DESCRIPTION:
The requirements for employees working for international companies have changed steadily and are still changing at a breathtaking speed. This is mainly due to increasing globalization and economic interdependence, the resulting requirement to set up international working-teams and the need for employees to be more flexible with regard to their job location. One of the consequences of this development is an increased demand for foreign language and intercultural communication competences in the professional world. In this course, students will gain proficiency in the use of the German language in a professional context. Furthermore, students will gain substantial insights in the context German businesses operate in and explore Berlin’s new economy. This course is designed for students who seek to deepen their German language competence, acquire language skills that prepare them for a German work environment, and get an introduction to the German and Berlin business world.

CREDITS: 3

CONTACT HOURS: 45

INSTRUCTOR: Burkart Encke

LANGUAGE OF INSTRUCTION: German

PREREQUISITES: 4 semesters German language studies at college-level (or GR351 test result for students with less than 4 semesters German studies)

ADDITIONAL COST: none

METHOD OF PRESENTATION:
• Lectures
• Discussions
• Course-related trips
• Presentations
• Guest speakers

Moodle will be used to enhance students' learning experiences.

REQUIRED WORK AND FORM OF ASSESSMENT:
• Course participation - 10%
• Midterm Exam - 25%
• Final Exam - 25%
• Presentation - 20%
• Written language exercises - 20%

Course Participation
Students are expected to be well prepared for every class. Active participation is very important. Missed classes and/or passiveness will lower the grade. Homework is intended to support the learning process. The grading rubric for participation is available in the IES Berlin Academics Manual on Moodle.
Midterm Exam
In the written exam (in-class 45 minutes), grammar and structures of the first half of the semester will be tested.

Final Exam
In the written exam (in-class 45 minutes), grammar and structures of the second half of the semester will be tested.

Presentation
The oral presentation has two parts: 10 minutes presentation in the midterm week and a 10 minute presentation in the finals week. Presentations should be clear, structured and serve to show the verbal skills of a student. Vocabulary and grammatical structures should be adequate to the course level.

Written language exercise
Homework is intended to support the learning process.

LEARNING OUTCOMES:
At the end of this course, student will have enhanced German language skills, refined ability to converse with native speakers and to write at a sophisticated level about issues of economic interest proving social and intercultural competence required in today’s business world.

ATTENDANCE POLICY:
Attendance and punctuality in all courses and field studies are mandatory. Absences can only be excused for valid reasons. Unexcused absences can affect students’ grades. Students who miss 25% or more of all class sessions will fail the course. Missed exams cannot be taken at another time except in case of documented illness. Late submission of term papers and other work will result in grade reduction unless an extension due to illness or an emergency is approved. Please consult the IES Berlin Academics Manual on Moodle for additional details.

ACADEMIC INTEGRITY:
Students are expected to abide by the IES Abroad Academic Integrity Code. Assigned papers need to be properly and amply footnoted where appropriate, with all sources attributed. Poorly written and grammatically sloppy papers will be judged more severely. Work with a language tutor.

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<th>Content</th>
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<tr>
<td>Week 1</td>
<td>Session 1: Facts about Germany’s economy</td>
<td>Landeskunde Deutschland: Made in Germany pp. 139-142</td>
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<td>Introducing yourself and others (difficult verbs: präsentieren, sich vorstellen, sich etwas vorstellen)</td>
<td>Chapter 1 Im Beruf</td>
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<td>Session 2: Short history of the EU</td>
<td>Landeskunde Deutschland: Die EU und Europas Krisen pp. 143-144</td>
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<tr>
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<td>Understanding the structure of a corporation (Grammar: verbs and adjectives with prepositions)</td>
<td>Chapter 1 Im Beruf</td>
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| Week 2 | Session 3: Berlin’s economy – difficult times  
Your first day at work (Grammar: advices with subjunctive II) | Landeskunde Deutschland: Wirtschaft in Ost und West pp. 145-148  
Chapter 2 Im Beruf |
|--------|-------------------------------------------------|-------------------------------------------------|
|        | Session 4: Poor but sexy – the difficulties of the creative industry  
Applying for a job (job advertisement, cover letter) | Meran, Max: Kreativ und arm  
Chapter 3 Im Beruf |
| Week 3 | Session 5: The capital of fashion  
CV, Job interview | Jansen, Jonas: Modemesse Bread&Butter  
Chapter 3 Im Beruf |
|        | Session 6: The capital of music  
Communication: Du or Sie? | Stüber, Jürgen: Berlins Musikindustrie  
Chapter 3 Im Beruf |
| Week 4 | Session 7-8: course related field study trip: Visit at the Berlin Chamber of Commerce (Industrie- und Handelskammer) |  |
| Week 5 | Session 9: The capital of tourism  
In a meeting (Communication: to disagree, asking for opinions, representing your own position) | Bombosch, Frederik: Neuer Tourismusrekord  
Chapter 4 Im Beruf |
|        | Session 10: Taxes and social charges in Germany  
Giving directives (Communication: to refuse, to object, to find compromises) | Chapter 9 Im Beruf  
Chapter 5 Im Beruf |
| Week 6 | Session 11: Midterm wrap-up, exam preparation |  |
|        | Midterms: written exam and oral presentation |  |
| Week 7 | Session 12: The capital of start ups  
I need help! Describing a problem and asking for help (Grammar: politeness – könnten, dürften, müssten, würden) | Landeskunde Deutschland: Neue Technologien pp. 151-153  
Chapter 6 Im Beruf |
| Week 8     | Session 13-14: Course related field study trip: Visit at a business company, start-up |  |
| Week 9    | Session 15: Money makes the world go round | Löhr, Julia: Deutsche Start-ups erhalten so viel Geld wie nie | Chapter 7 Im Beruf |
|           | The language of advertisement (Grammar: declension of adjectives) |  |
|           | Session 16: Boom in the east | Rautenberg, Thomas: Boom in Oberschöneweide | Chapter 8 Im Beruf |
|           | Talking about mistakes (Grammar: verbal bracket) |  |
| Week 10   | Session 17-18: Course related field study trip: Campus Adlershof |  |
| Week 11   | Session 19: The third industrialization – the future of Tegel Airport | The Urban Tech Republic | Chapter 10 Im Beruf |
|           | Talking about developments, describing charts |  |
|           | Session 20: Migrants and the labor market | Siems, Dorothea: Ausländische Gründer können mehr als Döner | Chapter 12 Im Beruf |
|           | Migrants becoming entrepreneurs (Communication: negotiation with the bank, getting a business loan) |  |
| Week 12   | Session 21: Negotiating in an intercultural context | Mittelstufenbuch: Between the cultures - cultural differences pp.141-144 | Chapter 13 Im Beruf |
|           | Trouble at work – cultural differences |  |
|           | Session 22: Final discussion, exam preparation |  |
| Week 13   | Finals: written exam and oral presentation |  |

**COURSE-RELATED TRIPS:**
- Industrie- und Handelskammer (IHK) Berlin
- Technologie-Campus Adlershof
- Berlin Company

*Global brilliance begins here.*
REQUIRED READINGS:

- Valeska Hagner, Sabine Schlüter: Im Beruf B1+/B2, Kurs- und Arbeitsbuch, Hueber Verlag
- Anne Buscha, Das Mittelstufenbuch, Schubert Verlag
- Renate Luscher: Landeskunde Deutschland B2-C2: Politik, Kultur, Wirtschaft, Verlag für Deutsch
- Reader with current newspaper articles
- Bombosch, Frederik: Neuer Rekord-Tourismus in Berlin – wer kommt, was das bringt und wer sich ärzert, Berliner Zeitung, 10.08.2017
- Meran, Max: Kreativ und arm, Tagesspiegel, 12.03.2016
- Jansen, Jonas: Mode: Modemesse Bread & Butter: Zalando dreht die Musik auf, FAZ, 02.09.2017
- Stüber, Jürgen: Berlins Musikindustrie geht mit Streaming in die Zukunft, Berliner Morgenpost, 18.04.2017
- Siems, Dorothea: Ausländische Gründer können mehr als Döner, Welt, 11.08.2016
- Rautenberg, Thomas: Boom im Industriegürtel Oberschöneweide, RBB24, 08.04.2018
- Löhr, Julia: Deutsche Start-ups erhalten so viel Geld wie nie, FAZ, 26.02.2018

RECOMMENDED READINGS:

- Buscha, Joachim et al. 2002, Grammatik in Feldern, München: Hueber