

**ACADEMIA DE STUDII ECONOMICE DIN BUCUREŞTI**  
**FACULTATEA DE RELAȚII ECONOMICE INTERNAȚIONALE**  
**DEPARTAMENTUL DE LIMBI MODERNE ȘI COMUNICARE ÎN AFACERI**

**Post: Lector universitar, poziția 45**

**Disciplinele postului:** Comunicare în limba japoneză 1; Limba engleză și comunicare de specialitate 1; Limba engleză și comunicare de specialitate 2

**Tematica**

1. Comunicare în afaceri: strategii, modalități de predare/învățare
2. Strategii de studiu și de comunicare de tip academic
3. Aspecte inter-culturale în predarea limbilor străine pentru comunicare de afaceri
4. Predarea/invățarea limbii engleze/limbii japoneze pentru scopuri specifice: fundamente metodologice și aspecte practice

**Bibliografie**

Abecasis-Phillips, J., (1994), *Doing Business with the Japanese*, NTC Contemporary.

Baade, K., et al. (2009), *Business Result (Intermediate)*. Oxford University Press.

Beacco, J.-C., Byram, M., Cavalli, M., et al. (2010), *Guide for the development and implementation of curricula for plurilingual and intercultural education*, The Language Policy Division of the Council of Europe, Geneva, Switzerland, from [www.coe.int/lang](http://www.coe.int/lang)

Bovee C.L., Thill J.V., Schatzmann B.E., (2003), *Business Communication Today*, Prentice Hall.

De Mente, B., (1996), *How to Do Business with the Japanese*, NTC Business Books.

Dolan, G., (2013), *Hooked: How Leaders Connect, Engage and Inspire with Storytelling*, Melbourne, Wiley.

Dubicka, I., O'Keeffe, M., (2011). *Market Leader (Intermediate)*, 3rd edition, Longman.

Grosu-Rădulescu, L.(ed.), (2018), *Foreign Language Teaching in Romanian Higher Education Teaching Methods, Learning Outcomes, Multilingual Education*, Volume 27, Springer International Publishing AG - <https://link.springer.com/book/10.1007%2F978-3-319-93329-0>

Gussendorf, M., (2008), *English for Presentations*, Oxford, Oxford University Press.

- Lafond, C., et al. (2010), *English for Negotiating*, Oxford University Press.
- Lansford, L., et al. (2015), *TedTalks Keynote (advanced). Student's Book*, National Geographic.
- Lowe, S., Pile, P. (2007), *Negotiating*, Delta Publishing.
- Marinescu, R., Nicolae, M., Șerban-Oprescu, T., (2019), *Tratat de comunicare în afaceri internaționale*, (editori Roxana-Elisabeta Marinescu, Mariana Nicolae, Anca Teodora Șerban-Oprescu), București, Editura ASE
- Mascull, B., (2010), *Business Vocabulary in Use*, Cambridge Univ. Press.
- Mureșan, L., David, I., Grosu-Rădulescu, L. (eds.) (2015), *Developments in Professional / Academic Communication and Implications for Education and Research* („International Conference on Languages for Specific Purposes and Teacher Development - Developments in Professional/Academic Communication and Implications for Education and Research”, 2015, ASE București-DLMCA, QUEST Romania and AELFE), CD-ROM, București, Editura ASE.
- Nicolae, M., Șerban-Oprescu, T. (eds.) (2012), *Communication Matters. Aspectele comunicării contează*, București, Editura ASE.
- Norbury, P. (1980), *Business in Japan. A Guide to Japanese Business Practice and Procedure*, MacMillan Press.
- Ohmae, K., (1982), *The Mind of The Strategist: The Art of Japanese Business*, McGraw-Hill.
- Saunders, D., et al., (2010), *Negotiation. Reading. Exercises and Cases*, McGraw-Hill Irving.
- Sugimoto, Y., (2002), *An Introduction to Japanese Society*, Cambridge, Cambridge University Press.
- Sugimoto, Y., (2013), *Constructs for Understanding Japan*, Routledge
- Tullis, G., Trappe, T. (2000), *New Insights into Business*, Pearson/Longman.
- \*\*\* SYNERGY, Journal of the Department of Modern Languages and Business Communication, <http://www.synergy.ase.ro/issues.html>
- \*\*\* European Journal of Interdisciplinary Studies (EJIS), <http://ejist.ro/>

**Disciplines:** Japanese Language Communication 1; English Language and Specialized Communication 1; English Language and Specialized Communication 2

## Topics

1. Business Communication: strategies, teaching/learning techniques
2. Study and academic communication skills
3. Cross-cultural aspects in language teaching for business communication

#### 4. Teaching/Learning English/Japanese for Specific Purposes: methodological fundamentals and practical aspects

### Bibliography

- Abecasis-Phillips, J., (1994), *Doing Business with the Japanese*, NTC Contemporary.
- Baade, K., et al. (2009), *Business Result (Intermediate)*. Oxford University Press.
- Beacco, J.-C., Byram, M., Cavalli, M., et al. (2010), *Guide for the development and implementation of curricula for plurilingual and intercultural education*, The Language Policy Division of the Council of Europe, Geneva, Switzerland, from [www.coe.int/lang](http://www.coe.int/lang)
- Bovee C.L., Thill J.V., Schatzmann B.E., (2003), *Business Communication Today*, Prentice Hall.
- De Mente, B., (1996), *How to Do Business with the Japanese*, NTC Business Books.
- Dollan, G., (2013), *Hooked: How Leaders Connect, Engage and Inspire with Storytelling*, Melbourne, Wiley.
- Dubicka, I., O'Keeffe, M., (2011). *Market Leader (Intermediate)*, 3rd edition, Longman.
- Grosu-Rădulescu, L.(ed.), (2018), *Foreign Language Teaching in Romanian Higher Education Teaching Methods, Learning Outcomes, Multilingual Education*, Volume 27, Springer International Publishing AG - <https://link.springer.com/book/10.1007%2F978-3-319-93329-0>
- Gussendorf, M., (2008), *English for Presentations*, Oxford, Oxford University Press.
- Lafond, C., et al. (2010), *English for Negotiating*, Oxford University Press.
- Lansford, L., et al. (2015), *TedTalks Keynote (advanced). Student's Book*, National Geographic.
- Lowe, S., Pile, P. (2007), *Negotiating*, Delta Publishing.
- Marinescu, R., Nicolae, M., Șerban-Oprescu, T., (2019), *Tratat de comunicare în afaceri internaționale*, (editori Roxana-Elisabeta Marinescu, Mariana Nicolae, Anca Teodora Șerban-Oprescu), București, Editura ASE
- Mascull, B., (2010), *Business Vocabulary in Use*, Cambridge Univ. Press.
- Mureșan, L., David, I., Grosu-Rădulescu, L. (eds.) (2015), *Developments in Professional / Academic Communication and Implications for Education and Research* („International Conference on Languages for Specific Purposes and Teacher Development - Developments in Professional/Academic Communication and Implications for Education and Research”, 2015, ASE București-DLMCA, QUEST Romania and AELFE), CD-ROM, București, Editura ASE.
- Nicolae, M., Șerban-Oprescu, T. (eds.) (2012), *Communication Matters. Aspectele comunicării contează*, București, Editura ASE.

- Norbury, P. (1980), *Business in Japan. A Guide to Japanese Business Practice and Procedure*, MacMillan Press.
- Ohmae, K., (1982), *The Mind of The Strategist: The Art of Japanese Business*, McGraw-Hill.
- Saunders, D., et al., (2010), *Negotiation. Reading. Exercises and Cases*, McGraw-Hill Irving.
- Sugimoto, Y., (2002), *An Introduction to Japanese Society*, Cambridge, Cambridge University Press.
- Sugimoto, Y., (2013), *Constructs for Understanding Japan*, Routledge
- Tullis, G., Trappe, T. (2000), *New Insights into Business*, Pearson/Longman.
- \*\*\* SYNERGY, Journal of the Department of Modern Languages and Business Communication,  
<http://www.synergy.ase.ro/issues.html>
- \*\*\* European Journal of Interdisciplinary Studies (EJIS), <http://ejist.ro/>