

Subject card

Subject name and code	Business Chinese, PG_00144612						
Field of study	Chinese Studies						
Date of commencement of studies	October 2024	Academic year of realisation of subject			2026/2027		
Education level	undergraduate studies	Subject group			Obligatory subject group in the field of study Subject group related to scientific research in the field of study		
Mode of study	full-time studies	Mode of delivery			at the university		
Year of study	3	Language of instruction			Chinese		
Semester of study	6	ECTS credits			3.0		
Learning profile	academic	Assessment form					
Conducting unit	Zakład Kultury i Języków Azji Wschodniej -> Instytut Rusycystyki i Studiów Wschodnich -> Faculty of Languages						
Name and surname of lecturer (lecturers)	Subject supervisor		mgr Paulina Andrzejczak				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	30.0	0.0	0.0	0.0	30
	E-learning hours included: 0.0						
	Additional information: Didactic methods: Analysis of texts with discussion Analysis of critical incidents (cases) Introductory lectures, written and oral exercises with the use of specialized lexis, interpersonal training, creation of presentations and self-presentations based on sample materials, group work - project work, thematic role play						
Learning activity and number of study hours	Learning activity	Participation in didactic classes included in study plan	Participation in consultation hours	Self-study	SUM		
	Number of study hours	30	2.0	43.0	75		
Subject objectives	The goal of the class is for the student to become competent in business Chinese and to become familiar with business etiquette in China. Exercises will allow the student to learn the basic techniques of business communication and negotiation, learn the correct choice of grammatical forms and the use of appropriate specialized lexis (idioms characteristic of business language, proverbs and sayings related to business terminology).						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[SINL3_W11] Student knows the methodology of tasks, norms, procedures and good practices used in institutions related to cultural and economic activities in the field of international cooperation related to the area of Polish and Chinese language.	Student knows the basic rules of Chinese social etiquette, applied in cooperation with institutions related to diplomatic, cultural and economic activities.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report [SW3] text preparation/written work [SW5] implementation of a problem task
	[SINL3_U17] Student is able to proficiently use the Chinese writing system and tools for its knowledge and analysis (dictionaries in traditional print and electronic form, lexicons, language corpora, databases).	Student can proficiently use the Chinese writing system and tools for its knowledge and analysis (dictionaries in traditional print and electronic form, lexicons, language corpora, databases) to prepare, analyze and understand professional texts.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report [SU3] text preparation/written work [SU4] test/exam - oral or written [SU5] implementation of a problem task [SU8] observation of student's independent or team work
	[SINL3_U14] Student has the ability to prepare simple oral speeches in Chinese on economic, social, cultural issues, using a variety of sources.	Student has the ability to prepare simple oral and written speeches in Chinese, using business terminology, on economic, social, cultural issues relevant to the Sinology major.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report [SU3] text preparation/written work [SU4] test/exam - oral or written [SU8] observation of student's independent or team work
	[SINL3_W13] Student knows the grammar and lexis of the Chinese language to an advanced degree, understands its position in the world and its relations with other languages.	Student knows the grammar and lexis of Chinese business language and understands its position and role in the global economy.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report [SW3] text preparation/written work [SW5] implementation of a problem task
	[SINL3_K07] Student recognizes and respects the differences in viewpoints determined by different national and cultural backgrounds, and has a readiness to work for the integration of cultures.	Student recognizes and respects the differences of viewpoints in business situations determined by the differences between Polish and Chinese cultures and is willing to work for the integration of these cultures.	[SK1] oral statement/conversation/ discussion [SK2] presentation/project/paper/ report [SK8] observation of student's independent or team work
	[SINL3_U08] Student is able to use basic theoretical approaches, research paradigms and concepts in the field of communication sciences.	Student can prepare simple professional texts in Chinese, understands the specifics.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report [SU3] text preparation/written work [SU4] test/exam - oral or written [SU8] observation of student's independent or team work
	[SINL3_U19] Student is able to work in a group, taking on different roles in it.	Student can actively work for the group to achieve common goals and benefits.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report [SU3] text preparation/written work [SU8] observation of student's independent or team work
	[SINL3_W07] In an advanced degree, student knows and understands the problems of intercultural communication, oriented to the application in the selected sphere of cultural, media activities, primarily in the field of international cooperation in the area of Polish, Chinese and selected foreign language.	Student recognizes the problems of intercultural communication between Poland and China, oriented to the application in selected spheres of economic activity primarily in the field of international cooperation in the area of Polish language, Chinese language and in the circles of Chinese culture.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report [SW3] text preparation/written work [SW5] implementation of a problem task
	[SINL3_U13] Student presents the results of his work in Polish and Chinese in a clear, structured and thoughtful form using a variety of modern methods and techniques, adapted to cultural and religious studies, linguistics, literary studies and economic sciences.	Student presents the results of his work in Polish and Chinese in a clear form using business terminology appropriate to the form of speech.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report [SU4] test/exam - oral or written [SU5] implementation of a problem task [SU8] observation of student's independent or team work

	Course outcome	Subject outcome	Method of verification
	[SINL3_U01] Student is able to search, analyze, evaluate, select and use information using modern techniques to obtain, classify and analyze information from sources in Polish, Chinese and a foreign language of choice, according to the guidance of the supervisor.	Student is able to search, analyze, evaluate, select and use materials with business terminology in Chinese.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU3] text preparation/written work [SU4] test/exam - oral or written [SU5] implementation of a problem task [SU8] observation of student's independent or team work
	[SINL3_U16] Student has Chinese language skills at a minimum B2 level of the Common European Framework of Reference for Languages.	Student has Chinese language skills at a minimum B2 level of the Common European Framework of Reference for Languages (HSK5).	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU3] text preparation/written work [SU4] test/exam - oral or written [SU5] implementation of a problem task [SU8] observation of student's independent or team work
	[SINL3_K05] Student perceives and formulates moral problems and ethical dilemmas related to the professional environment; seeks optimal solutions, acts in accordance with ethical principles, and develops entrepreneurial action and thinking.	Student takes a proactive stance towards the use of Chinese in the work environment, the expansion of expertise and the need for continuous improvement of language competence in the face of increasing competitiveness combined with cultural differences.	[SK1] oral statement/conversation/discussion [SK2] presentation/project/paper/report [SK3] text preparation/written work [SK5] implementation of a problem task [SK8] observation of student's independent or team work
	[SINL3_K02] Student is prepared to actively participate in groups, organizations and institutions that implement cultural integration activities, promote culture and is able to communicate with people who are and are not specialists in the field.	Student sees language skills as an important asset for functioning in the global and local business environment.	[SK1] oral statement/conversation/discussion [SK2] presentation/project/paper/report [SK8] observation of student's independent or team work
	[SINL3_W06] Student has advanced detailed knowledge of selected economic issues, also oriented to practical application in the selected sphere of cultural, media and economic activities, primarily in the field of international cooperation related to the area of Polish and Chinese language.	Student has a structured detailed knowledge of selected economic issues and business terminology in Chinese, oriented also to practical application in selected spheres of economic activity, primarily in the field of international cooperation related to the area of Polish and Chinese language.	[SW4] test/exam - oral or written [SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report [SW3] text preparation/written work [SW5] implementation of a problem task
Subject contents	<p>The program content is implemented on the basis of maintaining a half-and-half ratio between methods that introduce theory (lectures on business and employee etiquette, case analysis) and - in parallel - practical methods (written and oral exercises using specialized lexis, interpersonal training, creation of presentations and self-presentations based on sample materials, group work - project work, thematic role-play).</p> <p>Selected topics of classes:</p> <ol style="list-style-type: none"> 1. organization of a business trip 2. presentation of the product at the fair 3. business communication: e-mail and telephone 4. Signing a contract - negotiating the terms of the contract 5. organization of transportation of imported/exported products 6. financial services 7. presentation of the company's financial results 8. presentation of the city in the perspective of economic resources 9. self-presentation during a job interview 10. business culture and business vs. culture 11. innovation in the IT industry 12. product brochure - branding - advertising 13. intellectual property law and franchising 14. industry and ecology, the idea of sustainable development 		
Prerequisites and co-requisites	<p>Credit of the previous semester.</p> <p>Knowledge of the Chinese language at the level of min. B1/B2(HSK4/HSK5).</p>		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	final exam	51.0%	70.0%
	The arithmetic mean of the grades obtained in tests during the semester (including homework and tests lasting up to 15min)	51.0%	30.0%

Recommended reading	Basic literature	Winning in Chinese - Business Chinese Intermediate, Beijing Language and Culture University Press, China. or Winning in Chinese - Business Chinese Advanced, Beijing Language and Culture University Press, China.
	Supplementary literature	Huang Weizhi, Business Chinese Conversation (czwarta edycja) I, II, Beijing Language and Culture University Press, Pekin, 2018. Polsko-chiński słownik tematyczny [Polish-Chinese Dictionary], Zhejiang Education Publishing House, Warszawa 2010.
	eResources addresses	Adresy na platformie eNauczanie:
Example issues/ example questions/ tasks being completed		
Work placement	Not applicable	

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