



## COURSE UNIT (MODULE) DESCRIPTION

Course unit (module) title	Code
<b>English for Corporate Management and Logistics Service</b> <b>Anglų kalba įmonių valdymui ir logistikos paslaugoms</b>	

Academic staff	Core academic unit(s)
<b>Coordinating: Prof. dr Julija Korostenskienė</b>  <b>Other:</b>	<b>Faculty of Philology, Institute of Foreign Languages,</b> <b>Universiteto 5, Vilnius 01122</b>

Study cycle	Type of the course unit
First	Elective

Mode of delivery	Semester or period when it is delivered	Language of instruction
Face-to-face	Autumn/Spring	English

Requisites	
<b>Prerequisites: English B2 level</b>	<b>Co-requisites (if relevant):</b>

Number of ECTS credits allocated	Student's workload (total)	Contact hours	Individual work
5	125	32	93

Purpose of the course unit		
<p>The goal of the course is to develop the core English language skills in the sphere of corporate management and logistics service. The course focuses on acquiring language as used in business operations, logistics, supply chain management, negotiations and business correspondence. Exploring theoretical concepts (such as corporate governance structures, strategic management principles, supply chain models, logistics planning and inventory management theories), established and innovative practices through language-based interactive activities and exercises, the students will develop their linguistic, intercultural, analytical, communicative, negotiation, and critical thinking skills. The students will also enhance their competences in the areas of cross-cultural communication, strategic decision-making, and effective negotiation. Aimed at strengthening the students' English language abilities, the course is designed to equip them with the skills needed for effective performance in diverse international and intercultural business contexts.</p>		
Learning outcomes of the course unit	Teaching and learning methods	Assessment methods
<p><b>Upon completion of the course, the students:</b></p> <ul style="list-style-type: none"> <li>- will comprehend, explain, and effectively apply lexis and terminology related to the field of corporate management and logistics in multicultural and global contexts,</li> <li>- will develop an informed perspective on organisational structures, management practices, and coordination of logistics;</li> </ul>	Seminars	<p>Final oral presentation and written report</p> <p>Answering open-ended and closed-ended questions</p>

- will understand the tasks and responsibilities, functioning, processes, challenges, values, and goals within corporate management and logistics core range of tasks and responsibilities, while acknowledging the importance of intercultural collaboration.		
<ul style="list-style-type: none"> <li>- will demonstrate the ability to present core concepts and engage in informed discussions on a given topic within corporate management and logistics;</li> <li>- will enhance professional communication skills, focusing on presenting their point in an effective manner and constructing smooth and persuasive argumentation,</li> <li>- will learn how to engage in professional negotiations with colleagues within the context of corporate management and logistics.</li> </ul>	Task-based teaching and active student-centered learning methods (problem-solving, discussions and debates, group activities, role-playing scenarios, flipped classroom activities, project teamwork and independent work, brainstorming and idea generation)	Oral presentation, written reflection, group discussion, project completion and presentation
<ul style="list-style-type: none"> <li>- will refine and enhance analytical and problem-solving by critically reading, comparing, evaluating, and synthesizing information, with an awareness of the variety of cultural perspectives;</li> <li>- will work effectively both in teams and individually, completing oral and written tasks in the context studied, integrating principles of intercultural communication and collaboration.</li> </ul>	Analysis of case studies, problem-solving exercises, creation and re-enactment of professional, task-based scenarios	Participation in seminar discussions, written reflections, individual assignments, project completion and presentation

Content	Contact hours							Individual work: time and assignments	
	Lectures	Tutorials	Seminars	Workshops	Laboratory work	Internship	Contact hours, total	Individual work	Tasks for individual work
1. Introduction to English in Corporate Management and Logistics Service: course overview, assessment, and basic notions			2				2	2	<i>Flipped activity:</i> watch a video about corporate structures  <i>Group presentation:</i> Company's organizational chart
2. Corporate structures and multicultural communication			2				2	6	<i>Tricker (2009 Ch. 2), Harris (2000), Chan (2020)</i>  <i>Group discussion:</i> Understanding culture peculiarities in corporate environments

3. Basics of supply chain management and transportation			4				4	10	<p><i>Reading:</i> USAID (2011, 1-42), Christopher (2005, 1-15, 27-50, 58-80)</p> <p><i>Case study analysis:</i> Supply chain management scenarios</p>
4. Negotiation skills and business correspondence in logistics			2				2	8	<p><i>Reading:</i> Ashley (2003), Mascull (2017), Chan (2020, 116-141, 187-205)</p> <p><i>Written assignment:</i> business correspondence, responding to logistical inquiries and issues</p> <p><i>Group discussion:</i> analysis of a video on negotiation techniques</p>
5. Understanding the language of inventory systems and supply chain management			4				4	10	<p><i>Reading:</i> USAID (2011, 55-75), The World Bank (March, 2023, 9-47), Christopher (2005, 189-206) (<i>to be distributed among students</i>)</p> <p><i>Problem-solving activity:</i> Propose inventory solutions, addressing logistic challenges</p>
6. Crafting business presentation and enhancing negotiation skills			2				2	9	<p>Young (2006) (selected chapters), Wertheim (n.d.)</p> <p><i>Group presentations:</i> Developing solutions for mock business scenarios</p> <p><i>Practice activity:</i> pitching ideas (based on episodes from <i>Dragon's Den</i>)</p>
7. The language of legal, regulatory and compliance frameworks			4				4	10	<p><i>Reading:</i> Chan (2020, 141-170), USAID (2011, 99-113), <i>The EU Customs Union @ 50: Concept to Continuum</i> (selected articles from Ch. 1, 2, 3, 6; to be</p>

									distributed among students) <i>Group discussion:</i> analysis of compliance scenarios <i>Debate:</i> negotiating compliance scenarios
8. Financial vocabulary and budgeting. Interpreting logistics reports			4				4	10	<i>Reading:</i> Mascull 2017 (Ch. 1-4), Christopher (2005, 57-80), Singal (2020, Ch. 1-4), Paff (2021) <i>Group presentation:</i> Developing and presenting a budget plan <i>Mock board meeting:</i> Interpreting financial reports
9. Sustainability in logistics: green logistics, corporate social responsibility, and AI integration			2				2	8	<i>Reading:</i> Christopher (2005, 241-257); McKinnon et al. (2015, Ch. 6); Richey et al. (2023) <i>Group debate and discussion:</i> Sustainability vs efficiency in logistics <i>Written reflection:</i> Advantages and challenges of sustainable logistics
10. Final project preparation and presentations: problem-solving in corporate and supply chain scenarios			4				4	10	<i>Final group presentations and written project submission:</i> Analysing a case study or proposing a business solution in the field of corporate management or logistics <i>Self-assessment:</i> Student reflection on progress made and language development in the course
11. Course summary: an overview of key course topics and terms			2				2	10	
<b>Total</b>			<b>32</b>				<b>32</b>	<b>93</b>	

Assessment strategy	Weight %	Deadline	Assessment criteria
Cumulative assessment:	40 %	Regularly during the semester,	Students are required to attend seminars, complete class and homework assignments, participate in discussions and deliver projects. Homework assignments specified in the

Participation in discussions during seminars, completion of individual and group assignments, regular and timely submission of written reflections on the topics covered		starting week 2	<p>course description are tentative and may be adjusted at the discretion of the instructor to better address student needs. Weekly reading assignment will not exceed 15 pages per student.</p> <p><b>Active participation:</b> the student has to seek to make at least one substantial oral contribution during the seminar (e.g., expressing opinion, clarifying a point, formulating or motivating an alternative perspective, etc.). The student is regarded as actively participating in the seminar discussion if they have contributed with relevant observations at least twice during the seminar.</p> <p><b>Late homework</b> submissions may not be given full credit.</p> <p><b>Assessment of presentations in group projects and work during seminars.</b> Each assignment is evaluated on a 10-point scale along the following components, each assigned a maximum of 2 points: preparedness, quality and relevance of content, incorporation of target vocabulary, coherence, and depth of analysis.</p>
Quizzes	4x4%	During the semester	Each quiz consists of 5-10 closed-ended and open-ended questions
Peer assessment for group work projects	10%	During the semester	Students will assess the contributions of their team members in group work assignments
Final project	34% (14% + 20%)	Weeks 14-16	<p>In groups or individually, students should prepare either of the following: a) analysis of a case study, or b) development of a business proposal/plan in the area of corporate management or logistics service. Working in teams, the students will produce an oral presentation (14%) and a written report (20%), which outline the problem, provide its analysis, and present solutions, while incorporating relevant data and theoretical concepts.</p> <p><b>Grading rubric:</b></p> <ul style="list-style-type: none"> <li>- <b>Content:</b> understanding and accurate presentation of the material covered throughout the term (3 points)</li> <li>- <b>Argumentation and logic:</b> clear organization, consecutive development of ideas, and coherence of exposition (3 points)</li> <li>- <b>Relevance:</b> value of the arguments provided, ability to provide support with illustrative examples (2 points)</li> <li>- <b>Validity:</b> effective incorporation of course literature and inclusion of additional resources to argument a point (2 points)</li> </ul> <p><b>A note on attendance and calculation of the final grade for the course:</b></p> <ul style="list-style-type: none"> <li>- The student who has missed more than three seminars, may be asked to attend an oral colloquium or take a test on Moodle in order to be admitted to the final exam.</li> <li>-The student who has missed more than 30% of seminars will not be admitted to the exam. An exception may be made in grave circumstances (e.g., a disease), in which case the student must inform the instructor and provide official written evidence.</li> </ul>

			<p>-The student who has not attended seminars regularly, but has completed all written assignments, may not expect a final grade higher than 8 (eight).</p> <p><b>For written assignments:</b> The use of AI is accepted for minor checks or clarifications. If the student has used AI, they should specify exactly in what way. In that case, the student must also provide their original text that they wrote prior to consulting AI.</p>
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Author (-s)	Publishing year	Title	Issue of a periodical or volume of a publication	Publishing house or web link
<b>Required reading</b>				
<i>Note: Reading assignments will be made available on Moodle, or will be accessible via the link provided</i>				
Chan, M.	2020	<i>English for Business Communication</i>		Routledge
Christopher, M.	2005	<i>Logistics and Supply Chain Management: Creating Value-Adding Networks</i>		Pearson Education
The World Bank	March 2023	<i>Supply Chain Management: An Introduction and Practical Toolset for Procurement Practitioners</i>	The World Bank	Available Online: <a href="https://www.infobooks.org/free-pdf-books/business/logistics/?utm_content=cmp-true">https://www.infobooks.org/free-pdf-books/business/logistics/?utm_content=cmp-true</a>
Tricker, B.	2009	<i>Corporate Governance: Principles, Policies, and Practices</i>	Oxford University Press	
<b>Recommended reading</b>				
Ashley, A.	2003	<i>Oxford Handbook of Commercial Correspondence: New Edition</i>	Oxford	Oxford University Press
Harris, Elaine K.	2000	<i>Customer Service: A Practical Approach</i>	Upper Saddle River	Prentice Hall
Mascull, B.	2017	<i>Business Vocabulary in Use: Advanced</i>	Cambridge	Cambridge University Press
McKinnon, A.C., Browne, M., Whiteing, A. and Piecyk, M.	2015 (3rd ed.)	<i>Green Logistics: Improving environmental sustainability of logistics</i>	London	Kogan Page  Available Online: <a href="https://labordoc.ilo.org/discovery/fulldisplay/alma994951688702676/41ILO_I_NST:41ILO_V1">https://labordoc.ilo.org/discovery/fulldisplay/alma994951688702676/41ILO_I_NST:41ILO_V1</a>
Meyer, E.	2014	<i>The Culture Map: Breaking Through the Invisible Boundaries of Global Business</i>		PublicAffairs
Paff, L.	2021	<i>Financial and Managerial Accounting</i>	Pennsylvania State University	Available online: <a href="https://open.umn.edu/opentextbooks/textbooks/financial-and-managerial-accounting">https://open.umn.edu/opentextbooks/textbooks/financial-and-managerial-accounting</a>
Richey, R. G., Chowdhury, S., Davis-Sramek B., Giannakis,	2023	<i>Artificial intelligence in logistics and supply chain management: A primer and roadmap for research</i>	<i>Journal of business logistics</i> , 2023-10, Vol.44 (4), p.532-549 Wiley	Available online: <a href="https://onlinelibrary.wiley.com/doi/10.1111/jbl.12364">https://onlinelibrary.wiley.com/doi/10.1111/jbl.12364</a>

M., K. Dwivedi, Y.				
Taxation and Customs Union	2018	<i>The EU Customs Union @ 50: Concept to Continuum</i>	Malta	Available online: <a href="https://taxation-customs.ec.europa.eu/system/files/2019-01/01_2019_the_eu_customs_union_50th_book_en.pdf">https://taxation-customs.ec.europa.eu/system/files/2019-01/01_2019_the_eu_customs_union_50th_book_en.pdf</a>
USAID	2011	The Logistics Handbook	Arlington, Va.: USAID / DELIVER PROJECT, Task Order 1.	Available online: <a href="https://pdf.usaid.gov/pdf_docs/pnaeb974.pdf">https://pdf.usaid.gov/pdf_docs/pnaeb974.pdf</a>
Young, P.	2006	Writing and Presenting in English: The Rosetta Stone of Science	Elsevier Science & Technology	Available online through VU Library: <a href="https://ebookcentral.proquest.com/lib/viluniv-ebooks/detail.action?docID=285807&amp;pq-origsite=primo#">https://ebookcentral.proquest.com/lib/viluniv-ebooks/detail.action?docID=285807&amp;pq-origsite=primo#</a>
Wertheim, E.	n.d.	Negotiations and Resolving Conflicts: An Overview	EUROPARC.org	Available online: <a href="https://www.europarc.org/communication-skills/pdf/Negotiation%20Skills.pdf">https://www.europarc.org/communication-skills/pdf/Negotiation%20Skills.pdf</a>
Internet websites		<a href="https://www.lucasware.com">https://www.lucasware.com</a> , <a href="https://www.brightpearl.com">https://www.brightpearl.com</a> , <a href="https://www.weforum.org">weforum.org</a> , <a href="https://www.youtube.com">youtube.com</a> (Dragon's Den, Norges Bank Investment Management, WTC Winnipeg, Insead)		

**NOTE:** Including Open Educational Resources in the reading list is recommended