

## Linguistic Mediation and International Negotiation

Linguistic mediation and international negotiation was created with the aim of addressing the cultural, scientific and professional preparation of future Linguistic Mediators, highly specialized figures in multiculturalism and increasingly in demand within different areas of the labor market.

Linguistic mediation and international negotiation is divided into three years and covers 180 CFU. The course provides the in-depth study of two foreign languages: English which is compulsory for all and a second language to be selected among French, Spanish, Portuguese, German, Russian, Arabic, Chinese, Japanese.

For all three years of the course, the language lab activities, conducted by professional teachers and experts in the sector, are organized in:

- Written mediation laboratory (linguistic structures, translation and terminology)
- Oral mediation laboratory (linguistic structures, interpretation and terminology)

### **First Year- 57 Credits**

- Contemporary Italian literature 6
- General Linguistics 6
- Theory and practice of translation and conference interpreting 6

Translation theory and history 3

Theory and practice of conference interpretation 3

- English language laboratory I 18

Written linguistic mediation laboratory 9

Grammar and linguistic structures

Translation: Course One (translation and text types: Translating non- SP texts and SP texts from and into the foreign language)

Oral linguistic mediation laboratory 9

Grammar and linguistic structures

Oral mediation: Course One (dialogue interpreting, community interpreting from and into the foreign language)

- Second language lab I (students can choose among French, Spanish, Portuguese, German, Russian, Arabic, Chinese, Japanese) 18

Written linguistic mediation laboratory 9

Grammar and linguistic structures

Translation: Course One (translation and text types: translating non SP texts and SP texts from and into the foreign language)

Oral linguistic mediation laboratory 9

Grammar and linguistic structures

Oral mediation: Course I (dialogue interpreting, community interpreting from and into the foreign language)

- IT and digital communication tools for translation and interpreting 3

## **SECOND YEAR- 60 CREDITS**

- Contemporary English culture and literature 6
- Contemporary second language culture and literature 6
- International law 6
- English language Lab II 18

Written linguistic mediation laboratory 9

Grammar and linguistic structures

Specialized translation I (Translation of technical, scientific and business texts from and into the foreign language)

Oral linguistic mediation laboratory 9

Grammar and linguistic structures

Business and conference interpreting (consecutive and liaison interpreting from and into the foreign language)

- Second language laboratory II (students can choose among French, Spanish, Portuguese, German, Russian, Arabic, Chinese, Japanese) 18

Written linguistic mediation laboratory 9

Grammar and linguistic structures

Specialized translation I (Translation of technical, scientific and business texts from and into the foreign language)

Oral linguistic mediation laboratory 9

Grammar and linguistic structures

Business and conference interpreting (consecutive and liaison interpreting from and into the language foreign)

- Training activity or subject to be selected by the student (chosen from the following subjects) 6

Simultaneous interpreting I 6

Italian language writing workshop 6

### **THIRD YEAR- 63 CREDITS**

- Contemporary history 6
- Intercultural negotiation strategies and techniques 6
- English language Lab III 18

Written linguistic mediation laboratory 9

Terminology and specialized languages

Specialized translation (essays; political-administrative texts; online texts from and into the foreign language)

Oral linguistic mediation laboratory 9

Business and conference interpretation (consecutive interpreting; chuchotage , remote and videoconference interpreting)

Terminology and specialized languages

- Second language workshop III (students can choose among French, Spanish, Portuguese, German, Russian, Arabic, Chinese, Japanese) 18

Written linguistic mediation laboratory

Terminology and specialized languages

Specialized translation (essays; political-administrative texts; online from and into the foreign language)

Oral linguistic mediation laboratory

Business and conference interpreting (consecutive interpretation; chuchotage ; remote and videoconference interpreting)

Terminology and specialized languages

- Training activity or subjects to be selected by the student 6

Simultaneous interpreting II

- Dissertation 9

## Digital Communication and Social Media Marketing

Nowadays, Social media with its fast-paced expansion is paving the way to high-profile marketing and communication. So Digital communication and Social media are becoming the core of today's business world. This course aims at training prospective experts dealing with both intercultural and digital communication, concurrently mastering languages at a very professional level. In order to attain this goal, this program will focus on strategies to promote the spreading of brands and global information and will highlight the required strategies to build credibility and improve customer service satisfaction and standards.

### **FIRST YEAR – 57 Credits**

- Contemporary Italian literature 6
- General Linguistics 6
- Theory and practice of translation and conference interpreting 6

Translation theory and history  
Theory and practice of conference interpreting

- English language laboratory I 18

Written linguistic mediation laboratory 9  
Grammar and linguistic structures  
Translation: Course One (translation and text types: Translating non- SP texts and texts for SP from and into the foreign language)

Oral linguistic mediation laboratory 9  
Grammar and linguistic structures  
Oral Mediation: Course One (dialogue interpreting, community interpreting from and into the foreign language)

- Second language laboratory I (students can choose among from French, Spanish, Portuguese, German, Russian, Arabic, Chinese, Japanese) 18

Written linguistic mediation laboratory 9  
Grammar and linguistic structures  
Translation: Course One (translation and text types: Translation of non-SP texts and SP texts from and into the foreign language)

Oral linguistic mediation laboratory 9

Grammar and linguistic structures

Oral Mediation: Course One (dialogue interpreting, community interpreting from and into the foreign language)

- IT and digital communication tools for translation and interpreting 3

## **SECOND YEAR – 60 CREDITS**

- Culture and digital storytelling: Anglo-Saxon markets 6
- Culture and digital storytelling: language markets 6
- Social media and influencer marketing 6
- English language Lab II 18

Written linguistic mediation laboratory 9

Grammar and linguistic structures

Specialized translation I (Translation of technical, scientific and business texts from and into the foreign language)

Oral linguistic mediation laboratory 9

Grammar and linguistic structures

Business and conference interpreting (consecutive and liaison interpreting from and into the foreign language)

- Second language laboratory II (students can choose among French, Spanish, Portuguese, German, Russian, Arabic, Chinese, Japanese) 18

Written linguistic mediation laboratory 9

Grammar and linguistic structures

Specialized translation I (Translation of technical, scientific and business texts from and into the foreign language)

Oral linguistic mediation laboratory 9

Grammar and linguistic structures

Business and conference interpreting (consecutive and liaison interpreting from and into the foreign language)

- International Marketing 6

### **THIRD YEAR – 63 CREDITS**

- Web reputation and digital communication 6
- Intercultural negotiation strategies and techniques 6
- English language workshop III 18

Written linguistic mediation laboratory 9

Terminology and study of language for specific purposes

Specialized translation II (Translation of essays, political- administrative texts; online texts from and into the foreign language)

Oral linguistic mediation laboratory 9

Business and conference interpreting (consecutive interpreting; chuchotage, remote and videoconference interpreting)

Terminology and study of language for specific purposes

- Second language workshop III (students can choose among French, Spanish, Portuguese, German, Russian, Arabic, Chinese, Japanese) 18

Written linguistic mediation laboratory 9

Terminology and study of language for specific purposes

Specialized translation II (Translation of essays, political-administrative texts; online from and to the foreign language)

Oral linguistic mediation laboratory 9

Business and conference interpreting (Consecutive interpreting; chuchotage; remote and videoconference interpreting)

Terminology and Specialized languages

- Training activity or subject to be selected 6
- Dissertation 9

## International Trade and Multicultural Sales

This course aims at training students in order to study, analyze and promote business strategies in domains where the in-depth knowledge of economics and business needs to go hand in hand with the suited utilization of social media marketing and e-commerce strategies.

### **FIRST YEAR – 57 Credits**

- Contemporary Italian literature 6
- General Linguistics 6
- Theory and practice of translation and conference interpreting 6
  - Translation theory and history
  - Theory and practice of conference interpreting
- English language Lab I 18
  - Written linguistic mediation laboratory 9
    - Grammar and linguistic structures
    - Translation: Course One (translation and text types: Translating non-SP texts and SP texts from and into the foreign language)
  - Oral linguistic mediation laboratory 9
    - Grammar and linguistic structures
    - Oral mediation: Course One (dialogue interpreting, community interpreting from and into the foreign language)
- Second language Lab I (students can choose among French, Spanish, Portuguese, German, Russian, Arabic, Chinese, Japanese) 18
  - Written linguistic mediation laboratory 9
    - Grammar and linguistic structures
    - Translation: Course One (translation and text types: non-SP texts and SP texts from and into the foreign language)
  - Oral linguistic mediation laboratory 9
    - Grammar and linguistic structures
    - Oral mediation: Course One (dialogue interpreting, community interpreting from and into the foreign language)

- IT and digital communication tools for translation and interpreting 3

## **SECOND YEAR – 60 CREDITS**

- Anglo-Saxon culture, commerce and markets 6
- Culture, commerce and markets of the countries of L2 6
- Economics, International politics and foreign markets 6
- English language Lab II 18

Written linguistic mediation laboratory for business and negotiation 9

Grammar and linguistic structures

Specialized translation I (Translation of technical, scientific and business texts from and into the foreign language)

Oral linguistic mediation laboratory addressed to sales and intercultural negotiation 9

Grammar and linguistic structures

Business interpreting for foreign markets (consecutive interpreting and liaison interpreting from and into the foreign language)

- Second language lab II (students can choose among French, Spanish, Portuguese, German, Russian, Arabic, Chinese, Japanese) 18

Written linguistic mediation laboratory 9

Grammar and linguistic structures

Specialized translation I (Translation of technical, scientific and business texts from and into the foreign language)

Oral linguistic mediation laboratory 9

Grammar and linguistic structures

Business and conference interpreting (consecutive and liaison interpreting from and into the language foreign)

- International Business and E-Commerce Strategies 6

## **THIRD YEAR – 63 CREDITS**

- International marketing 6
- Intercultural negotiation strategies and techniques 6
- English language workshop III 18

Written linguistic mediation laboratory 9

Terminology and specialized languages



Specialized translation (Translating essays; political-administrative texts; online texts from and into the foreign language)

Oral linguistic mediation laboratory 9

Business and conference interpreting (consecutive interpreting; chuchotage, remote and videoconference interpreting)

Terminology and specialized languages

- Second language Lab III (students can choose among French, Spanish, Portuguese, German, Russian, Arabic, Chinese, Japanese) 18

Written linguistic mediation laboratory 9

Terminology and specialized languages

Specialized translation (Translating essays; political-administrative texts; online texts from and into the foreign language)

Oral linguistic mediation laboratory 9

Business and conference interpreting (consecutive interpreting; chuchotage; remote and videoconference interpreting)

Terminology and specialized languages

- Social Media and Influencer Marketing 6
- Dissertation 9