

## Economic Spanish III (F710254)

**Course size** *(nominal values; actual values may depend on programme)*

**Credits 3.0** **Study time 90 h**

**Course offerings and teaching methods in academic year 2026-2027**

A (Year)	Dutch, Spanish	Gent	group work seminar
----------	----------------	------	-----------------------

**Lecturers in academic year 2026-2027**

De Craene, Nadja	LW22	lecturer-in-charge
------------------	------	--------------------

**Offered in the following programmes in 2026-2027**

<a href="#">Bachelor of Science in Business Administration</a>	<b>crdts</b> 3	<b>offering</b> A
--	-------------------	----------------------

**Teaching languages**

Spanish, Dutch

**Keywords**

Commercial Spanish

**Position of the course**

The aim of the course is to provide students means to extend their communicative skills (oral / written : correspondence) in a business context by increasing their vocabulary, using the right grammatical structures and more varied verb tenses. Situations vary from 'social talking', 'making appointments', 'telephoning', 'writing business letters', 'negociate'.

**Contents**

Specialized commercial terminology : students are given a solid foundation in business vocabulary and business concepts through exercises with a communicative approach : structure of a company, products, commercial strategies, financial elements.

**Introduction to the Realidad hispánica** : The aim is to familiarize students with the social and business-related cultural patterns of the Hispanic World. Las pymes, las empresas internacionales, the Stock Market, offshoring, los productos de exportación, el mercado en Latino-américa, China

**Integrated grammar** : condensed review of the most important grammatical issues.

**Initial competences**

**Listening en lezen** : The student can understand clear, slow, standard speech and can catch the main point in short, clear, simple messages and advertisements, prospectuses and timetables

**Spoken Interaction**: the student can communicate in simple and routine tasks in an entrepreneurial setting even though they cannot usually keep the conversation going of their own accord.

**Spoken Production**: Students can describe situations in a simple way. They can express themselves and give an opinion.

**Writing**: They can write short, simple notes and messages relating to commercial matters.

**Final competences**

1 **The aim is to reach level B1 (general) and B1 business language** : At this level students should have developed an advanced level of competence in oral and written comprehension and expression of the Spanish language. Students

are able to express themselves in an accurate way on a variety of actual topics and economic topics. Achieving this objective will be variable according to the angle of approach (listening and reading comprehensively, speaking and writing).

- 2 **Listening:** The student can understand the main points of clear standard speech on familiar matters regularly encountered in work, school, leisure, etc. The student can understand the main point of many radio or TV programmes on current affairs or topics of personal or professional interest when the delivery is relatively slow and clear.
- 3 **Reading:** The student can understand texts that consist mainly of high frequency everyday or job-related language. The student can understand the description of events, feelings and wishes in personal letters. They can also synthesize information and identify different types of contracts and commercial documents used in Spain.
- 4 **Spoken Interaction:** The student can deal with most situations likely to arise whilst travelling in an area where the language is spoken. The student can enter unprepared into conversation on topics that are familiar, of personal interest or pertinent to everyday life (e.g. family, hobbies, work, travel and current events).
- 5 **Spoken Production:** The student can connect phrases in a simple way in order to describe experiences and events, my dreams, hopes & ambitions. The student can briefly give reasons and explanations for opinions and plans. The student can narrate a story or relate the plot of a book or film and describe his / her reactions.
- 6 **Writing:** The student can write straightforward connected text on topics, which are familiar, or of personal interest. Students should be able to write business letters in a correct way.
- 7 **Cultural awareness :** Students should have learnt a lot about commercial life in Spain, political life and historical background. They should be able to have a commercial conversation taking in account multicultural aspects : differences between Catalan and Madrilenian or between a Spaniard and an Argentinian. The emphasis is on the business world, so the student is expected to know which are the largest companies in Spain (according to the IBEX) The student is able to assess the economic situation of Spain. Furthermore, the student can give advice on setting up a company, concerning import and export, possible banking operations, insurance modalities and taxes.
- 8 **Dealing with Artificial Intelligence:** Critical examination concerns mainly the use of AI. Students may certainly use it just as one uses translation machines and academic writing sites to improve their presentation and prepare for an interview with the business manager . They are reminded of the limitations and pitfalls of AI especially since this is an American product with English as the language of instruction. Finally, they are explicitly forbidden from offering AI as a resource at most they use it as a tool to improve their language skills. The final test is a written exam where the use of digital tools is excluded.

#### Conditions for credit contract

Access to this course unit via a credit contract is determined after successful competences assessment

#### Conditions for exam contract

This course unit cannot be taken via an exam contract

#### Teaching methods

Group work, Seminar

#### Extra information on the teaching methods

Active learning : participation based on flipped classroom / group assignment + guided exercises

Portfolio > oral and written exercises / presentations or excursion / electronic platform / looking up and retrieving information about companies

#### Study material

Type: Syllabus

Name: Economisch Spaans III - Handelswetenschappen

Indicative price: € 17

Optional: no

Language : Other  
Number of Pages : 127  
Oldest Usable Edition : 2023  
Available on Ufora : No  
Online Available : No  
Available in the Library : No  
Available through Student Association : No  
Additional information: The course is reworked each year and the modifications reported in class so that those who are still with a copy from the previous year can still follow along. The large number of exercises makes it more of a personal workbook in which annotations can be made.... All SOLUTIONS and illustrations or clarifications available on UFORA.

## References

### Course content-related study coaching

Feedback after the lessons + Ufora

### Assessment moments

end-of-term and continuous assessment

### Examination methods in case of periodic assessment during the first examination period

Skills test, Written assessment

### Examination methods in case of periodic assessment during the second examination period

Skills test, Written assessment

### Examination methods in case of permanent assessment

Skills test, Assignment

### Possibilities of retake in case of permanent assessment

examination during the second examination period is possible in modified form

### Extra information on the examination methods

#### FIRST SESSION

##### Written exam 40%

**Portfolio 60 %** : understanding reading / understanding listening / social talking and communicative abilities / guest speeches / individual progress / "presentations entreprise" oral and written / visits in Belgium ... etc. Participation in portfolio is compulsory; with unwarranted absence or non-participation the student cannot succeed for this course. In exceptional cases, an alternative may be offered for certain assignments.

#### SECOND SESSION

**Written exam 40%** same evaluation form

**Portfolio 60 %** : substitute tasks, oral retake and a new company presentation  
**Excursion** (without obligation to participate) > Students will have the opportunity to follow a speaking course in **Madrid**, to visit a number of companies, to make contacts for a possible business internship.

### Calculation of the examination mark

Written exam : 40 %

Portfolio : 60% (with as assessment elements : the actual marks obtained on the Ufora exercises / assignments / participation for a minimum of 70% in lessons (also online lessons), with qualitative input and commitment).

### Facilities for Working Students

Exam similar to regular exam.

Language skills must meet the average of other students but otherwise conform to the guidelines.

Alternative assignments can be discussed with teacher.