

Professor: Dr. Tyler Carrington

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Office Hours: M-Th, 12:00-1:00 pm; always via e-mail; or by appointment

### Course Materials

- Deutsche Welle “Marktplatz” portal (<https://www.dw.com/en/learn-german/marktplatz/s-2555>), also available on the course Moodle page
- Any German-English dictionary
  - I recommend the online dictionary at [dict.cc](http://dict.cc); our bookstore also has a handful of excellent print dictionaries if you prefer a print format.
- A computer or tablet
  - Bring a computer or tablet with you to class each day. We will rely heavily on them for in-class work

### Course Description:

Welcome to German 260! This course is designed to offer further practice and instruction with all modes of interaction in German and with a specific focus on the German business world—not only the communicative skills that are used in business environments in Germany, but also the history, development, and unique aspects of doing business in and with Germany. More specifically, we will be examining a wide selection of German corporations from tiny to giant, local to global, industrial to agricultural, and past to present (and future). In doing so, we will look for common elements of success, investigate whether there is perhaps something uniquely “German” to these common elements, and discuss the ways in which the German business world might be changing as Germany’s domestic demographics and its position in an ever more mercurial global economy shifts.

### Course Goals

By the end of this block, you will

- have improved your ability to understand and participate in **conversational German**, specifically in interpersonal business and workplace atmospheres
- read, comprehend, and discuss **current and historical texts** in German
- have developed your ability to **communicate your thoughts in writing** on topics of general interest and themes of the course
- have become **conversant with a number of issues and problems in the German business world**
- have increased your **active vocabulary** by 1,000-2,000 words, with a specific focus on business terminology *related to your own field of professional interest*
- have strengthened your knowledge of and ability to use **German grammar with accuracy**
- have **developed a deeper interest** in the the business world of German-speaking Europe

*This course supports the Educational Priorities and Outcomes of Cornell College with emphases on inquiry, knowledge, communication, citizenship, and intercultural literacy.*

### Course Assignments

- I will assign you a variety of textbook activities, grammar assignments, vocabulary trainings, and other exercises as needed as homework for most days. I grade your homework on completion, not on accuracy, so the most important thing is completing your homework in a timely fashion. To

get credit for your homework, you must complete it and share it with me electronically—either using a Google Doc or, if you complete the homework in the book/handout itself, by scanning or photographing (and then emailing to me) the relevant pages. Homework is an important part of your grade, and practice (which is what homework asks you to do) is the only way you can learn a language; so take your homework very seriously, and do not fall behind.

- You will watch the German news every night. It will be difficult at first, but you will gradually understand more and more of it! Go to the Tagesschau.de website; select “Nachrichten” from the top menu; then “Tagesschau 20 Uhr” for last night’s news. You will pay particular attention to business news and make a running list of new terminology as you encounter it in the news.
- You will give two (2) Marktplatz “Referate” (presentations) over the course of the block. For these Referate, you will: 1) select a chapter of our Marktplatz textbook (on Moodle); 2) distill it into something you can summarize in 2-3 minutes, using notes; 3) prepare a handout for your classmates with useful, interesting, and important words and terms and their definitions; 4) end with a short, 30-60 second conclusion comparing the German context covered in the chapter and its significance with something in the U.S. (or elsewhere). The first Referat can be in English or German (or a mix); the second one should be entirely or mostly in German. For Referat 1, you will have a choice of Marktplatz chapters 9-15; for Referat 2, you will have a choice of Marktplatz chapters 20-26.
- You will prepare a detailed “Business Profile” as your final project. The idea here is to select an up-and-coming German business or business entity (one we did not cover in class); do some research into its creation and growth (ideally something beyond the company’s “About Us” page) and shape this into a narrative; investigate and then hypothesize about its prospects for success and further growth; and consider the ways in which this company fits the “German model” we have discussed in class. Google will be your friend here, as will articles and features in business publications like the *Handelsblatt*, *Wirtschaftswoche*, and others. You will submit this digitally to me on Tuesday of Week 4. These will be 4-5 double-spaced pages, with sources—in English.
- There will be final exam covering a selection of the most important material covered in class. We will have a review session together before of the exam.
- You will attend Stammtisch at least one time in the block. More frequent attendance is worth extra credit. If sports/music/theater events conflict, please see me about an alternative assignment.

#### Grading

Attendance	10% (bonus available for perfect attendance)
Participation	10%
Written Assignments	20%
Referate (10% each)	20%
Business Profile	20%
Exam	15%
Stammtisch Attendance	5%

### **Do you want or need help with your German?**

If you would like help with any part of the class, there are a number of student tutors you can use for free. Just send me an email and ask to set up an appointment with one of our tutors. The tutors can help you with written or oral work, vocabulary, reading, homework, or any other questions you might have.

### **Opportunities to speak German:**

We have a variety of regular events that offer you the chance to speak and/or listen to German, including:

- 1) Stammtisch (Wednesday evenings, 5:00-6:00 pm in the dining hall; look for the German flag)
- 2) German club events (these will be advertised throughout the block and semester)
- 3) Try out the Duolingo or Tinycards app for fun as you take this course. Who can make the most progress?

### **Your next course:**

The entire world and realm of German course offerings is now open to you! What will you do with all of this freedom?!

### **Academic Integrity and Plagiarism:**

Cornell College expects all members of the Cornell community to act with academic integrity. An important aspect of academic integrity is respecting the work of others. A student is expected to explicitly acknowledge ideas, claims, observations, or data of others, unless generally known. When a piece of work is submitted for credit, a student is asserting that the submission is her or his work unless there is a citation of a specific source. If there is no appropriate acknowledgement of sources, whether intended or not, this may constitute a violation of the College's requirement for honesty in academic work and may be treated as a case of academic dishonesty. The procedures regarding how the College deals with cases of academic dishonesty appear in The Catalogue, under the heading "Academic Honesty."

Simply put, the work you submit for this course must be your own. Plagiarism is strictly forbidden and will be punished with a failing grade for the course (in addition to discipline by the college). Plagiarism is representing the words or ideas of another as your own. Submitting papers you did not write is the most well-known type of plagiarism but hardly the only one. Plagiarism includes, but is not limited to: copying another student's work in exams, papers, or other exercises; verbatim copying, close paraphrasing, pasting in, or recombining published materials, including materials from the Internet, without appropriate citation. If you have questions about whether you need to attribute something or not, please ask me and I will be more than happy to advise you. Plagiarism is remarkably easy to see, and I have caught students plagiarizing on more than one occasion. I will follow the college's disciplinary procedure on academic honesty (<http://www.cornellcollege.edu/registrar/pdf/Academic%20Honesty.pdf>) in the unfortunate event that you cheat or plagiarize.

### **Late Assignments:**

Late assignments will be marked down a minimum of 10% per day they are late.

### **Accommodation for Students with Disabilities:**

Cornell College wishes to include fully persons with disabilities in this course. In compliance with section 504 of the Americans with Disabilities Act (ADA), Cornell College is committed to ensure that *"no otherwise qualified individual with a disability ... shall, solely by reason of disability, be excluded from participation in, be denied the benefits of, or be subjected to discrimination under any program or activity..."* If you are a student with a disability and believe you will need accommodations for this class, it is your responsibility to inform the professor within the first three days of class. It is also your responsibility

to contact and register with the office of Academic Support and provide them with documentation of your disability so they can determine what accommodations are appropriate for your situation.

To avoid any delay in the receipt of accommodations, you should contact the office of Academic Support as soon as possible. Please note that accommodations are not retroactive and that disability accommodations cannot be provided after the three-day grace period and until an "Accommodation Cover Letter" from the office of Academic Support has been put in the student's file from the Coordinator, Brooke Paulsen. Please contact Academic Support for more information about receiving accommodations through Brooke Paulsen, Cole Library #309, (310) 895-4382, [bpaulsen@cornellcollege.edu](mailto:bpaulsen@cornellcollege.edu). Please feel free to explore Cornell College's website for more information on accommodations.  
<http://www.cornellcollege.edu/academic-support-and-advising/disabilities/index.shtml>.

### **Tentative Course Schedule**

	Monday	Tuesday	Wednesday	Thursday	Friday
Week 1	Einführung und Wiederholung  Marktplatz 1: Kiosks  Profile: Edeka	Marktplatz 2: Gastronomie  Profile: Imbisse	Marktplatz 3: Handwerk  Profile: Borsig/Krupp/Bosch	Marktplatz 4: Rechte im Business  Profile: Thyssen	Kein Unterricht
Week 2	Marktplatz 5: Preisgestaltung  Profile: Lufthansa	Marktplatz 6: Hotel  Profile: Hotel Adlon	Marktplatz 7: Finanzierung  Profile: Deutsche Bank/Commerzbank  <b>Referate</b>	Marktplatz 8: Consulting  Profile: Adidas/Puma  <b>Referate</b>	Kein Unterricht
Week 3	Marktplatz 16: Automatisierung  Profile: Audi/Autoindustrie	Marktplatz 17: Ausbildung  Profile: VW/Siemens	Marktplatz 18: Weltmarkt  Profile: Aldi/Telekom  <b>Referate</b>	Marktplatz 19: Abfall  Profile: Continental  <b>Referate</b>	Kein Unterricht
Week 4	Profile: Mosse/Springer	Profile: "Deutschland"  <b>Business Profiles fällig</b>	<b>Final Exam</b>		