

Tézy z predmetu štátnej skúšky
Interkultúrna komunikácia a rokovania v anglickom jazyku
platné pre akademický rok 2020/2021



BRITISH, AMERICAN AND SLOVAK STUDIES

1. Major Events in the History of the United Kingdom of Great Britain and Ireland in the 19th Century
2. Major Events in the History of the United Kingdom of Great Britain and Northern Ireland in the 20th Century
3. Major Events in the History of the United States of America in the 19th Century
4. Major Events in the History of the United States of America in the 20th Century
5. Major Events in the History of Slovakia in the 19th Century
6. Slovakia, the Slovaks and Their History in the 20th Century
7. Economy of the United Kingdom of Great Britain and Northern Ireland
8. Economy of the United States of America
9. Economy of the Slovak Republic
10. Political System of the United Kingdom of Great Britain and Northern Ireland
11. Political System of the United States of America
12. Political System of the Slovak Republic
13. Legal System of the United Kingdom of Great Britain and Northern Ireland (England and Wales)
14. Legal System of the United States of America
15. Legal System of the Slovak Republic
16. Healthcare and Social Systems of the United Kingdom of Great Britain and Northern Ireland, the United States of America and the Slovak Republic

BUSINESS NEGOTIATIONS

- 1 Negotiations – stages of negotiation process
- 2 Preparing to negotiate: technical and psychological preparation
- 3 Intercultural aspect of negotiations (personality of a negotiator)
- 4 Strategies and tactics

- 5 Handling conflicts
- 6 Contracts in international trade (types of cooperation, legal English)
- 7 Delivery terms in sales contracts (Incoterms)
- 8 Payment terms
- 9 Price – factors influencing the price, discounts
- 10 License and franchise agreements
- 11 Negotiating representation
- 12 Negotiating services (insurance, banking, factoring, forfeiting, transportation)
- 13 Dealing with problems regarding delivery, payment, or product

CULTURE AND COMMUNICATION

1. Culture: definitions, characteristics, and consequences
2. Culture: ideology and cultural forms
3. Culture: cultural dimensions
4. Culture: stratification of cultural groups
5. Intercultural interaction: culture shock
6. Intercultural interaction: competences for working in culturally-diverse context
7. Communication: definitions, components of communication, functions of communication
8. Communication: verbal and non-verbal communication
9. Communication: national communication models
10. Communication: intercultural communication, communication styles
11. Diplomacy: functions, types, and Schools of Diplomacy
12. Diplomatic mission
13. Communication in diplomacy: verbal and non-verbal communication, the diplomatic language
14. Diplomatic correspondence: external and internal