

Business Persian (IRAN-325) - Section 41543R
Class meets on: Tue & Thu, 2:00-3:50 PM
Class location: VKC 105
Course web: <http://dornsife.usc.edu/mdes>

Instructor: Peyman Nojournian
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Office hours: Tue & Th, 1-1:50 PM / by appointment
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Course Description: Business Persian (IRAN-325) is an intermediate level course designed to develop communicative skills, written expression, and reading comprehension on intermediate business contents. This course is open to students who have basic oral and written proficiency in Persian and would like to quickly expand it on a specialized content such as business and economy.

Learning Objectives: At the end of this course, students who actively participate and complete all assigned works will be able to:

- Communicate and converse in Persian on a variety of specific topics, including: shopping, business transactions, banking (accounts, loans, investment), imports, exports, real estate, and current business affairs using simple sentences and paragraphs.
- Read texts on specialized topics in business (real estate, banking, mortgage, loan, imports, exports, etc.) and identify important information from the text, and make inferences using the extracted information.
- Write simple and accurate sentences and simple paragraphs on the special topics in Persian.
- Listen to intermediate level oral monologues or dialogues and find out the main topic and important information.
- Demonstrate cultural awareness of Persian business culture through class discussions.
- Perform the following language functions and tasks: define basic business terminology in Persian (bank accounts, loans, tax, investment, mortgage, real estate, debt, interest, inflation, GDP, recession, sanction, corruption, money laundry, etc.) Compare basic cultural concepts in business culture, such as bargaining, shopping, banking, real estate, taxing, etc. Handle conversational situations with a complication, ask and answer open-ended questions on specialized topics.

Evaluation: The final grade will be calculated according to the following grading breakdown:

Item	Grade	Notes
Active Participation	10%	Full grade is for no unexcused absence and active participation in class activities. Using any kind of electronics or phones in class will reduce this grade by two points.
Assignment & Quiz	10%	Assignments are checked every other day. Students are required to do 1-2 hours of homework daily.
Presentation	40%	Minimum 10 PowerPoint slides in business Persian. Students should choose the topic before the break.
Final Exam	40%	It is a written exam on Thursday May 7 th , 2-3:00 PM
Total	100%	

Presentation (oral and presentational assessment): Choose a topic related to business or economy of Iran or the Persian community in the US and get it approved by the instructor. Present it in at least 6-10 PowerPoint slides. Students have 20 minutes to present.

Presentation Grading Rubric	Points
Choose an original, interesting and relevant topic to the course contents.	20%
Present two or more different resources from media, web sites, articles or books.	20%
Describe economic or business concepts using simple sentences. Compare any existing similarities or differences between the American and Iranian business culture in your presentation.	20%
Use slides, audio/video/photos as relevant cues	20%
Ask and answer open-ended questions on the topic of the presentation. All the students should actively participate in presentations and ask questions from the presenters.	20%
Total	100%

Final exam (reading & writing assessment): Read a short text/article on a business-related topic. Write your reflections on the text by answering few questions about the text.

Final Exam Grading Rubric	Points
The main idea and important information have been identified.	20%
Full answers to the questions have been provided and clearly explained.	20%
Accurate grammatical structures have been used and the writing is cohesive, and ideas are supported in logical arguments.	20%
Correct and accurate spelling have been used and the writing is legible.	20%
Proper vocabulary and appropriate writing style have been used.	20%
Total	100%

End of Semester Course Evaluations

USC will send you a link at your Blackboard account to do evaluations 9 days before the final exams. The last day of the class is usually assigned to complete Course Evaluations in the classroom. It is expected that all students actively participate in the Course Evaluations and write constructive comments for the improvement of the course.

Statement on Academic Conduct and Support Systems

Academic Conduct: Plagiarism – presenting someone else’s ideas as your own, either verbatim or recast in your own words – is a serious academic offense with serious consequences. Please familiarize yourself with the discussion of plagiarism in SCampus in Part B, Section 11, “Behavior Violating University Standards” policy.usc.edu/scampus-part-b. Other forms of academic dishonesty are equally unacceptable. See additional information in SCampus and university policies on scientific misconduct, policy.usc.edu/scientific-misconduct.

Support Systems:

Counseling and Mental Health - (213) 740-9355 – 24/7 on call
studenthealth.usc.edu/counseling

Free and confidential mental health treatment for students, including short-term psychotherapy, group counseling, stress fitness workshops, and crisis intervention.

National Suicide Prevention Lifeline - 1 (800) 273-8255 – 24/7 on call
suicidepreventionlifeline.org

Free and confidential emotional support to people in suicidal crisis or emotional distress 24 hours a day, 7 days a week.

Relationship and Sexual Violence Prevention Services (RSVP) - (213) 740-9355(WELL), press “0” after hours – 24/7 on call
studenthealth.usc.edu/sexual-assault

Free and confidential therapy services, workshops, and training for situations related to gender-based harm.

Office of Equity and Diversity (OED) - (213) 740-5086 | Title IX – (213) 821-8298
equity.usc.edu, titleix.usc.edu

Information about how to get help or help someone affected by harassment or discrimination, rights of protected classes, reporting options, and additional resources for students, faculty, staff, visitors, and applicants.

Reporting Incidents of Bias or Harassment - (213) 740-5086 or (213) 821-8298
usc-advocate.symplcity.com/care_report

Avenue to report incidents of bias, hate crimes, and microaggressions to the Office of Equity and Diversity |Title IX for appropriate investigation, supportive measures, and response.

The Office of Disability Services and Programs - (213) 740-0776
dsp.usc.edu

Support and accommodations for students with disabilities. Services include assistance in providing readers/notetakers/interpreters, special accommodations for test taking needs, assistance with architectural barriers, assistive technology, and support for individual needs.

USC Campus Support and Intervention - (213) 821-4710

campussupport.usc.edu

Assists students and families in resolving complex personal, financial, and academic issues adversely affecting their success as a student.

Diversity at USC - (213) 740-2101

diversity.usc.edu

Information on events, programs and training, the Provost's Diversity and Inclusion Council, Diversity Liaisons for each academic school, chronology, participation, and various resources for students.

USC Emergency - UPC: (213) 740-4321, HSC: (323) 442-1000 – 24/7 on call

dps.usc.edu, emergency.usc.edu

Emergency assistance and avenue to report a crime. Latest updates regarding safety, including ways in which instruction will be continued if an officially declared emergency makes travel to campus infeasible.

USC Department of Public Safety - UPC: (213) 740-6000, HSC: (323) 442-120 – 24/7 on call

dps.usc.edu

Non-emergency assistance or information.

Office of the Ombuds - (213) 821-9556 (UPC) / (323-442-0382 (HSC)

ombuds.usc.edu

A safe and confidential place to share your USC-related issues with a University Ombuds who will work with you to explore options or paths to manage your concern.

Attendance Policy

Regular and prompt attendance is mandatory and will be reflected in students' participation grade. Ten minutes late is considered an absence. Language learning classes are highly interactive with a lot of class activities, assignments, etc. This means that regular attendance and active participation in the class discussions are needed to get the most out of the course. Absent students are responsible for obtaining missing information from instructor or other students. Students are expected to behave respectfully, professionally and do not disturb lectures by making noises or talking to others.

Policy on Usage of Electronic Devices

All electronic devices including cell phones, smart phones, laptops, etc. should be turned off in class. You will be asked to leave class if found working on your electronic devices and get -2 for your participation grade for each violation. Please refrain from eating food and drinking soda in class in observation of others.

Textbooks

The course pack will be provided by the instructor and uploaded to the Blackboard. The course pack will have copies of five modules from the following textbooks:

- Unit 1-3: Peyman Nojournian (forthcoming in Spring 2020) *Business Persian, An Introductory Course*. California: UCI Jordan Center for Persian Studies.
- Unit 25: Peyman Nojournian (2017). *Persian Learner, Part Three: Intermediate Persian for College Students*. California: UCI Jordan Center for Persian Studies.
- Unit 29: Peyman Nojournian (2018). *Persian Learner, Part Four: Advanced Persian for College Students*. California: UCI Jordan Center for Persian Studies.
- Basic Persian, A Grammar and Workbook by Saeed Yusef (2012). Routledge (it can be used as a reference).
- Audio and video instructional materials will be available through the Blackboard system.

Supplementary Materials

Each textbook module contains a lexicon at the end of the unit. However, students can install a web App at the following link to access a free online Elementary Learner's Dictionary: <http://m.persianlearner.com/>

A show (13 episodes) will be displayed weekly. Students will answer questions on the show.

Grading: Business Persian (IRAN 325) will be graded based on the following scales:

Point	Percent	Letter Grade	Point	Percent	Letter Grade
4.0	93-100 %	A	2.0	73-77.99 %	C
3.7	90-92.99 %	A-	1.7	70-72.99 %	C-
3.3	87-89.99 %	B+	1.3	67-69.99 %	D+
3.0	83-86.99 %	B	1.0	63-66.99 %	D
2.7	80-82.99 %	B-	0.7	60-62.99 %	D-
2.3	77-79.99 %	C+	0.0	Below 60%	F

Business Persian (IRAN 325) - Tentative Course Schedule – Jan 13 th , 2020 – May 1 st , 2020						
week	unit	Language Functions & Tasks	Themes	Forms	Cultural components & other class activities	Assignments
1&2	1	Task: Read/listen to media and find specific information, for example main topic, times, places, people, etc. Pedagogical Tasks: Read an article and answer questions, match picture clues with specific information, listen to a conversation and fill out a scaffolded chart of information.	basic banking & shopping terminology	currency units, banking terms, infinitive, noun phrase	Banking & shopping culture, bargaining. Watch episode 1 & 2 and answer questions	Unit 1 assignments page 6, 11
3&4	2	Task: Read/listen to news media and find specific information. PTs: Listen to an article and answer questions, match picture ads with specific information, listen to a text and find specific information. Read a text and answer questions.	basic daily transactions (post office, bank, buying/renting)	ask for information, bargaining forms	handling familiar situations with a complication. Watch episode 3 & 4 answer questions	Unit 2 assignments page 5, 8, 11
5-7	3	Task: Listen/Read and provide analysis or express opinion on a topic currently discussed in the media PTs: Read an article and find the main topic, read the article again and provide analysis, listen to an interview and complete a chart then analyze it. Watch a movie and find the topic, analyze it and express your opinion about it.	intro to Iranian economy	Phrasal verbs, expressing opinion	Iranian economy, poverty, minimum wage, and investment. Watch episode 5, 6 & 7 answer questions	Unit 3 assignments page 6, 8, 9
8-10	25	Tasks: Listen/read to news excerpts and analyze for important information, report an accident and apply for insurance PTs: Describe current events and news. Describe an accident in detail. Narrate an event. Report an event. Analyze an infographic	current events, news media, accidents, insurance	subjunctive, past narration	handling unfamiliar situations with a complication. Watch episode 8, 9 and 10, answer questions.	Unit 25 assignments page 87, 92, 96, 100
11-14	39	Tasks: Read/listen to media about the Iranian political and economic structure and analyze the information PTs: Analyze economic structure, find out issues such as sanctions, self-sufficiency, international relations, tensions. Hypothesize, debate and expressing your opinions.	Iranian political and economic structure	Case analysis, discourse strategies	Iranian political and economic systems. Watch episode 11, 12 and 13 answer questions.	page: 181, 184 Project page 183
15&16	Present	Review of the materials and class presentations, watch a documentary and analyze the important information, discuss and describe the information in detail.	presentation, sanctions	presentational skills, asking & answering questions	watching a documentary on Iranian sanctions and discuss.	presentation