

**UNIVERSITE NICE SOPHIA ANTIPOLIS**  
**Institut d'Administration des Entreprises**

Course Overview

Course: M2 Hôtellerie Internationale  
Duration: 30 hours

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**Course Objectives**

This course is designed to assist students in improving their linguistic competencies in English through a two-pronged approach.

Content-wise, it will provide a deep insight in some of the most in-demand areas of international tourism affairs. Related field-specific terms and grammar pitfalls will be examined in detail.

Stylistically, participants will be informed of, and trained in, skills essential to optimizing performance in negotiating and presentation on a number of theoretical and practical tasks.

In this manner, the course will foster improved theoretical and technical competencies in English relevant to success in an international academic and professional environment.

**Grading**

100 points (based on attendance 10%, individual contribution in classroom 10%, midterm 30% and final examination 50%)

**Structure**

- I. Business related topics (content)
  - a. Intercultural meetings and teams
  - b. Sustainability and resources management
  - c. Hotel employees vocabulary
  - d. Accounting, finance and quality
  - e. Grammar issues – polite forms, tenses and typical mistakes
  - f. TOEIC
- II. Negotiations and Business writing (style)
  - a. Theory, exercises, discussion and pair work
- III. Presentations (style)
  - a. Theory, exercises, discussion and individual or pair work

**Sources and Further Reading**

Emmerson, Paul (2009). Business Builder: Teacher's Resource Series, Modules 7, 8, 9 – Presentations, Company, products and customer relations, Negotiations. Oxford: MacMillan Education. (BB)

Mascull, Bill (2010). Business Vocabulary in Use: Advanced, Second Edition. Cambridge: Cambridge University Press. (BVU)

Powell, Mark (2011). In Company: Upper-Intermediate Student's Book, Oxford: MacMillan Education. (IC)

Lafond, C/ Vine, S/ Welch, B (2009). English for Negotiating. Berlin: Cornelsen Publishing House. (EN)

Hading, Keith & Henderson, Paul (2000). High Season. Oxford: Oxford University Press (HS)

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Syllabus

- I. Business administration
  - a. Management matters
    - i. IC Unit 2, 6 & 7: Socializing and teamwork
    - ii. Formal and informal register – emailing & Co.
    - iii. Register and working environment
  - b. Sustainability and resources management
    - i. IC Unit 3: Do the right thing
    - ii. BVU Unit 50: Green issues
    - iii. BVU Unit 51: Climate change
    - iv. BVU Unit 59: Sustainable development
  - c. Hotel employees vocabulary – individual and pair work + ESL Podcasts
    - i. [https://www.eslpod.com/website/show\\_podcast.php?issue\\_id=15670370](https://www.eslpod.com/website/show_podcast.php?issue_id=15670370)
    - ii. [https://www.eslpod.com/website/show\\_podcast.php?issue\\_id=13850801](https://www.eslpod.com/website/show_podcast.php?issue_id=13850801)
    - iii. Vocabulary in context
  - d. Accounting, finance and quality
    - i. BVU Unit 45: Accounting standards
    - ii. BVU Unit 13: Quality standards
  - e. Grammar & vocabs – p.23, 24, 27, 33, 42, 51 (group activity), 54/55, 102, 105, 126, (HS)
  - f. TOEIC – practical listening and reading exercises
- II. Negotiations and Business writing
  - a. (BB) 9.1, 9.2, 9.3, 9.4
  - b. (IC) Vocabulary: Negotiations (p.130-131)
  - c. (EN) Case studies
- III. Presentations
  - a. Phrases and vocabulary
  - b. Persuading
  - c. Presenting a project
  - d. Describing trends
  - e. Case studies