

**UNIVERSITY OF ECONOMICS - VARNA**  
**MASTER DEGREE CENTER**  
**DEPARTMENT OF LANGUAGE LEARNING AND COMMUNICATION**

---

---

Adopted by the FC (record №/ date):

Adopted by the DC (record №/ date):

**ACCEPTED BY:**

**Dean:**

(Prof. Stoyan Marinov, PhD)

## SYLLABUS

**SUBJECT: LANGUAGE FOR BUSINESS - FRENCH**

**DEGREE PROGRAMME: INTERCULTURAL BUSINESS; MASTER'S DEGREE**

**YEAR OF STUDY: 6; SEMESTER: 12**

**TOTAL STUDENT WORKLOAD: 90 hours; incl. curricular 30 hours**

**CREDITS: 3**

### DISTRIBUTION OF STUDENT WORKLOAD ACCORDING TO THE CURRICULUM

<i>TYPE OF STUDY HOURS</i>	<b>WORKLOAD, hours</b>	<b>TEACHING HOURS PER WEEK, hours</b>
CURRICULAR: incl. <ul style="list-style-type: none"><li>• LECTURES</li><li>• SEMINARS / LAB PRACTICE</li></ul>	0 30	0 2
EXTRACURRICULAR	60	-

Prepared by:

1. ....  
(assoc. prof. Vl. Dosev, PhD)

2. ....  
(senior lecturer Sv. Todorova)

Head of Department: .....  
of Language Training and Communications (Assoc. Prof. Vladimir Dosev, PhD)

## **I. ANNOTATION**

*The main goal of this course prepares a Language for business developing all the knowledge of the program. Further development and perfection of written and oral business communication skills in French.*

*The main competencies involved in the Consultancy Project course are:*

- *Literacy competence (1).*
- *Multilingual competence (2).*

## **II. THEMATIC CONTENT**

<b>No.</b>	<b>TITLE OF UNIT AND SUBTOPICS</b>	<b>NUMBER OF HOURS</b>		
		<b>L</b>	<b>S</b>	<b>L.E.</b>
<b>1.</b>	<b>Business presentation</b>		<b>6</b>	
<b>2.</b>	<b>Negotiations</b>		<b>6</b>	
<b>3.</b>	<b>Business meetings</b>		<b>6</b>	
<b>4.</b>	<b>Business correspondence</b>		<b>6</b>	
<b>5.</b>	<b>Business report writing</b>		<b>6</b>	
	<b>Total:</b>		<b>30</b>	

### III. FORMS OF CONTROL:

№	TYPE AND FORM OF CONTROL	Number	extracurricular, hours
<b>1.</b>	<b>Midterm control</b>		
1.1.	Test 1	<b>1</b>	<b>20</b>
1.2.	Test 2	<b>1</b>	<b>20</b>
1.3.	Test 3	<b>1</b>	<b>20</b>
<b>Total midterm control:</b>		<b>3</b>	<b>60</b>
<b>2.</b>	<b>Final term control</b>		
2.1.	End-of-term exam		
<b>Total final midterm control:</b>		<b>-</b>	<b>-</b>
<b>Total for all types of control:</b>		<b>3</b>	<b>60</b>

### IV. LITERATURE

#### **REQUIRED (BASIC) LITERATURE:**

1. Coiffier, H. (2011). Exporter – **Pratique du commerce international**. Paris: Dunod.
2. Language for Business – French Course Materials available at <https://e-learn.ue-varna.bg>.

#### **RECOMMENDED (ADDITIONAL) LITERATURE:**

1. Jégou, D., Rostillo, M.P. (2014). **Quartier d'affaires**. Français professionnel et des affaires. Paris : CLE International.
2. Pasco, C. (2006). **Commerce international**. Paris: Dunod.