

Module 0983 Fundamentals

1	Module no. 0983	Major TBB	Semester 1	Offering ☒WS ☒SS	Duration 1 Semester	Module Type Obligatory	Workload (hr.) 180	ECTS Credits 6
2	Courses		Course Style		Language	Frequency	Self Study (hr.)	ECTS Credits
	a) Working Methods		Lecture with Exercises		German	2 (SWS) 30 (hr.)	30	2
	b) Business Studies and Personal Skill		Lecture with Exercises		English	2 (SWS) 30 (hr.)	30	2
	c) English Proficiency		Lecture		English	2 (SWS) 30 (hr.)	30	2
3	<p>Learning Outcomes and Competences After successfully completing the module, students will know the essential basics of scientific work and self-organization. In addition, they are able to recognize and communicate relevant management skills in a self-reflective way and to communicate them in English (B2 level).</p> <p>Remember and Understand</p> <ul style="list-style-type: none"> • The students know the framework guidelines of manuscript design. • The students have basic knowledge in the field of self and learning organization. • The students have a command of the English language at B2 level. • The students know the basic components of a business plan and can describe and understand it in English. • The students know different ways to develop, protect and market business ideas and can describe and understand them in English. • The students have basic knowledge in marketing, finance, HR and operations management and can describe and understand them in English. <p>Use and Transfer</p> <ul style="list-style-type: none"> • The students are able to independently prepare smaller scientific papers. • The students are able to present convincingly also in English. • The students are able to develop their own business ideas, discuss them in English and present them professionally. <p>Communication and Cooperation</p> <ul style="list-style-type: none"> • The students develop a cooperative self-understanding among themselves. • The students are able to take different perspectives and views on management skills, weigh them up against each other and make an assessment. • The students develop a "we-feeling" in the group and increase their ability to work in a team. • The students learn to work out a topic in a team and to present it in English. <p>Scientific Self-Conception / Professionalism</p> <ul style="list-style-type: none"> • The students develop a consolidated understanding of their roles. • The students are aware of their own responsibility. • The students are able to present themselves professionally in a business environment, both in a discussion and in a presentation. 							
4	<p>Content</p> <p>a) Working Methods: The Students know the most important learning and working methods and are able to apply them to their studies. apply them. They master the essential basics of scientific work and develop a for them personally effective understanding of their role.</p> <p>b) Business Studies and Personal Skills:</p>							

	<p>At the end of the course students have acquired a good insight into a number of essential managerial skills and are able to recognize which skills are needed in a given situation.</p> <p>c) English Proficiency: The English Proficiency course is designed to ensure that all students have attained at least proficiency level B2 according to the Common European Framework of Reference for Languages</p>
5	<p>Participation Requirement Recommended:</p> <ul style="list-style-type: none"> • Proficiency in English corresponding to at least level B2 according to the Common European Framework of Reference for Languages. Typically this involves at least 6 years of learning English. • A language user at level B2 „can understand the main ideas of complex text on both concrete and abstract topics. • Can interact with a degree of fluency and spontaneity that makes regular interaction with native speakers quite possible without strain for either party. • Can produce clear, detailed text on a wide range of subjects and explain a viewpoint on a topical issue giving the advantages and disadvantages of various options". • For more details see: Common European Framework of Reference for Languages. • At the beginning of the semester students will be given a placement test to ascertain their proficiency in English. Those failing to meet the minimum requirement level B2 will be required to attend the English Proficiency course (see below).
6	<p>Forms of examination and requirements for the award of credit points The module grade is made up of the study achievements of the subareas Work Methods and Business Studies and Personal Skills and together. The course work in Working Methods is ungraded (term paper and presentation). The course work in Business Studies and Personal Skills is an ungraded presentation.</p> <p>The examination in English Proficiency consists of a 60-minute test. The Oxford Placement Test (OPT) is administered at the end of the course on a PC. The points achieved in the Oxford Placement Test (OPT) are converted into a grade and used for the English Proficiency subject. A minimum of B2 level must be achieved. This requires a minimum of 61 points in the OPT is required and represents the grade "sufficient".</p>
7	<p>Module Application Obligatory module in the Bachelor's Program for International Industrial Management (TBB). Fundamentals of Modules 0976 Law and Communication, 0977 Economics 5, 0980 International Business.</p>
8	<p>Lecturer / Responsible for the Module Prof. Dr. Sven Ullrich (MV), Prof. Dr. Dorothee Brauner, Frau Subadra Arvind</p>
9	<p>Literature</p> <ul style="list-style-type: none"> • Johnson, R.A. (1993): Negotiating and Influencing Skills. Sage • Kornmeier, M. (2008). Wissenschaftlich schreiben leicht gemacht. Bern: Haupt • Marcousé, I. et al. (2011): Business Studies for A Level; 4th edition. Hodder Education Group • McRae, B. (1997): Negotiating and Influencing Skills. Sage • Framework guidelines for manuscript design on our homepage • Robbins, S.P. & Hunsaker (2002). Training in Interpersonal Skills. Prentice Hall • Voss, R., Bloss, M. & Starke-Wuschkow, J. (2015): Studieren-Starter-Pack: Tipps und Tricks für Erstis. Stuttgart: utb
10	<p>Last Update 22.01.2021</p>