<table>
<thead>
<tr>
<th></th>
<th><strong>Subject</strong></th>
<th>Intercultural Communication Skills</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.</td>
<td><strong>Hours</strong></td>
<td>54</td>
</tr>
<tr>
<td>3.</td>
<td><strong>ECTS</strong></td>
<td>1,5</td>
</tr>
<tr>
<td>4.</td>
<td><strong>Lecturers</strong></td>
<td>Irina Sikorskaya, PhD in PA</td>
</tr>
<tr>
<td>5.</td>
<td><strong>Frequency</strong></td>
<td>Summer term 2016</td>
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<td>6.</td>
<td><strong>Type of discipline</strong></td>
<td>Compulsory</td>
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<td>6.</td>
<td><strong>Target group</strong></td>
<td>Master Students of the Specialty “Management of Foreign Trade Activity”</td>
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### 7. **Course description**

This course will introduce the students to the operations of both national and international organizations in the expanding global economy. International issues addressed will include differences in diverse cultures, and organizational structures, and how these differences impact the behavior of individuals, organizations and companies.


A variety of intercultural communication techniques will be used in the analysis and solving of managerial problems. In the process of studying this discipline students will obtain the additional skills and competences for their carrier development with the help of interactive methods of training, engagement into small group work, case-studies analysis and individual and group presentations.

On the development front the discipline will be devising activities based on critical incidents presented to students at classes. These incidents will be rich and varied in content, and most valuably will be illustrative of real affective issues of intercultural business environment. The study course is designed to equip students with the tools to handle the challenges and opportunities of international business, an ever increasing characteristic of modern societies which are marked by economic globalization.

### 7. **Learning outcomes**

On completion of this course students should gain the following:

- ability to apply appropriate communication strategies in their international relations;
- understanding the principles and practices of intercultural communication in connection with globalization;
- awareness of the role of effective communications in international business;
- analytical and critical ability to communicate effectively in
| 8. | Course content | 1. Theoretical conceptualization of intercultural communication, openness and transparency  
2. Communication across cultures  
3. Theoretical and practical foundations for intercultural dialogue  
4. Intercultural competence as a tool for effective dialogue  
5. Motivation and barriers of intercultural communication  
6. Cross-cultural business communication  
7. Effective cross-cultural negotiations  
8. Communication patterns in different cultures |
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<tr>
<td>9.</td>
<td>Assessment</td>
<td>60% class work, 40% final test</td>
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<tr>
<td>10.</td>
<td>Methods</td>
<td>Lecturing, Case Studies, Presentations, Teamwork</td>
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