

Global Trade Teacher Guide

Language in Context



An SB1070 Project

Integrating Global Trade & Logistics into your Language Course

Students love to learn in context – it’s a great way for them to see the tangible use of their standards based classroom concepts. In this teacher guide we will familiarize you with the pre-made language modules you might use as an introduction to global trade concepts in your course.

Overview of Academic Modules for Language

Module	Assignment	Description	Standards	Pages
Global Trade Culture & Travel – Multidisciplinary Unit or Stand Alone Course Modules	Career Spotlight – Monica Rosas The Benefits of a Bicultural upbringing	Students read about the benefits of a bicultural upbringing in this career spotlight	Multi-Discipline Background Reading	2
	Global Protocol	Business Etiquette around the world can vary significantly. This overview of business protocol and cultural awareness is an introduction to global travel.	Multi-Discipline Background Reading	4 (3)
	Protocol around the World	Students dive deep into one country within their language of study to put together a protocol guide as they plan for a business meeting.	World Language Content Standards 1.1: a, e, h, k, l 2.1: a, b, d, e, f, h, k, l 3.1: a, e, h, k 4.1: k Culture Standards 1.2, 2.0 Settings Standards 1.0, 2.0, 3.0	4
	Iceberg Model of Culture	Students identify their own “surface culture” and “deep culture” in order to develop their soft skills of collaboration.	US History Grade 11 CCSS Anchor Standards for Speaking & Listening: 1 C3 Framework for Soc. Studies: D2.His.3.9-12 & 4.9-12	4

Language Assignment in Depth Teacher Guide



Assignment Overview

Students should begin by reading the Career Spotlight on Monica Rosas. This is a good opportunity to talk about the differences in culture as you look at someone who based her career on skills she learned while growing up on both sides of the border.

Reading about Global Protocol will get students thinking about cultural differences and the effect they have on business dealings.

Finally, students set out to write up a protocol study so they can brief their boss about the cultural expectations on their flight to their business trip. Students are given the chance to choose any country that speaks their language of study, so this module can be used in any language class.

Activity	
Standards Covered	<p>Content Standards:</p> <p>1.1 Students address discrete elements of daily life including: a. Greetings & Introductions, e. Holidays, h. Vacations & Travel, k. Jobs, l. Food, meals, restaurants</p> <p>2.1 Students address topics related to self and the immediate environment, including a. Social Relationships, b. People in the community, d. Interacting with people in the community, e. Holiday customs, f. Climate, h. Transportation, k. Professions and the working world, l. cuisine</p> <p>3.1 Students address concrete and factual topics related to the immediate and external environment, including: a. social norms, e. social and regional customs, h. cultural, historical and geographic aspects of travel, k. careers and future plans</p> <p>4.1 Students address complex, concrete, factual, and abstract topics related to the immediate and external environment, including: k. transnational careers and economies</p> <p>Culture Standards</p> <p>1.2 Recognize similarities and differences in the target cultures and between students' own cultures</p> <p>2.0 Student choose an appropriate response to a variety of situations</p> <p>Settings Standards</p> <p>1.0 Students use language in highly predictable common daily settings.</p> <p>2.0 Students use language in interpersonal settings</p> <p>3.0 Students use language in informal and some formal settings</p>
Objectives	<ul style="list-style-type: none"> • Recognize the benefits of being bicultural • Understand the many cultural variables that must be taken into account in international business dealings • Complete a protocol study of a specific county that speaks the language of study
Estimated Time	<p>Career Spotlight on Monica Rosas: 20 minutes</p> <p>Global Protocol Background Reading: 20 minutes</p> <p>Protocol Around the World Research Project: 1-2 hours</p>
Extension & Application	<p>Have students complete the "Iceberg Model of Culture" module to consider their own culture comparatively to the cultures they are studying.</p>
References	<p>http://www.globalnegotiator.com/international-trade/dictionary/international-business-protocol/</p> <p>http://www.examiner.com/article/what-does-protocol-mean-to-me-today-s-business-world</p> <p>https://www.mindtools.com/pages/article/cultural-faux-pas-body-language.htm</p>