

Department	I – Business and Social Sciences / Wirtschafts- und Gesellschaftswissenschaften
Degree level	Bachelor's
Degree program	Business Administration and Engineering – Civil Engineering / <i>Wirtschaftsingenieurwesen/ Bau</i>
Type of instruction	Exercise
Credits	5
Availability	Summer semester
Hours/week	4

Course number	B12
English title / German title	English Business Communications / <i>Englische Geschaefstkommunikation</i>
Credits	5 Cr
Instruction hours	4 hours per week during the lecture period of the semester
Subject coverage	Subject-related in-depth study
Learning objectives / Competencies	<p>Through expansion of their business vocabulary, students can describe the interrelationships of business and technology (= focus on vocabulary), express themselves on commercial matters and participate in discussions with technical contents (= focus on phrasing and fluency). They can employ grammar for the most part free of errors (= focus on grammar).</p> <p>From provided examples of business correspondence they are able to filter out desired information, perform required tasks (= focus on reading comprehension) and based on model examples are able to write business correspondence regarding basic business practices correctly in terms of form and contents (= focus on writing).</p> <p>Students are able to carry out assigned tasks/projects with partners or in groups and present their results (= focus on cooperation skills). They learn to reflect on new trends from business and technology critically, to discuss and take up their own positions as well as to manage to deal with language tasks with increasing independence through the aid of provided resources.</p>
Requirements	Level of English: Level B1 in line with the Common European Framework of Reference for Languages
Level	2 nd semester in the degree program
Type of course	Exercises with focus on cooperative forms of work in pairs/groups, role play and case studies
Status*	Required course
Semester offered	Summer semester
Assessment of performance	The modalities of performance assessment are provided in an understandable written manner within the course registration period.
Determination of the grade	Exercise 100%: Final grade determined through a combination of

	performance assessments described in a clear written manner within the course registration period.
Recognition of alternative courses	Modules with similar contents
Contents	Business oriented topics like business correspondence in the form of letters, faxes and emails in contexts concerning competition, takeovers, globalization, marketing and sales. Technological innovations like research in the field of nanotechnology.
Literature	<ul style="list-style-type: none"> - Brieger, Nick, and Alison Pohl, Technical English. Vocabulary and Grammar. Muenchen: Langenscheidt - Murphy, Raymond, English Grammar in Use. A Self-reference and Practice Book for Intermediate Students of English. With Answers. Cambridge: Cambridge University Press - Abegg, Birgit, and Michael Benford, Communication for Business – Short Course. Ismaning: Hueber Verlag <p>Further literature to be announced in class.</p>
Further information	This course is offered in English.

* Only relevant for Beuth students enrolled in a degree program.

Department VII – Electrical Engineering - Mechatronics - Optometry / *Elektrotechnik - Mechatronik - Optometrie*
 Degree level Bachelor's
 Degree program Ophthalmic Optics / Optometry / Augenoptik/*Optometrie*
 Type of instruction Exercise
 Credits 5
 Availability Determined on a semester basis
 Hours/week 6

Course number	WP1-02
English title / German title	English for Optometrists / <i>English for Optometrists</i>
Credits	5 Cr
Instruction hours	4 h/w
Subject coverage	Subject-related in-depth study
Learning objectives / Competencies	The student will gain knowledge of terminology/phrases related to optometry in order to meet the following challenges: - communicate with English-speaking patients - read and understand specialized literature and texts
Prerequisites	Advanced English knowledge (A-level or more) recommended
Level	Planned for the 2 nd semester
Type of course	Exercise
Status*	Required course
Semester when offered	Summer semester
Assessment of performance	The modalities of testing are provided in an understandable written manner within the course registration period.
Determination of the grade	To be announced
Recognition of alternative courses	Course with comparable contents
Contents	Text-, audio-, and video-supported exercises; work with optometric text book sections; speaking exercises using specific terminology on patient reception and –advice; documentation and description of clinical findings; communicate optometric questions and problems on the telephone
Literature	To be announced in class.
Further information	This course is offered in English.

* Only relevant for Beuth students enrolled in a degree program.

Department VIII – Mechanical Engineering, Event Technology, Process Engineering /
Maschinenbau, Veranstaltungstechnik, Verfahrenstechnik
 Degree level Bachelor's
 Degree program Business Engineering – Environment and Sustainability /
Wirtschaftsingenieur/in Umwelt und Nachhaltigkeit
 Type of instruction Seminar
 Credits 5
 Availability Summer semester
 Hours/week 4

Course number	B21
English title / German title	Financial Strategy and Financial Valuation of Corporations / <i>Strategische Finanzplanung und Bewertung</i>
Credits	5 Cr
Instruction hours	4 h/w
Subject coverage	Subject-related in-depth study
Learning objectives / Competencies	<p>Students will acquire fundamental understanding of financing strategies.</p> <p>They will know the instruments of financial analysis and Evaluation in companies.</p> <p>They will be able to understand evaluations of a company based on dynamic key performance indicators and cash-flow computations and carry this out themselves.</p> <p>Moreover, they can prepare and make decisions regarding financing and investment theory.</p>
Prerequisites	Basic knowledge of financing and investment. Recommendation: Courses in internal and external accounting as well as financing and investment.
Level	Planned for the 4 th semester
Type of course	Seminar
Status*	Required elective
Semester when offered	Summer semester
Assessment of performance	Written examination (3h in English): The modalities of testing are provided in an understandable written manner within the course registration period.
Determination of the grade	100 % written examination
Recognition of alternative courses	Course with comparable contents
Contents	<ul style="list-style-type: none"> - Fundamental Concepts - Financial Markets - Risk and Return - Cost of Capital and Capital Budgeting Capital Structure - Risk Management and Derivatives - Working Capital Management
Literature	<ul style="list-style-type: none"> - Hillier, D.; Ross, St. et al: Corporate Finance, European Edition McGraw-Hill - Berk, J; DeMarzo, P. Corporate Finance, Pearson/Addison Wesley - Hull, J.; Options, Futures and Other Derivatives, Pearson 8th Ed.
Further information	This course is offered in English.

* Only relevant for Beuth students enrolled in a degree program.

Department VIII – Mechanical Engineering, Event Technology, Process Engineering /
Maschinenbau, Veranstaltungstechnik, Verfahrenstechnik
 Degree level Bachelor's
 Degree program Business Engineering – Environment and Sustainability /
Wirtschaftsingenieur/in Umwelt und Nachhaltigkeit
 Type of instruction Exercise
 Credits 2.5
 Availability Winter semester
 Hours/week 2

Course number	B7 A
English title / German title	Business English/ <i>Wirtschaftsenglisch</i>
Credits	2.5 Cr when combined with an extra assignment to reach the respective credit level
Instruction hours	2 h/w
Subject coverage	Business English in-depth study
Learning objectives / Competencies	Students will be able to design and realize advanced embedded systems in hardware and software.
Prerequisites	None
Level	Planned for the 1 st semester
Type of course	Exercise: Plenary and small group discussion, class debates, commercial correspondence activities (scenario writing), grammar exercises (+self-study), informative and persuasive presentations, meetings role-plays, short films and note-taking activities, text analysis and academic writing practice.
Status*	Required elective
Semester when offered	<p>Winter semester; the HWR [Hochschule fuer Wirtschaft und Recht – University of Business and Law (partner university for this degree program) offers the following four sub-modules, three of which must be passed in order to pass the course:</p> <ol style="list-style-type: none"> 1. English for Management 2. English for Marketing 3. English for International Business and Economics 4. English for Finance and Accounting
Assessment of performance	<p>In each sub-module there will be a written examination or term paper with a presentation.</p> <p>The modalities of testing are provided in an understandable written manner within the course registration period.</p>
Determination of the grade	Upon completion of the third sub-module each sub-module grade will be weighted as one third in value to then be able to calculate the final grade.
Recognition of alternative courses	Course with comparable contents
Contents	<p>Sub-module 1. English for Management</p> <p>Sub-module 2. English for Marketing</p> <p>Sub-module 3. English for International Business and Economics</p> <p>Sub-module 4: English for Finance & Accounting</p> <p>All sub-modules contain various exercises: Review of basic grammar structures; present/past; continuous tenses; present perfect; passive language usage, expressing opinions, making suggestions,</p>

	<p>agreeing/disagreeing.</p> <p>Language fluency practice: exercises for rhetorical ease and improvement, strategies for handling nervousness, perfection and confidence activities, impromptu speaking practice.</p> <p>Relevant business topics include: tasks of managers, leadership qualities, company structure and organization, production and operations, research and development, quality.</p> <p>Focus also on: renewable energy/environmental issues, work-life balance, work models and family-friendly companies, professional development and motivation.</p> <p>Written communication: report-writing, summary writing, general commercial correspondence, note-taking practice and tips for academic writing in English.</p>
Literature	To be announced in class.
Further information	This course is offered in English.

* Only relevant for Beuth students enrolled in a degree program.

Department VIII – Mechanical Engineering, Event Technology, Process Engineering /
Maschinenbau, Veranstaltungstechnik, Verfahrenstechnik
 Degree level Bachelor's
 Degree program Business Engineering – Environment and Sustainability /
Wirtschaftsingenieur/in Umwelt und Nachhaltigkeit
 Type of instruction Exercise
 Credits 5
 Availability Summer semester
 Hours/week 4

Course number	B7 B
English title / German title	Technical English / <i>Technisches Englisch</i>
Credits	5 Cr when combined with an extra assignment to reach the respective credit level
Instruction hours	4 h/w
Subject coverage	Key competences
Learning objectives / Competencies	<p>To provide students with a good basis of technical English, including grammatical structures, vocabulary, terminology, special topics, verbal communication, i.e. use of English in daily situations pertaining to business matters.</p> <p>To improve and widen students' knowledge of technical English, including grammatical structures, vocabulary, terminology, special topics, and verbal communication.</p>
Prerequisites	None
Level	Planned for the 2 nd semester
Type of course	Exercise: reading, discussion, exercises, presentation
Status*	Required elective
Semester when offered	Summer semester
Assessment of performance	The modalities of testing are provided in an understandable written manner within the course registration period, for example a written or oral examination or a term paper with a presentation.
Determination of the grade	To be announced in class.
Recognition of alternative courses	Course with comparable contents
Contents	<p>Review of basic grammar structures; present/past; continuous tenses; present perfect; passive language use, expressing opinions, making suggestions, agreeing/disagreeing.</p> <p>Basic technical vocabulary, process engineering, plant design, mechanical engineering, civil engineering, marketing, production, machine construction, machine components, availability and reliability.</p> <p>Relevant topics, such as renewable energy/environmental issues; telecommunications; computers; environmental technology, recycling technology, simulation techniques, environmental compatibility, etc.</p> <p>Topics will include: management, work and motivation, recruitment, business and ecology, as well as technical related topics: structures, materials, designs, safety at work, problem solving, performance and progress, computers.</p> <p>Relevant skills, such as project planning, meetings, negotiations, letter writing, telephoning will be taught and practiced.</p>

Literature	To be announced in class.
Further information	This course is offered in English.

* Only relevant for Beuth students enrolled in a degree program.