

Course Description

Course Title	Intercultural Business Skills
Lead Instructor	Lisa M. Schreiner
Type of class	Vorlesung (VO) / Integrierte LV (ILV) / Übung (UE) / Seminar (SE) / Workshop (WS) / PROJEKT(PR) Integrated course
Exam type	Final exam / continuous evaluation Continuous
Semester	1-6
ECTS	Credits: 4 ECTS
Program	Bachelor Business Consultancy International (B.BCIN) or Master Business Consultancy International (M.BCIN)
Department	Institute for Personal Skills Development (International Office / Extracurricular)
Learning outcomes	Students... <ul style="list-style-type: none"> • gain introductory experience of the skills necessary to be effective in international business in a globalized economy • evaluate their strengths and weaknesses • enhance their intercultural competence • improve their intercultural communication skills • improve their intercultural team building capabilities • improve their presentation, meeting management, and time management skills
Mandatory literature	<ul style="list-style-type: none"> • Presentations and material posted to Moodle • Lewis, R.D. (2002). When Cultures Collide: Leading across countries (provided as pdf)
Supplemental literature	<ul style="list-style-type: none"> • Hall, E.T. & Hall, M.R. (1990). Understanding Cultural Differences. German, French and Americans. • Hall, E.T. & Hall, M.R. (1990). Hidden Differences. Doing Business with the Japanese. • Hall, E.T. (1989). Beyond culture. • Hampden-Turner, C. & Trompenaars, F. (2000). Building Cross-Cultural Competences. • Hofstede, G. (2002). Exploring Culture. • Hofstede, G. (2005). Cultures and Organizations. • House, R. J. (2007). Culture, Leadership and Organizations. The GLOBE Study of 62 Societies • Trompenaars, F. (1998). Riding the Waves of Culture. • Varner, I. Beamer, L. (2005) Intercultural Communication in the Global Workplace.
Grading	<p>Grading in accordance with the Austrian grading system 1 to 5. Grades will be given according to the school system based on:</p> <ul style="list-style-type: none"> • Levels of competencies demonstrated in the application of knowledge and skills to individual and/or small group assessments. <p>Grading scheme: ≥60 points = "4", ≥70 points = "3", ≥80 points = "2", ≥90 points = "1".</p> <ul style="list-style-type: none"> • At least 60 points total out of 100 maximum possible points are necessary to

	<p>achieve a passing grade.</p> <p>All of the performance requirements must be met by the due date (FHG §18.2).</p>
Repetition/resits	The regulations of §18 FHG apply-
Final Approver	Ruth Leitner