

Course title	<i>Accessing the German Labor Market</i>
Course code	<i>IP 902</i>
Module coordinator	<i>Miriam Heinrich</i>
Lecturer	<i>Verena Kienzle M.A</i>
Level of course	<i>Bachelor</i>
Recommended prerequisites	<i>none</i>
Type of course	<i>Block seminar</i>
Weekly lecture hours (SWS)	<i>2</i>
ECTS credits	<i>2</i>
Workload	<i>In total 60h, 30 h course attendance, 30h self-study</i>
Assessment (grading; pass/fail)	<i>not graded</i>
Regular cycle	<i>Each semester</i>
Language of instruction	<i>English</i>
Contents:	<ul style="list-style-type: none"> <li>• <i>Business in Germany – features, traditions and ethics</i></li> <li>• <i>Organizational structures and corporate culture</i></li> <li>• <i>Understanding communication patterns</i></li> <li>• <i>Negotiation styles</i></li> <li>• <i>Getting ready for your industrial placement</i></li> <li>• <i>Application and recruitment process</i></li> <li>• <i>The interview - German business etiquette: dress codes and appropriate conduct</i></li> <li>• <i>Leadership styles</i></li> <li>• <i>Delegation and motivation in German companies</i></li> <li>• <i>Teamwork: brainstorming, discussing and decision making</i></li> <li>• <i>German compartmentalizing</i></li> </ul>
Learning outcome (competencies):	<p><i>After having successfully completed the course, the students are</i></p> <ul style="list-style-type: none"> <li>• <i>aware of the unspoken rules that make people in Germany interact, that give structure to organizations and keep economy going. They will have a basic understanding of how business works in Germany.</i></li> <li>• <i>They will master the use of intercultural tools enabling them to communicate successfully with German colleagues, professors, future bosses, future clients, and future customers.</i></li> </ul>
Teaching methods	<input type="checkbox"/> Lecture <input type="checkbox"/> Group work <input type="checkbox"/> Exercises <input checked="" type="checkbox"/> Simulation <input type="checkbox"/> Video feedback <input type="checkbox"/> Others:
Assessment methods	<i>Oral presentation</i>
Recommended reading	<i>-</i>
Additional information	<i>No grading, only BE/NB (pass/fail)</i>
Recognition of credits	