



Business English (Real Estate Management)	
Course number	9033 (International Real Estate Management)
Remarks	Not open to English native speakers; not open to students enrolled at a university in an English-speaking country (e.g. US, UK, Australia).
Lecturer	Prof. Dr. Angress / Ms Vogt
ECTS	5
Number of semester hours	4
Type	Compulsory Module
Duration	1 Term
Prerequisites	At least 7 years of English at school level corresponding to B2 level with the aim of attaining C1 after successful completion of the course. (http://europass.cedefop.europa.eu/LanguageSelfAssessmentGrid/de).
Conditions for admission to the examination	Oral exam/presentation
Type of exam	Written Exam (120 min)
Objectives	<p>Students will be able to use English in an international academic and professional context.</p> <p>Knowledge and Understanding:</p> <ul style="list-style-type: none"> • They are able to identify and name relevant business terms and vocabulary in English (depending on the course of study). • They will be capable of pointing out current economic and business trends in adequate English. • They are able to distinguish among and use various types of business correspondence ranging from business letters and emails to summaries. <p>Skills:</p> <ul style="list-style-type: none"> • The students are able to apply the English language in a specialised and professional international context. • Training the basic competences of reading, listening, speaking and writing, they will know how to interpret business- and economy-related facts and data from selected business areas (with a focus on real estate related topics/reports/articles). • They are capable of expressing themselves fluently, adequately and correctly in English both in speaking and writing (CEFR level B2/C1). <p>Transferable Skills:</p> <ul style="list-style-type: none"> • Team working skills as the focus of the oral presentations is on a real estate related company which will be presented by the students in a team. • They are enabled to engage in classroom discussions as well as simulations of typical business situations such as participating in a meeting or a negotiation, delivering a presentation, demonstrating a good operational command of English in a wide range of business related situations. • Students are able to effectively interact with other students in English more confidently (also including international guest students and guest lecturers where possible).



	<ul style="list-style-type: none">• They are capable of following English-taught courses• Students are prepared for academic studies and/or international business dealings in their future professional life.
Content	<p>Topics (selection)</p> <ul style="list-style-type: none">• Building a business specific range of vocabulary• Describing Companies (with a focus on real estate related companies)• Comprehending and Describing Business process and Business Cases and relevant Case Studies• Comprehending and writing selected types of business correspondence• Oral company presentation• Presenting and discussing current business news and as well as active participating in meetings held in English <p>With a particular focus on the areas Business Communication; International Marketing; Finance; Customer Service; Management Styles; Working Across Cultures</p>
Bibliography	<p>Main course book: Business Partner B2+. Coursebook with digital resources/e-book. Pearson. ISBN-9783868948134. + additional material via e-learning/Moodle course via www.th-ab.de/e-learning</p>
Forms of instruction	<ul style="list-style-type: none">• Lecture• Practice• Teamwork/ Simulation game/ Task-based learning• Private study
Workload	<ul style="list-style-type: none">• Workload 150h• Contact hours 60h• Private study 90h
Language of instruction	English
Availability	Every winter term
Further applicability	Prepares for Cambridge BEC Higher or study or internship abroad and further academic studies in English.