students will complete a number of speaking and listening tasks including pitches, interviews and short presentations. There are two oral exams: one presentation and one individual interview.					
Course learning outcomes: Students work toward the attainment of General Spanish CEFR level B2. More information can be found on Learn in the section 'CEFR -Language competence & Codes' which includes the coded document, CEFR-Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Presentation (individual)	Presentation	50%	5.5	B2.9;B2.10
TOETS02 (VT)	Written knowledge test	Written exam	50%	5.5	B2.9; B2.10

Block / Semester: S1					
CU34318V20		Title: FR09 - Français professionnel 5			
Course information					
Amount of study credits: 2			Language: French		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course will mainly focus on written production of French. Special attention will be given to grammar, and formal correctness in business correspondence will be developed. The main topic is "la mise en valeur".					
Course learning outcomes: Students work towards B2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
CEF codes IB: Test 1-ORC, VR, GA, OC Test 2-ORC, OWI, OWP, VR, GA, VC, OC, COH					
Compulsory literature: As in Y2					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Grammaire	50%	5.5	B1.9; B2.9 day 1 or 2
TOETS02 (VT)	Written knowledge test	Correspondance	50%	5.5	B2.9 day 3 or 4; B2.10

Block / Semester: S1					
CU34319V20		Title: FR10 - Français professionnel 6			
Course information					
Amount of study credits: 2			Language: French		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course will focus on spoken production of French. You look back and reflect upon your own year abroad (internship/Minor). Cultural differences will be discussed. In presentations, special attention will be given to the production of effective logical structures, appropriate highlighting and developing of significant points and rounding off with an appropriate conclusion.					
Course learning outcomes: Students work towards B2 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://issuu.com/marcela-12/docs/cefr and https://rm.coe.int/168045b15e and the selected Can Do statements corresponding with the communicative competence training for this course.					
CEF codes IB: Test 1-OLC, OSI, OSP, VR, GA, VC, PC, COH, SF Test 2- OLC, OSI, OSP, VR, GA, VC, PC, COH, SF					
Compulsory literature: As in Y2					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Oral assessment	Présentation (45min)	50%	5.5	B2.4-8; B2.9-10
TOETS02 (VT)	Oral assessment	Interview (12min)	50%	5.5	B2.4-8; B2.9-10

Block / Semester: S1					
CU34314V22		Title: NL09 - Kennis Nederlandse Maatschappij			
Course information					
Amount of study credits: 2			Language: Dutch		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This course provides advanced Dutch training for non-native speakers who have already attained CEF level B1/B2. The student develops further communicative and professional reading and writing skills while focussing on some important cultural aspects of Dutch society. Students read and write articles, letters and e-mails for both practice and assessment. Lectures provide support and training in B2-level grammatical and cultural topics.					
Course learning outcomes: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e .					
CEF-codes IB: ORC, OWI, OWP, GA, LR, COH at B1					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Oral assessment	Speaking exam	50%	5.5	B1.9; B2.10
TOETS02 (VT)	Written knowledge test	Written exam	50%	5.5	B1.9; B2.10

Block / Semester: S1					
CU34315V20		Title: NL10 - Professioneel Nederlands			
Course information					
Amount of study credits: 2			Language: Dutch		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: This 4th year course is a follow-up of the course NL09-Knowledge of Dutch Society. This course focuses on communicative and professional listening and conversation skills on B2-level. Lectures provide support and training in speaking and listening. Students will complete several speaking and listening tasks including interviews and short presentations for both practice and assessments.					
Course learning outcomes: Students work towards B1 level according to CEFR1. More information can be found on Learn in the section 'CEFR - Language competence & Codes' which includes the coded document, CEFR- Scales & Codes (all levels), that is based upon https://rm.coe.int/168045b15e					
CEF-codes IB: OLC, OSI, OSP, VR, GA, VC, COH, SF LR, VC, PS, COH at B1					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Presentation (individual)	Oral test 1 - Presentation	50%	5.5	B2 last week(s)
TOETS02 (VT)	Oral assessment	Oral test 2 - Interview	50%	5.5	B2 last week(s)

IB Year 4 Additional Hybrid and Business courses

Block / Semester: S1					
CU34614V20		Title: Sustainable Business Project			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: The sustainable business project will give you a so-called experience-based learning opportunity. You will be working in a team consisting of 2-4 students. The grade for the project will be based on the project activities, your individual contributions and the project report. You should implement your project within the period of this course. Project requirements - Your project must align with the concepts of shared value and circular economy. - Your project must be evidence-based; the value of doing this project should be clarified by academic sources, also the methods/ working approaches you use in your project as well as offered solutions should be evidence-based. - Your project should create impact; the impact can be small but meaningful. And must be aligned with one or more UN Sustainable Development Goals.					
Course learning outcomes: <ul style="list-style-type: none">• Being able to apply sustainability theory into practice• Explain one or more sustainability issues and how your project aims to positively contribute to the issue(s), and thereby apply sound argumentation by using a range of academic sources• Understanding what it means to make positive changes that matter• Being able to apply project management skills• Being able to collaborate with team members with different cultural backgrounds PLO: WT2, WW6					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Portfolio	Report (including individual reflection)	100%	5.5	B1.9; B2.9

Block / Semester: S1					
CU34634V22		Title: Business Improvement Tools & Techniques			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: The contents of this course varies per year, giving students the opportunity to work on current techniques for business improvement. Possible topics are Lean 6 Sigma, World Class Operations Management, process modeling, and so on.					
Course learning outcomes: At the end of the course the student will have gained additional knowledge about ways to improve the ways of working of organisations.					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Portfolio	Portfolio	100%	5.5	B2.8; B2.10

Block / Semester: S1					
CU34609V20		Title: IB Focus 09-Sustainable Practice			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: According to Michael Porter, only companies that perform well in terms of “shared value”, hence creating value for all stakeholders, will survive in the 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.					
Course learning outcomes: At the end of this course students will be able to: 1) reproduce basic knowledge on the issues that are currently on the strategic sustainability agenda 2) understand the basics of ecology 3) discuss the most pressing sustainability issues based on the SDG’s and the Planetary Boundaries framework and the role of business in improving these, such as mitigating and adapting to climate change and restoring damaged ecosystems 4) understand the current transition from an economic angle: discuss how sustainability relates to financial performance and being able to define KPI’s for business to account for their sustainability performance. PLOs: WT1,3; WW6; LW10,12; TWM24					
Compulsory literature:					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS01 (VT)	Written knowledge test	Written exam	100%	5.5	B1.9; B1.10

Block / Semester: S1					
CU34610V20		Title: IB Focus 10-Data Analysis			
Course information					
Amount of study credits: 2			Language: English		
Conditions for course participation:					
Conditions for test participation:					
Brief description of course content: Data analysis addresses methods for managing and analyzing large datasets. You will learn about data mining, big data applications, and apply a few statistical methods.The course relies on previously acquired excel skills and knowledge of descriptive statistics.					
Course learning outcomes: At the end of this course students will be able to: <ul style="list-style-type: none">• lay out how data is organised in tables.• check the integrity of datasets.• assess the quality of datasets.• clean up datasets.• add missing data to datasets.• combine datasets.• import and export voluminous datasets from a variety of data formats into and from Microsoft Excel.• plot the connections of various types in relational databases.• create and run queries in simple relational databases by means of MS Excel Queries.• <u>apply a wide variety of functions and features in MS Excel</u> to analyse datasets.• report conclusions of dataset analyses in tables and charts.					
PLO: WW7					
Compulsory literature: For MAC-users legitimate MS Excel package for Windows via MAC-bootmanager or Parallels. For Windows-users legitimate MS Excel package.					
Assessment information					
Test code	Assessment type	Assessment description	Weighting Factor (%)	Minimum score	Test opportunities (block codes)
TOETS (VT)	Written knowledge test	Written knowledge test - Digital test	100%	5.5	B2.8; B2.10