



## IDENTIFYING DATA

### Language for international communication: English

Subject	Language for international communication: English			
Code	V06G270V01807			
Study programme	Grado en Comercio			
Descriptors	ECTS Credits	Choose	Year	Quadmester
	6	Optional	4th	2nd
Teaching language	English			
Department				
Coordinator	González Crespan, María Araceli			
Lecturers	González Crespan, María Araceli			
E-mail	acrespan@uvigo.es			
Web	http://faitic.uvigo.es			
General description	(*)Carácter comunicativo (nivel avanzado) combinado con coñecementos propios da titulación de comercio. É un curso de inglés para fins específicos cos contidos da especialidade coma eixe conductor. Se afondará na búsqueda de emprego, a interdisciplinaridade e nas metodoloxías de empresa (estudo de casos, DAFO ou PEST).			

## Skills

Code	
A3	Students will be able to gather and interpret relevant data (normally within their field of study) that will allow them to have a reflection-based considered opinion on important issues of social, scientific and ethical nature.
A5	Students will acquire the learning skills that are required to pursue further studies with a high degree of independence.
B2	CG2. To apply the knowledge acquired in professional practice in the future, developing the conceptual and operative abilities of future business managers in the context of a dynamic global economy undergoing a continuous process of change and innovation.
B4	CG4. To be able to communicate effectively, clearly, concisely and accurately both within the organization and with external agents in national and international contexts.
B6	CG6. To be familiar with different economic, legal, social and cultural situations and to acquire a global, multicultural perspective with the aim of guiding the strategies and operations targeting both national and international markets.
C7	CE7. To be familiar with the interrelation between strategic marketing and strategic management from the perspective of a market-oriented perspective, as well as the relationships between organizations and their milieus with the aim of designing, with the help of marketing concepts and tools, goals and strategies that will be deployed in a comprehensive marketing plan.
C8	CE8. To understand the psycho-sociological processes through which people learn, make decisions, communicate, manage their needs and relations, negotiate, buy, etc. with the aim of acquiring useful skills in the personal and professional areas.
C18	CE18. To know and be able to use the chosen foreign language (English, French or German) orally and in writing, with the aim of using it for professional purposes, particularly for commercial activities.
D1	CT1. Oral and written communication skills both in the official languages of the respective Autonomous Communities and in the chosen foreign language (English, French or German).

## Learning outcomes

Expected results from this subject	Training and Learning Results			
To be able to communicate effectively, clearly, concisely and accurately both within the organization and with external agents in national and international contexts	A3	B4		D1
To be familiar with the interrelation between strategic marketing and strategic management from the perspective of a market-oriented perspective, as well as the relationships between organizations and their milieus with the aim of designing, with the help of marketing concepts and tools, goals and strategies that will be deployed in a comprehensive marketing plan.	A3	B2	C7 C18	

To understand the psycho-sociological processes through which people learn, make decisions, communicate, manage their needs and relations, negotiate, buy, etc. with the aim of acquiring useful skills in the personal and professional areas.	A5	C8	D1
To know and be able to use the chosen foreign language (English, French or German) orally and in writing, with the aim of using it for professional purposes, particularly for commercial activities.	B6	C18	D1

## Contents

Topic	
Basic Vocabulary for Marketing	1.1 Defining Marketing 1.2 Types of Marketing 1.3 Markets and Competitors
The role of marketing	2.1. Skills and qualifications: Job Interviews 2.2. Organisations 2.3. Role of marketing within an organisation 2.4. Identifying stakeholders
Marketing plan	3.1. Outlining a marketing plan 3.2 International customer communication (differences in cultural attitudes and behaviours; adapting messages for a new market. 3.3. Marketing audit and analysis (SWOT, PESTEL, FIVE FORCES) 3.4. Marketing Mix: the Ps, the Cs, As and Os. 3.5. Writing a strategy. 3.6 Presenting for Success.
Market research	4.1. Types of research. Research needs 4.2. Research methodology 4.3. Moderating a focus group 4.4. Writing survey questions. Understanding trends and changes and explaining survey data
Digital marketing	5.1. A failing strategy? 5.2. New objectives 5.3. New tools and techniques 5.4. Effective writing for the web

## Planning

	Class hours	Hours outside the classroom	Total hours
Introductory activities	1	1	2
Lecturing	24	64	88
Laboratory practical	20	40	60

\*The information in the planning table is for guidance only and does not take into account the heterogeneity of the students.

## Methodologies

	Description
Introductory activities	Introduction to the subject: objectives, contents, methodology, criteria for evaluation, system of work etc.
Lecturing	Discussion of contents, theoretical bases and instructions on assignments, exercises or projects.
Laboratory practical	Practice of communicative skills in small groups, through individual, pair or team activities.

## Personalized assistance

Methodologies	Description
Laboratory practical	In any teaching context (in-class, online or blended), student assistance may be done online (email, remote campus) by appointment. Any demand for such an assistance will be replied in a maximum period of three working days, whenever possible.

## Assessment

	Description	Qualification	Training	Learning	Results
Lecturing	1. Individual written final test (40%).	60	A3 A5	B2 B4 B6	C7 C8 C18
	2. Written assignments (20%), e.g. a market research activity.				
Laboratory practical	1. Oral tests (Speaking, 15%) either individual or team.	40	A3 A5	B4	C7 C8 C18
	2. Reading comprehension (Reading, 10%).				
	3. Listening comprehension (Listening, 15%).				

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## Other comments on the Evaluation

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ATTENDANTS: The evaluation will be continuous. 80% attendance is required. Arriving late will be considered non-attendance. In the first weeks, information will be detailed regarding activities and assignments to be evaluated, their weight in the final grade and the deadlines. The students who fail may take an exam in July (results will be 100% of the grade).

NON ATTENDANTS: Any student unable to meet the attendance requirement of 75% evaluation **must communicate it to the professor in the first two weeks of class, or at the moment when attendance is impossible.** These students may take an exam at the end of the period of classes whose result will add up to 100% of the qualification. In the event of failing the subject, they may retake an exam in July.

N.B.: In case of plagiarism, the student will fail.

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## Sources of information

### Basic Bibliography

### Complementary Bibliography

Jones-Macziola, Sarah and Greg White, **Further Ahead**, Cambridge University Press,

Littlejohn, Andrew, **Company to Company**, Cambridge University Press, 2002

Mascull, Bill, **Business Vocabulary in Use.**, Cambridge University Press, 2012

Pilbeam, Adrian, **Market Leader. International Management**, Longman, 2000

Robinson, Nick, **Cambridge English for Marketing**, Cambridge University Press, 2010

Trappe, Tonya & Grahame, Tullis, **Intelligent Business (Intermediate)**, Pearson Education Limited, 2005

Comfort, Jeremy, **Effective Socializing**, Oxford University Press, 2005

Brieger, Nick & Simon Sweeney, **The Language of Business English. Grammar and Functions.**, Prentice Hall, 1994

Brieger, Nick and Jeremy Comfort, **Language Reference for Business English**, Prentice Hall, 1992

Adam, J.H., **Dictionary of Business English**, Longman, 1991

Alcaraz, Enrique, Brian Hughes y Miguel Ángel Campos, **Diccionario de términos de marketing, publicidad y medios de comunicación: inglés-español**, Ariel, 1999

Alcaraz, Enrique y Brian Hughes, **Diccionario de términos económicos, financieros y comerciales: inglés-español**, 6ª, Ariel, 2012

Alcaraz, Enrique y José Castro Calvín, **Diccionario de comercio internacional: importación y exportación**, Ariel, 2007

**Diccionario Oxford Business Spanish-English**, Oxford University Press, 2002

Lozano Irueste, José María, **Diccionario Bilingüe de Economía y Empresa**, Pirámide, 2001

Parra, Eduardo, **Diccionario inglés de publicidad y marketing**, Gestión, 2000

Silva Rojas, Terencia, María Jesús Barsanti, María José Corvo y Beatriz Figueroa, **Diccionario cuatrilingüe de marketing y publicidad: inglés, español, francés y alemán**, @bedecedario, 2009

<http://www.acronymfinder.com/>, **Acronym Finder**,

<http://www.foreignword.com/>, **The Language Site: http://www.foreignword.com/ Harraps Marketing Dictionary: English-Spanish**, Chambers Harrap, 2004

<http://www.wordreference.com/>, **WordReference.com Online Language Dictionarie**,

<http://www.microsoft.com/smallbusiness/resources/marketing/advertising-branding/9-steps-to-making-tr>, **Nine steps to making trade shows pay off**,

[http://eventplanning.about.com/od/eventplanningbasics/tp/trade\\_show\\_etiquette.htm1](http://eventplanning.about.com/od/eventplanningbasics/tp/trade_show_etiquette.htm1), **Trade show booth etiquette can attract or repel attendees**,

[http://www.marketresearchworld.net/index.php?Itemid=38&id=14&option=com\\_content&task=view](http://www.marketresearchworld.net/index.php?Itemid=38&id=14&option=com_content&task=view), **Definition of market research**,

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## Recommendations

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### Subjects that it is recommended to have taken before

Language for intercultural negotiation: English/V06G270V01505

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### Other comments

A complete bibliography as well as the necessary material for the course, will be uploaded in the e-teaching platform Moovi.

NB: In order to foster the participation in complementary activities such as company visits, talks, round tables, lectures, seminars, etc, the final grade could increase up to 0.5 points. The professor will indicate which are the recommended activities and the student will show documentary proof of attendance. This will only be applicable for students who have passed the subject.

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