

SALZBURG  
COLLEGE

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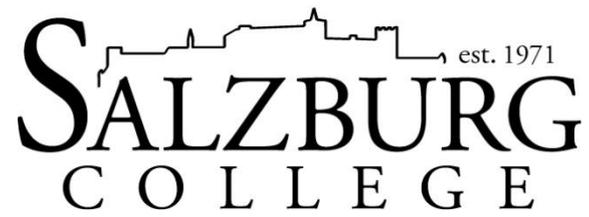


Salzburg, Austria

# PROGRAM INFORMATION

ACADEMIC YEAR 2019/20





PROGRAM  
INFORMATION  
ACADEMIC YEAR 2019/20



# PROGRAM INFORMATION FOR THE ACADEMIC YEAR 2019/2020

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## ACADEMIC INFORMATION AND POLICIES

### Requirements and Suggestions for a Semester in Salzburg

The required minimum number of semester credit hours is 12. Due to the demands of foreign study, a course load higher than 15 hours is not recommended. For a course load above 15 credit hours prior approval from Salzburg College and the home university is necessary. Students are welcome to audit courses of interest as long as they attend regularly and do not disrupt class. Most courses do not have prerequisites and are open to all students. Please see individual course descriptions for more details.

To support the overall Austrian experience, two courses are required of all students studying at least one semester at Salzburg College:

- The European Experience: History, Politics and Culture OR Cross-Cultural Communication and Understanding OR Austrian History, Politics, Society & Culture OR Introduction to Humanities (for credit)
- One German language course (for credit or audit)

### Requirements and Suggestions for a Summer Session in Salzburg

There are no mandatory courses during the summer sessions. Students may choose any one of the courses offered at Salzburg College for a total of 3 credit hours. For prerequisites, please see individual course descriptions.

### Registration

Each student is required to fill out the Salzburg College application form. The form can be found on the Salzburg College website. When filling out the course registration, **we kindly ask each student to indicate at least one alternate course choice and have it approved for transfer credit.** We try our best to assign each student his\her requested courses, but it is occasionally not possible to avoid scheduling conflicts. Also, a course may be cancelled due to insufficient enrollment (fewer than 7). A course may be offered as a tutorial if more than three students enroll. Should a course be cancelled, we will inform the respective students before the beginning of the semester and discuss alternative options.

Semester students may change courses during the first week of classes as long as it is in compliance with the home institution requirements. Summer students may not change a course once instruction has begun.

### Course and Lab Fees

Please see "Program Cost and Budget Information" for details.

### Class Structure

In order to enhance concentrated learning, Salzburg College offers its courses in block scheduling during the spring and fall semesters. The semester schedule is split into two 7-week modules. Courses are rigorous and students take two or three courses during each module. Summer courses are offered in an even more condensed form and only run for 2 weeks.

### German Courses

Semester students at Salzburg College are required to take at least one German course (for credit or audit). Students who have never studied German before are automatically enrolled in Elementary German 1. Students with prior knowledge in German will complete an online placement test to determine their German proficiency level. Information on the placement test will be e-mailed to the

students approximately 4-6 weeks before the start of the semester. For semester students the required German course takes place during the first 7-week module. Due to block scheduling, it is possible for students to take a second German course during the second 7-week module. This means that Elementary German 1 students can elect to take Elementary German 2 afterwards. Upon successful completion of Elementary German 2, students will have reached level A1 of the Common European Framework of Reference for Languages. For Intermediate and Advanced German students who want to continue studying German during the second 7-week module we also offer Advanced German Conversation. Summer students can take one German language course per session.

### **Private Applied Music Students**

Private Applied Music is designed for music majors. Please inform Salzburg College as soon as possible of needs and/or requirements so that appropriate arrangements can be made. Students need to send Salzburg College their music repertoire, information on previous studies, their study plans for Salzburg, and a letter from their current instructor(s). Arrangements for earning credit from private music instruction in Salzburg must be made ahead of time with the Music Department of the home university.

### **Internship Students**

Students who register for an internship in Salzburg must fill out the Internship Application Form in addition to the Salzburg College Application. Internships usually take place during the second 7-week module (or immediately following Summer Session I) after students have taken the following courses in preparation for the assignment: *German, The European Experience, and Internship Preparation Modules* (see *International Internship Syllabus*). Due to the required amount of internship hours we recommend that semester internship students only take one other course simultaneously during the second 7-week module. No additional courses may be taken during the Summer Internship Program.

### **Independent Study**

In case a student needs to fulfill a special requirement not offered in this catalogue, please contact Salzburg College. Arrangements for independent study can be made for various academic fields such as Business Administration, Social Sciences, History, Music, etc.

### **Honors Program**

In-course honors credit is available for qualified students in most courses. Requests must be made to Salzburg College within the first week of classes. The in-course honors contract specifies additional readings and/or field work to be evaluated by the respective instructor. Students who are in formal honors programs at their home institutions should receive approval in advance from their honors program directors.

### **Attendance**

Attendance of courses and course-related excursions is mandatory. Only excused absences (illness, family emergency, etc.) are permitted. Traveling is not considered an excuse for missing Salzburg College classes or excursions. No grade will be given if a student misses more than one class session without a legitimate, documented excuse.

### **Course-Related Excursions**

Excursions constitute an important part of the academic experience at Salzburg College. Students are expected to attend these, take notes, and integrate them into their course work. For professional excursions, appropriate dress code is stipulated.

### **Classroom Performance**

During class notebooks and other electronic devices are not permitted. All notes are to be taken by hand. Deadlines for papers, reports, and other assignments are indeed deadlines. Unless serious circumstances warrant an extension and such an extension is explicitly granted by the instructor, student work is to be handed in by the given due date. Failure to submit assignments punctually may detrimentally affect the student's grade.

### **Grading Components and Scheme**

Faculty determine the constituent parts making up the final grade of any course. In most cases, active class participation is included as part of the grade. Class participation is much more than attendance. It usually includes demonstration of class preparation, active contribution to discussions, etc.

Grading scheme:

A	100% - 93%	C	76% - 73%
A-	92% - 90%	C-	72% - 70%
B+	89% - 87%	D+	69% - 67%
B	86% - 83%	D	66% - 63%
B-	82% - 80%	D-	62% - 60%
C+	79% - 77%	F	59% and below

### **Definition of Credit Hour**

Salzburg College has adapted the Carnegie Unit. For a traditional format course, one (1) Carnegie Unit is equal to fifty (50) minutes inside the classroom.

All traditional format courses offered at Salzburg College are scheduled to meet Carnegie units.

1 Credit Hour (50 minute Carnegie Unit) x 15 Clock Hours = 750 minutes in class

2 Credit Hours (50 minute Carnegie Unit) x 30 Clock Hours = 1,500 minutes in class

3 Credit Hours (50 minute Carnegie Unit) x 45 Clock Hours = 2,250 minutes in class

Courses offered in alternative formats such as hybrid, online, independent study, cooperative education and internship are identified as such in the course description. These courses are scheduled to meet the same student learning outcomes as traditional format courses.

### **Exams**

No make-up tests or earlier tests will be given unless a student has informed the Salzburg College office beforehand and given a serious reason. Travel plans are definitely not considered a serious reason.

### **Academic Honesty**

Academic dishonesty is a serious violation of the educational goals of Salzburg College and its American partner institutions. Cheating on a test will automatically result in an F. When writing papers, students are required to properly source the use of another person's ideas. Not giving credit (whether to books, the internet, or other sources) is plagiarism and will result in an F on the paper. Submitting the work of another person as one's own will result in an F in the respective course. Students may not turn in the same paper for two different courses.

### **Independent Study and Travel Period During the Semester**

It is expected that students will continue to pursue course-related research during the Independent Study and Travel Period. In courses where excursions constitute a significant part of the grade (e.g. *History of Western (European) Art, Music History Survey II – Baroque, Classical, and Romantic Periods, Intercultural Communication, Economics and Politics of the EU*) semester projects may include travel research as well.

**Educational Philosophy**

At Salzburg College classroom work, field study, and travel complement each other. Students are encouraged to make their personal experience part of their academic studies. Social and experiential learning constitutes a major part of the program.

## PROGRAM CALENDAR 2019/2020

### FALL SEMESTER 2019

Sep. 7	Departure from the U.S.
Sep. 8	Arrival in Salzburg
Sep. 9	Salzburg Orientation & Welcome Reception
Sep. 10	Regular Classes Begin
Sep. 12 & 20	Bavaria Excursion/Visa Application Munich
Sep. 13	Salzkammergut Excursion
Sep. weekends	Hiking/Canyoning Program (optional)
Oct. 27-Nov.-3	Independent Study and Travel Period
Nov.. 15-17	Vienna Excursion
Nov. 28	Thanksgiving Lunch
Dec. weekends	Winter Sports Program (optional)
Dec. 19	Last Day of Classes; Farewell Celebration
Dec. 20	End of Fall Semester/Departure

### SPRING SEMESTER 2020

Jan. 18	Departure from the U.S.
Jan. 19	Arrival in Salzburg
Jan. 20	Salzburg Orientation & Welcome Reception
Jan. 21	Regular Classes Begin
Jan. 23 & 32-23	Bavaria Excursion
Jan./Feb.weekends	Winter Sports Program (optional)
March 8-15	Independent Study and Travel Period
March 27-29	Vienna Excursion
April weekends	Hiking/Canyoning Program (Optional)
April 24	Salzkammergut Excursion
April 30	Last Day of Classes; Farewell Celebration
May 1	End of Semester/Departure

### SUMMER SESSION I 2020

May 16	Departure from the U.S.
May 17	Arrival in Salzburg
May 18	Salzburg Orientation & Regular Classes Begin
May 23	Day Trip to Munich
May 24	Day Trip to Salzkammergut
May 29	Final Exams, Final Recital & Farewell Celebration
May 30	Departure

### SUMMER SESSION II 2020

May 30	Departure from the U.S.
May 31	Arrival in Europe
June 1	Salzburg Orientation & Regular Classes Begin
June 6	Day Trip to Salzkammergut
June 7	Excursion to Eagle's Nest
June 12	Final Exams, Final Recital & Farewell Celebration
June 13	Departure

### **SUMMER SESSION III 2020**

June 13	Departure from the U.S.
June 14	Arrival in Salzburg
June 15	Salzburg Orientation & Regular Classes Begin
June 20	Day Trip to Salzkammergut
June 21	Day trip to Munich
June 26	Exams & Farewell Celebration
June 27	Departure

### **SUMMER SESSION IV 2020**

June 27	Departure from the U.S.
June 28	Arrival in Salzburg
June 29	Salzburg Orientation & Regular Classes Begin
July 4	Day Trip to Salzkammergut
July 5	Excursion to Eagle's Nest
July 10	Final Exams, Final Recital & Farewell Celebration
July 11	Departure

### **SUMMER INTERNSHIP PROGRAM 2020**

May 25	Departure from the U.S.
May 26	Arrival in Europe
May 27	Salzburg Orientation
May 28	Day Trip to Munich
May 29-31	Travel Weekend
June 1	Session II Classes Begin
June 6	Salzkammergut Hike
June 7	Excursion to Eagle's Nest
June 12	Session II Final Exams
June 15	Session III Classes Begin
June 17	Red Bull Hanger 7 Excursion
June 24	Apple Strudel Baking
June 26	Session III Final Exams
June 27-July 5	Independent Travel Period
July 6-August 13	Internship Period
August 13	Farewell Celebration
August 15	Departure

**\*A list of additional events will be provided with detailed course outlines during orientation in Salzburg. Please note: The dates of individual events are tentative and subject to change.**

## COURSE LIST FOR THE ACADEMIC YEAR 2019/2020

### GERMAN

GER Elementary German 1 .....	Fall/Spring/Summer I, II, III, IV
GER Elementary German 2 .....	Fall/Spring/Summer I, II, III, IV
GER Intermediate German 1 .....	Fall/Spring/Summer I, II, III, IV
GER Intermediate German 2 .....	Fall/Spring/Summer I, II, III, IV
GER Advanced German 1 .....	Fall/Spring/Summer I, II, III, IV
GER Advanced German 2 .....	Fall/Spring/Summer I, II, III, IV
GER Advanced German Conversation.....	Fall/Spring
GER Selected Topics in German.....	Fall/Spring
GER/LIT Austrian Literature and Culture (in Translation) .....	Fall/Spring/Summer III
GER/LIT Modern Austrian Literature (in German).....	Fall/Spring
GER Austrian History, Politics, Society & Culture .....	Fall/Spring/Summer II

### EUROPEAN STUDIES/ HUMANITIES

HUM/HIS/POL The European Experience: History, Politics and Culture.....	Fall/Spring/Summer II
HUM/HIS/POL Austrian History, Politics, Society & Culture .....	Fall/Spring/Summer II
POL Cross-Cultural Communication and Understanding .....	Fall/Spring/Summer II
HUM Introduction to Humanities.....	Fall/Spring/Summer II
POL/ECO Economics and Politics of the EU .....	Fall/Spring/Summer III
HIS/POL A History of US-European Relations Since World War II .....	Fall/Spring
POL/HIS Selected Topics in European Studies: Austria and the EU .....	Fall/Spring
POL/HIS Propaganda and Strategic Communication .....	Fall/Spring/

### COMMUNICATION/BUSINESS

COM Propaganda and Strategic Communication.....	Fall/Spring
COM Intercultural Communication .....	Fall/Spring
COM Digital Media Production.....	Fall/Spring
COM/BUS International Public Relations.....	Fall/Spring
BUS/COM Global Marketing .....	Fall/Spring
BUS/COM Principles of Marketing .....	Fall/Spring
BUS/LDR Management & Leadership Development.....	Summer III
BUS/MAR Professional Selling and Negotiation .....	Summer IV
COM/BUS Cultural Business and Marketing .....	Fall/Spring/Summer II
COM/BUS Cultural (Arts) Management.....	Fall/Spring/Summer II
COM/MAR Cross-Cultural Communication and Understanding .....	Fall/Spring/Summer II

### MUSIC

MUS Music Appreciation.....	Fall/Spring/Summer IV
MUS Music History Survey II: Baroque, Classical, and Romantic Periods .....	Fall/Spring
MUS Selected Topics in Music History: Baroque to Romantic Period.....	Fall/Spring/Summer I, III, IV
MUS Music Composition .....	Fall/Spring/Summer I, II, III, IV
MUS The Mozart Project .....	Fall/Spring/Summer I, II, III, IV
MUS Private Applied Music.....	Fall/Spring/Summer I, II, III, IV
MUS Cultural (Arts) Management.....	Fall/Spring/Summer II

### ART

ART Art Appreciation.....	Fall/Spring
ART History of Art II.....	Fall/Spring
ART Selected Topics in Art History: The Baroque Period .....	Fall/Spring
ART Photography I .....	Fall/Spring
ART Advanced Photography:.....	Fall/Spring
ART The Photographic Portfolio .....	Fall/Spring
ART Studio Art: Drawing (Intermediate/Advanced) .....	Fall/Spring
ART Studio Art: Painting (Intermediate/Advanced) .....	Fall/Spring
ART Studio Art: Printmaking (Intermediate/Advanced).....	Fall/Spring

ART Cultural (Arts) Management.....Fall/Spring/Summer II

**INTERNSHIPS**

INT International Internship.....Fall/Spring/Summer



# SALZBURG COLLEGE

Course Syllabus:	<b>Elementary German 1</b>
Credit Hours:	3
Course Offered:	Fall, Spring, Summer I, Summer II, Summer III, Summer IV
Academic Year:	2019/2020

## Course Description

This course focuses on the development of basic communication skills in German. It is designed to develop the four language skills: listening, speaking, reading, and writing. At the end of the course students will be able to engage in simple conversations, understand simple texts, and write about their everyday lives. Students will also be able to use their newly acquired knowledge in real-life situations on a variety of excursions.

## Course Topics

- Pronunciation and alphabet
- Verb conjugation in present and perfect tense
- Simple questions and answers: *Wie? Was? Wo? Woher? Wann?*
- Definite and indefinite articles, negation
- Prepositions: *in, aus, von, bis, am, um*
- Personal pronouns
- Numbers
- Nominative and accusative case
- Modal verbs: *möchten, können, wollen*
- Vocabulary topics include: getting to know someone, friends and family, food and drink, shopping, apartment and furniture, time, daily routines and hobbies

## Course Objectives

- Introduce fundamental language functions.
- Develop a basic German vocabulary.
- Engage in simple conversations on everyday topics in German.
- Understand and write simple German texts.
- Show appreciation for and awareness of both Austrian and German culture.
- Become aware of the opportunities that learning a foreign language provides.

## Field Experience

A variety of excursions with associated academic assignments will be offered during the course. These excursions include visits to the local market, a traditional coffee house, and a department store.

## Required Readings

*Schritte 1 international*. Kursbuch + Arbeitsbuch. Max Hueber Verlag.

## Prerequisites

None

## Grading Components

Class Participation, Vocabulary Quizzes, and Homework	30%
2-4 Quizzes	20%
Midterm Exam	20%
Final Exam	30%

# SALZBURG COLLEGE

Course Syllabus:	Elementary German 2
Credit Hours:	3
Course Offered:	Fall, Spring, Summer I, Summer II, Summer III, Summer IV
Academic Year:	2019/2020

## Course Description

This course focuses on the further development of communication skills in German. It is designed to further the four language skills: listening, speaking, reading, and writing. At the end of the course students will be able to engage in simple conversations, understand simple texts, and write about their everyday lives. Students will also be able to use their newly acquired knowledge in real-life situations on a variety of excursions. With the completion of this course students will have reached level A1 of the Common European Framework of Reference for Languages.

## Course Topics

- Preterit tense: *war & hatte*
- Modal verbs: *müssen, dürfen, sollen, mögen*
- Possessive pronouns
- Imperative
- Local prepositions: *an, auf, bei, hinter, in, neben, über, unter, vor, zwischen, zu, nach*
- Temporal prepositions: *vor, seit, für, nach, bei, in, bis, ab*
- Subjunctive II: *könnte, würde*
- Demonstrative pronouns
- Dative case: verbs and prepositions
- Vocabulary topics include: jobs, tourism, body and health, directions, shopping, clothes, holidays

## Course Objectives

- Further previously acquired knowledge of the German language.
- Expand basic German vocabulary.
- Introduce oneself and others.
- Ask and answer questions about personal details regarding home, friends, and objects.
- Interact in a simple way provided the other person talks slowly and clearly and is prepared to help.
- Understand and use familiar everyday expressions and basic phrases to satisfy concrete needs.
- Show appreciation for and awareness of both Austrian and German culture.

## Field Experience

A variety of excursions with associated assignments will be offered during the course. These excursions include a visit to a local supermarket and various other projects in the city of Salzburg.

## Required Readings

*Schritte 2 international*. Kursbuch + Arbeitsbuch. Max Hueber Verlag.

## Prerequisites

One semester of college-level German or equivalent. Placement test required.

## Grading Components

Class Participation, Vocabulary Quizzes, and Homework	20%
2-4 Quizzes	20%
Midterm Exam	20%
Final Exam	30%
Oral Exam	10%

# SALZBURG COLLEGE

Course Syllabus:	<b>Intermediate German 1</b>
Credit Hours:	3
Course Offered:	Fall, Spring, Summer I, Summer II, Summer III, Summer IV
Academic Year:	2019/2020

## Course Description

This course focuses on the further development of communication skills in German. It is designed to further the four language skills: listening, speaking, reading, and writing. At the end of the course students will be able to engage in conversations on a variety of topics, understand texts from different fields, and write about their immediate environment. Students will also be able to use their newly acquired knowledge in real-life situations on a variety of excursions.

## Course Topics

- Conjunctions: *weil, dass, wenn*
- Genitive case
- Two-way prepositions
- Indefinite pronouns
- Subjunctive II: *sollte*
- Reflexive verbs
- Preterite tense of modal verbs
- Indirect objects
- Vocabulary topics include: travel, household, work environment, sports, education and career, festivities

## Course Objectives

- Further previously acquired knowledge of the German language.
- Expand German vocabulary.
- Understand and write more complex texts in German.
- Engage in conversations on a variety of topics in German.
- Show appreciation for and awareness of both Austrian and German culture.

## Field Experience

Excursions and out-of-class activities will take place to allow students to handle situations with native speakers and to bring them in contact with everyday life in Salzburg.

## Required Readings

*Schritte 3 international*. Kursbuch + Arbeitsbuch. Max Hueber Verlag.

## Prerequisites

Two semesters of college-level German or equivalent. Placement test required.

## Grading Components

Class Participation, Vocabulary Quizzes, and Homework	20%
2-4 Quizzes	20%
Midterm Exam	20%
Oral Exam	10%
Final Exam	30%

# SALZBURG COLLEGE

Course Syllabus:	Intermediate German 2
Credit Hours:	3
Course Offered:	Fall, Spring, Summer I, Summer II, Summer III, Summer IV
Academic Year:	2019/2020

## Course Description

This course focuses on the further development of communication skills in German. It is designed to further the four language skills: listening, speaking, reading, and writing. At the end of the course students will be able to engage in conversations on a variety of topics, understand texts from different fields, and write about their immediate environment. Students will also be able to use their newly acquired knowledge in real-life situations on a variety of excursions. With the completion of this course students will have reached level A2 of the Common European Framework of Reference for Languages.

## Course Topics

- Conjunctions: *trotzdem, deshalb, aber, denn*
- Subjunctive II: *wäre, hätte, würde, könnte*
- Adjective declination
- Comparative and superlative
- Passive voice
- Local prepositions: *aus, von, an...vorbei, bis zu, durch, ...entlang, gegenüber, über, um...herum, auf, in*
- Temporal prepositions: *von...an, über*
- Indirect questions
- Vocabulary topics include: weekend, shopping, telephone, directions, travel, money, conflicts

## Course Objectives

- Further previously acquired knowledge of the German language.
- Expand German vocabulary.
- Understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. basic personal and family information, shopping, location, employment).
- Communicate simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters.
- Describe in simple terms aspects of one's background, immediate environment, and immediate need.
- Show appreciation for and awareness of both Austrian and German culture.

## Field Experience

Excursions and out-of-class activities will take place to allow students to handle situations with native speakers and to bring them in contact with everyday life in Salzburg.

## Required Readings

*Schritte 4 international*. Kursbuch + Arbeitsbuch. Max Hueber Verlag.

## Prerequisites

Three semesters of college-level German or equivalent. Placement test required.

## Grading Components

Class Participation, Vocabulary Quizzes, and Homework	20%
2-4 Quizzes	20%
Midterm Exam	20%
Oral Exam	10%
Final Exam	30%

# SALZBURG COLLEGE

Course Syllabus:       **Advanced German 1**  
Credit Hours:           3  
Course Offered:       Fall, Spring, Summer I, Summer II, Summer III, Summer IV  
Academic Year:       2019/2020

## Course Description

This course focuses on the further development of communication skills in German. It is designed to further the four language skills: listening, speaking, reading, and writing. At the end of the course students will be able to engage in fluent conversations on most topics, understand complicated texts, and write lengthy texts on a variety of topics. Students will also be able to use their newly acquired knowledge in real-life situations on a variety of excursions.

## Course Topics

- Conjunctions: *als, obwohl, wenn, darum, deswegen, damit, nicht nur...sondern auch, zwar...aber, entweder...oder*
- Preterite tense
- Past perfect tense
- Relative clauses
- Genitive case
- Passive voice
- Prepositions: *wegen, trotz*
- Infinitive with *zu, um zu, statt zu, ohne zu*
- Vocabulary topics include: television, radio, newspaper, literature, health, the job market, living conditions

## Course Objectives

- Further previously acquired knowledge of the German language
- Expand German vocabulary
- Understand and write complex texts in German.
- Have fluent conversations on various topics in German.
- Show appreciation for and awareness of both Austrian and German culture.

## Field Experience

Various excursions in and around Salzburg will bring the students in contact with native speakers and give them the opportunity to practice their conversation skills.

## Required Readings

*Schritte 5 international*. Kursbuch + Arbeitsbuch. Max Hueber Verlag.

## Prerequisites

Four semesters of college-level German or equivalent. Placement test required.

## Grading Components

Class Participation, Vocabulary Quizzes, and Homework	20%
2-4 Quizzes	20%
1 Project & 1 Presentation	10%
Midterm Exam	15%
Oral Exam	10%
Final Exam	25%

# SALZBURG COLLEGE

Course Syllabus:	<b>Advanced German 2</b>
Credit Hours:	3
Course Offered:	Fall, Spring, Summer I, Summer II, Summer III, Summer IV
Academic Year:	2019/2020

## Course Description

This course focuses on the further development of communication skills in German. It is designed to further the four language skills: listening, speaking, reading, and writing. At the end of the course students will be able to engage in fluent conversations on most topics, understand complicated texts, and write lengthy texts on a variety of topics. Students will also be able to use their newly acquired knowledge in real-life situations on a variety of excursions. With the completion of this course students will have reached level B1 of the Common European Framework of Reference for Languages.

## Course Topics

- Conjunctions: *falls, als ob, während, nachdem, bevor, da, seit(dem), bis, indem, ohne dass, weder...noch, sowohl...als auch, je...desto*
- Relative clauses with prepositions
- Present participle
- Future tense
- Prepositions: *innerhalb, außerhalb, außer*
- Past tense passive
- Vocabulary topics include: descriptions, interviews, technology and internet, trade, customs and traditions, problem solving, history and politics, Europe

## Course Objectives

- Further previously acquired knowledge of the German language.
- Expand German vocabulary.
- Understand main ideas from clear standard input in familiar matters (ex. work, school, leisure, etc.)
- Deal with most situations likely to arise while travelling in an area where German is spoken.
- Produce simple connected text on topics which are familiar or of personal interest.
- Describe experiences and events, dreams, hopes and ambitions, and briefly give reasons and explanations for opinions and plans.
- Show appreciation for and awareness of both Austrian and German culture.

## Field Experience

Various excursions in and around Salzburg will bring the students in contact with native speakers and give them the opportunity to practice their conversation skills.

## Required Readings

*Schritte 6 international*. Kursbuch + Arbeitsbuch. Max Hueber Verlag.

## Prerequisites

Five semesters of college-level German or equivalent. Placement test required.

## Grading Components

Class Participation, Vocabulary Quizzes, and Homework	20%
2-4 Quizzes	20%
1 Project & 1 Presentation	10%
Midterm Exam	15%
Oral Exam	10%
Final Exam	25%

# SALZBURG COLLEGE

Course Syllabus:       **Advanced German Conversation**  
Credit Hours:           3  
Course Offered:       Fall, Spring  
Academic Year:       2019/2020

## Course Description

This course is offered to intermediate and advanced German students in the second half of the semester. The course aims to give students thorough oral practice in German. Depending on the level and interests of the participants, a variety of topics will be discussed. Vocabulary will be reviewed and supplemented in a systematic fashion by grouping it into thematic fields. While grammar learning is an important part of language learning, grammar will be explicitly addressed only insofar as it supports learners' ability to converse.

## Course Topics

- Express and respond to feelings
- State opinions, intentions and wishes
- Agree and disagree
- Express doubt about something
- Discussion topics include: current social, economic, and political issues, cross-cultural questions, personal situation, German literature

## Course Objectives

- Speak fluently and comfortably about a variety of topics in German.
- Expand German vocabulary in specific fields.
- Introduce communicative strategies in German.
- Discuss controversial topics in German.
- State opinions and argue in German.
- Improve ability to use and understand the German language in real situations.
- Increase comfort using German in oral conversation.

## Field Experience

Various excursions in and around Salzburg will bring the students in contact with native speakers and give them the opportunity to practice their oral conversation skills.

## Required Readings

Newspaper articles, scientific articles, and literary texts, depending on the students' level and interests.

## Prerequisites

Two semesters of college-level German or equivalent.

## Grading Components

Oral participation	40%
Homework Assignments	20%
Presentations	20%
Final Oral Exam	20%

# SALZBURG COLLEGE

Course Syllabus: **Selected Topics in German**  
Credit Hours: 3  
Course Offered: Fall, Spring  
Academic Year: 2019/2020

## Course Description

This independent study allows students to draw from the extraordinary resources (Stefan Zweig Centre Salzburg, Literaturarchiv Salzburg, Universitätsbibliothek Salzburg, Rauriser Literaturtage, Literaturhaus Salzburg, Georg-Trakl-Haus) available to students in Salzburg/Austria. Topics may be proposed by students under the direction of a German language faculty member. Students will continue to develop writing, reading, listening, and speaking skills in German utilizing a variety of sources. This independent study combines individual meetings, reading, written assignments, discussion, local excursions and independent research. It is intended as an exercise in combining the study of German literature, language, and culture with individual research on a specific topic.

## Course Topics

Dependent on the student's academic focus and area of interest.

## Course Objectives

- Increase comfort in reading, writing and speaking in German with a special focus on Austria.
- Read, speak, understand, and write German at the B2 level of the Common European Framework of Reference for Languages (CEFR).
- Develop the ability to think critically and reflect on the correlations between the German language, literature and culture.

## Field Experience

The city of Salzburg and the surrounding area function as an extension of the classroom for this course. Students will experience literature, language and culture first-hand through their research in and around Salzburg. Students are expected to take advantage of conducting additional research during their travels throughout German-speaking Europe.

## Required Readings

Austrian literature, scientific articles, and original texts/sources, depending on the student's level and interests.

## Prerequisites

This course is designed for students who have successfully completed a minimum of four semesters of college-level German or equivalent.

## Grading Components

Completion of Readings, Field Research And Research Proposal	50%
Completion and Presentation Of Research Project	50%

# SALZBURG COLLEGE

Course Syllabus: **Austrian Literature and Culture (in Translation)**  
Credit Hours: 3  
Course Offered: Fall, Spring, Summer III  
Academic Year: 2019/2020

## Course Description

This course, conducted in seminar form, offers the contextualized study of 20<sup>th</sup> century Austrian literature in translation against the background of the country's history, politics and culture. The course work includes the reading of novels, novellas and plays, research on the historical background, study of the authors' biographies, and the writing of essays as well as one long research paper. Some film adaptations of selected texts may supplement the study of the literary artifacts.

## Course Topics

- Fin-de-Siècle Mood and the Impact of Freud's Psychoanalysis (Example: Schnitzler)
- The Expressionist Movement in Prague (Example: Kafka)
- The Critical Dialogue with the Habsburg Monarchy (Examples: Roth, Kraus, Musil)
- Socio-Critical Theater (Examples: Horvath, Turrini, Bernhard)
- Issues of Gender (Examples: Haushofer, Jelinek, Faschinger)
- Austria and the NS Past (Examples: Henisch, Reichart)
- Modern Autobiographies (Examples: Handke, Bernhard)

## Course Objectives

- Understand Austrian history and culture through different perspectives.
- Understand the contribution Austrian writers have made to Austrian and European culture.
- Develop perspectives on Austrian history and culture through the eyes of novelists and playwrights.
- Enhance critical thinking to reflect critically on Austria's recent history.

## Field Experience

Depending on the choice of authors, students will be able to visit the literary archives of various authors in and around Salzburg.

## Required Readings

A selection of Austrian novels, novellas and plays.

Final author choice depending on students' interests and preferences.

## Prerequisites

None, but interest in reading literature highly desirable.

## Grading Components

Preparation for Class Meetings	30%
Written Assignments	40%
Final Paper (8-10)	30%

# SALZBURG COLLEGE

Course Syllabus:	<b>Modern Austrian Literature (in German)</b>
Credit Hours:	3
Course Offered:	Fall, Spring
Academic Year:	2019/2020

## Course Description

This course, conducted in seminar form, offers a survey of Austrian literature of the 20<sup>th</sup> century. Students will read texts in the original language, discuss them, and write short papers in German. The selection of the specific texts is based on student interests and language skills. Student language skills must be at the advanced level (based on placement tests). Assignments include the keeping of reading journals, the production of plot summaries, characterizations, interpretations, research of authors' biographies, etc.

## Course Topics

Depending on the students' interests, different materials will be selected. Proposed focal areas are texts from the fin-de-siècle and contemporary writers as well as authors and texts related to Salzburg (for example, Stefan Zweig, Hugo von Hofmannsthal, Thomas Bernhard, Elisabeth Reichart, or Ludwig Laher).

## Course Objectives

- Introduce Austrian literature.
- Read German and Austrian works of literature in the original language.
- Increase awareness of the historical and cultural context of the literary works.
- Advance receptive and active language skills.
- Further the ability to write academic papers in German.
- Reflect critically on certain aspects of Austrian history and culture.

## Field Experience

Depending on the choice of authors, students will be able to visit the literary archives of various authors in and around Salzburg.

## Required Readings

Selected short texts and excerpts from novels.

Final author choice depending on students' interests and preferences.

## Prerequisites

Successful completion of at least one advanced-level German course at home institution or equivalent.

## Grading Components

Preparation for Class Meetings	30%
Written Assignments (German)	40%
Final Paper (English or German)	30%

# SALZBURG COLLEGE

Course Syllabus:	<b>The European Experience: History, Politics and Culture OR Cross-Cultural Communication and Understanding OR Austrian History, Politics, Society &amp; Culture OR Introduction to Humanities</b>
Credit Hours:	3
Course Offered:	Fall, Spring, Summer II
Academic Year:	2019/2020

## Course Description

This course has been designed as an introduction to Austrian and European history, politics and culture. The course is organized in four modules including lectures, discussions, excursions and field assignments. The course offers insights into the culture students have chosen to live in for an extended period of time. Beyond the understanding of “facts and figures”, the course is intended to create an academic context for students’ growing understanding of Austria in Europe and its “cultural personality”. Students will be challenged to apply this new knowledge using the acquired tools in intercultural understanding and communication.

## Course Topics

- Austria: Facts and Figures
- European History and Tradition
- National Socialism
- The Austrian Political System in Europe
- Austria and the World
- The Austrian Economy and Social Security
- Current European Political Issues and Developments
- Austrian Educational System
- Austrian Music and Art
- Cross-Cultural Comparisons

## Course Objectives

- Introduce Austrian and European geography, history, and politics.
- Introduce Austrian and European cultural heritage.
- Develop understanding of culture in Austria and Europe.
- Enhance awareness of cultural differences.
- Develop interpersonal and intercultural skills in a new environment.
- Identify cultural differences between each student’s native culture and European cultures.
- Appreciate cultural differences in general.
- Reflect on various aspects of each student’s native culture.
- Learn to consciously adapt to living in a foreign environment.

## Field Experience

Field experience constitutes an important part of the course. Excursions include various trips in and around Salzburg as well as a multiple day field trip to Vienna.

## Required Readings

Beller, S. (2006) A Concise History of Austria. Cambridge: University Press, Reader with selected articles.

## Prerequisites

None

## Grading Components

Class Participation	30%
Fieldtrip Assignments	15%
Midterm Exam	25%
Final Exam	30%

# SALZBURG COLLEGE

Course Syllabus:	<b>Economics and Politics of the EU</b>
Credit Hours:	3
Course Offered:	Fall, Spring, Summer III
Academic Year:	2019/2020

## Course Description

This course discusses the history, process and institutions of European economic and political integration. The first part focuses primarily on the EU member states. It starts with the historical institutional forerunners, sketching the early history of integration. The second part examines the European Union as such. Institutions are introduced, and the decision-making processes are reviewed. The third part uses this basic historical and institutional knowledge to discuss issues of European integration. The development of the European monetary union and the introduction of a single European currency will be used to analyze the financial changes involved in European economic and political integration. The fourth part represents the effort to explain European integration and its actors. Using the conflict lines of European debate, the major approaches towards integration in politics, economics and ideology are introduced. The course will conclude with an analysis of European-US trade relations, including the impact on the US economy, businesses, and governmental institutions.

## Course Topics

- History of European Integration
- The Institutions of the EU
- Environment for Business in Europe
- Monetary Union
- Enlargement of the European Union
- Common Foreign and Security Policy
- Internal Security

## Course Objectives

- Understand the EU institutions.
- Understand the processes in European integration and its history.
- Understand economic development of the EU since 2000.
- Explain the relevance of the European Union in relation to the separate European states.
- Contrast European integration to other forms of supra-national political strategies.
- Reflect on the successes and failures of an integration project.
- Understand the different arguments and exchanges on the future of European integration.
- Simulate a debate on the future options of the “West”.

## Field Experience

Visits to various political, economic organizations and businesses relevant to the European Union.

## Required Readings

Sbragja, A. (2010): "The EU, the US, and trade policy: competitive interdependence in the management of globalization"

Toshkov, D. (2017): "The Impact of Enlargement on the decision-making capacity of the European Union" Reader with selected articles.

## Prerequisites

None

## Grading Components

Class Participation	25%
Midterm Exam	25%
Final Exam	25%
Term Paper	25%

# SALZBURG COLLEGE

Course Syllabus: **A History of US-European Relations Since World War II**

Credit Hours: 3

Course Offered: Fall, Spring

Academic Year: 2019/2020

## Course Description

Public debates concerning recent developments of European opinions about the USA and vice versa ignore the origins of this phenomenon: the continuous and tempestuous comparison of European and American societies since Columbus. The present (mis-)understandings clearly stand in this tradition of misperceptions, which were set half a millennium ago. This course concentrates on the 20<sup>th</sup> and 21<sup>st</sup> centuries, discussing global developments since World War II: the Cold War; the post-Cold War period; the “War on Terror”; the massive crisis due to the War against Iraq; and global reactions to recently elected US presidents.

## Course Topics

- The United States of America and the World: Views from a Distance
- Europe in the US-Mind
- The United States of America in the European Mind
- Spreading the American Dream in Europe after World War II
- The Cold War as Cool War: American Popular Culture as Cold War Weapon
- The End of the “Cold War” or the “End” of the Cold War
- American Cultural Hegemony in the Age of the Internet
- New Challenges Emerging: The US, Europe, China (and more)
- The US and the World: Mutual Responsibilities or What Does It Mean to Be a Global Citizen?

## Course Objectives

- Introduce diverse concepts from US-European relations and perceptions since World War II.
- Explore the history and current state of political, economic and cultural relations between the United States and Europe.
- Identify common values and interests on both sides of the ocean.
- Understand the history underlying present and future dynamics of US-European relations.
- Understand the United States development of cultural foreign policy.
- Reflect on the general history and foreign relations of the students’ homeland.

## Required Readings

Hertsgaard, Mark (2003). *The Eagle's Shadow: Why America Fascinates and Infuriates the World*.

Kroes, Rob (2000). *Them and Us*.

Wagnleitner, Reinhold (1994). *Coca-Colonization and the Cold War: The Cultural Mission of the United States in Austria after the Second World War*.

## Prerequisites

None

## Grading Components

Class Participation and Discussion	25%
Semester Paper	25%
Midterm Exam	25%
Final Exam	25%

# SALZBURG COLLEGE

Course Syllabus:	<b>Selected Topics in European Studies: Austria and the EU</b>
Credit Hours:	3
Course Offered:	Fall, Spring
Academic Year:	2019/2020

## Course Description

There are few countries in this world that have experienced as much political development as Austria during the twentieth century. After being reduced from a multi-national empire to a small provincial country after WWI, then becoming part of Nazi Germany and enduring WWII, Austria eventually evolved into a neutral state after being liberated from the occupying forces. On January 1, 1995, Austria opened a new chapter in its political history by joining the European Union. This course, conducted as an independent study with individual meetings, readings, written assignments and presentations, will explore Austria's path into the European Union, the obstacles it overcame in getting there, the role it has played since its membership, and recent developments in national as well as European politics. This course will bring together and expand upon what students have learned in the courses "Austrian History, Politics, Society & Culture" and "Economics and Politics of the EU".

## Course Topics

- Austria's "Road to Europe"
- Austria's and Switzerland's Development Since 1995
- Austrians in the European Parliament
- Genetically Modified Food: A Case Study
- Austrian Attitudes to European Integration: A Comparative Analysis
- The EU – A Threat to Austria's Neutrality?
- EU: Centralism at the Expense of the Regions?
- Migration in the EU: The Austrian "Angst"

## Course Objectives

This course gives students the chance to increase their understanding of Austria's role in the European Union through the study of a variety of preselected topics. Students will gain a deeper understanding of the national political system as well as European Union policy. The course touches on questions of history, politics, economics and society. Austria's development will be put into perspective by comparing it to the development of other European nations. By doing this, students will also deepen their knowledge of European history and politics.

## Field Experience

Students will have the opportunity to visit a variety of European institutions in Salzburg and Vienna. In addition, they will study regional EU projects in and around Salzburg.

## Required Readings

Reader with selected articles.

## Prerequisites

Enrollment in the courses "Austrian History, Politics, Society & Culture" and "Economics and Politics of the EU".

## Grading Components

Completion of Readings, Written Assignments and/or Field Interviews	30%
Excursion Assignments	20%
Completion and Presentation of Research Project	50%

# SALZBURG COLLEGE

Course Syllabus: **Propaganda and Strategic Communication**  
Credit Hours: 3  
Course Offered: Fall, Spring,  
Academic Year: 2019/2020

## Course Description

This course examines the role of communication and rhetoric in the workings of propaganda over the centuries. After establishing how and if one can identify the ideology informing and shaping propagandistic forms of communication, a closer look will be taken at the variety of media that National Socialism successfully utilized in its effort to create the Third Reich. Specific propagandistic communication strategies can be discerned in the Nazis' use of art and architecture as well as in their regular organization of mass rallies.

Furthermore, the course will discuss how these propaganda techniques were continued (and further developed) worldwide after World War II. This course will also cover recent technical and digital developments in propaganda techniques.

## Course Topics

- What is Propaganda?
- Past and Present Propagandistic Strategies and Techniques
- Various Media as Means of Propaganda
- The Role of Communication in National Socialism
- Case Studies on Print Media, Radio, and Film
- Case Studies on Architecture and the Arts
- Case Studies on Propaganda and War
- Impact of NS Communication Strategies on the Post-War World

## Course Objectives

- Introduce concepts and techniques of propaganda.
- Introduce different propagandistic communication strategies.
- Apply relevant historical background and explain the role of media in propaganda.
- Appreciate the role of propaganda and the variety of media which were used to establish the Nazi regime, preserve its power, and extend its rule over Europe.
- Identify and analyze mechanisms of manipulation in different media.
- Understand the parallels and contrasts between propaganda used as a method of governance by Nazi Germany and contemporary societies.
- Learn to recognize new forms of propaganda in everyday life.
- Analyze propaganda from various perspectives and create individual propaganda strategies.

## Field Experience

Excursions may include visits to the Mauthausen Concentration Camp, the Nazi Rally Grounds in Nuremberg, Berchtesgaden and the Eagle's Nest, and the Documentation Center in Munich.

## Required Readings

Jowett, G. & O'Donnell, V. (2015) Propaganda & Persuasion. Los Angeles: Sage Publications, Reader with selected articles.

## Prerequisites

None

## Grading Components

Class Participation	30%
Field Trip Reports	10%
Term Paper (6-8 pages)	30%
Final Exam	30%

# SALZBURG COLLEGE

Course Syllabus: **Intercultural Communication**  
Credit Hours: 3  
Course Offered: Fall, Spring  
Academic Year: 2019/2020

## Course Description

The general purpose of this course is to understand the ways in which culture interrelates with and affects communication processes. Intercultural learning involves affective and behavioral processes, as well as cognitive ones. The course entails the investigation of culture and the difficulties and/or possibilities of communicating across cultural boundaries. As sojourners in a foreign educational setting, students will engage in both scholarly/academic, as well as experiential/field learning.

## Course Topics

- Foundations of Intercultural Communication
- Intercultural Communication Models
- Cultural Analysis: Values, Beliefs, Norms of Cultures
- Typologies
- Tools for Analyzing Cultures
- The Culture Shock Phenomenon
- Models of Cultural Adaptation
- Process of Transformation
- Understanding Worldviews and Stereotypes
- Global Strategic Options
- Creating Synergies
- Cultural Competence

## Course Objectives

- Acknowledge cultural differences.
- Perceive and describe intercultural phenomena.
- Overcome intercultural barriers and challenges to accomplish interpersonal adaptation processes.
- Reflect on the peculiarities of student's home culture.
- Increase theoretical knowledge and analytical skills regarding communication between people from different cultural and ethnic backgrounds.
- Develop and apply communication skills in immediate (European) and long-term (home) intercultural situations.
- Increase self-awareness and promote an ongoing exploration of identity, using communication interactions as a framework for perceiving and contrasting cultural differences.
- Acquire knowledge and develop skills that increase intercultural competence.

## Required Readings

Reader of selected articles.

## Prerequisites

Bennett M.(2013). Basic Concepts of Intercultural Communication: Paradigms, Principles, and Practices. Boston: Intercultural Press,Reader with selected articles.

## Grading Components

Photographic Assignment & In-Class Reports	10%
Midterm Exam	25%
Intercultural Interviews & Term Paper (6-8 pages)	20%
Group Presentation	20%
Final Exam	25%

# SALZBURG COLLEGE

Course Syllabus: **Digital Media Production**  
Credit Hours: 3  
Course Offered: Fall, Spring  
Academic Year: 2019/2020

## Course Description

This course gives students hands-on instruction in how to use digital media tools to produce interactive and media rich stories. Students will learn key concepts and design principles in Web technologies, Video editing and Animation. Students will develop a digital multimedia story, using slideshows, videos and animations. Students will learn how to capture engaging photos and video footage to create an effective multimedia experience in post-production. The course takes place at the local community television station which is situated right next to the Salzburg College facilities. After introductory lectures in scriptwriting, dramatization, camera work, online tools and editing, students will produce their own sequence/broadcast. Topics depend on students' interests, but should be tied in with other coursework and/or reflect the students' study abroad experience as a whole. The equipment for the production of the sequence/broadcast is provided by the television station.

## Course Topics

- Scriptwriting and Dramatization
- Digital Video and Audio Editing
- Entertainment and Copyright Laws
- Professional Multimedia Equipment Use
- Broadcast Production

## Course Objectives

- Understand basic media and copyright law.
- Write a script for a television production (fiction or non-fiction).
- Use professional video and audio equipment.
- Edit the video and audio material with professional software such as "Final Cut" or "Premiere".
- Produce and stream a broadcast.
- Understand the working structures of an independent community television station.

## Field Experience

While the lectures, studio and post production take place at the local television station, much of the actual fieldwork takes place outside in the city of Salzburg and its surroundings. Depending on the choice of topic for the final broadcast, various parts of Salzburg work as a backdrop for the production of the final project.

## Required Readings

Reader of selected articles.

## Prerequisites

None

## Grading Components

Class Participation	20%
Final Exam	30%
Completion of the Multimedia Project	30%
Individual Participation in Group Project	10%
Storyboard	10%

# SALZBURG COLLEGE

Course Syllabus: **International Public Relations**  
Credit Hours: 3  
Course Offered: Fall, Spring  
Academic Year: 2019/2020

## Course Description

This course is designed to explore the theory and research related to the practice of public relations across cultural and national boundaries. It includes the application of various communication and public relations theories to practical problems in international for-profit and not-for-profit settings. Following an introductory overview of the practice and theory of public relations, the course will focus on transnational and intercultural dimensions of public relations, comparing US and European PR systems, with special emphasis on Austrian-based companies. Another part of the course concerns the practice and differences of public relations throughout the world. In addition to exploring the application of public relations in an international setting, strategies and approaches to PR will be explained from a theoretical base demonstrating the usefulness of theory-based PR programs.

## Course Topics

- Introduction to Public Relations
- Introduction to International Public Relations with Emphasis on the EU
- Specific Aspects of International Public Relations from an EU Perspective
- International Advertising
- Public Relations in Austria and Europe
- Selected Case Studies in Public Relations

## Course Objectives

- Understand the most important aspects of integrated International and Intercultural PR.
- Know and understand integrated corporate communications.
- Identify different cultural factors and environments in which International public relations are planned and executed.
- Identify cultural dimensions influencing International and Intercultural PR.
- Discuss and learn from different case studies involving International PR.
- Design and implement effective international communications programs.

## Field Experience

The excursions to different Austrian companies and organizations provide insights into the field and the actual practice of public relations, and are considered an integral part of this course.

## Required Readings

Parkinson, Michael/Ekachai, Daradirek (2006). *International and Intercultural Public Relations. A Campaign Case Approach*. Boston: Pearson Education.

Reader and introductory materials on the companies and institutions visited on the excursions.

## Prerequisites

None

## Grading Components

Class Participation and Excursions	20%
Excursion Reports (4-5 pages each)	20%
Midterm Exam	30%
Final Exam	30%

# SALZBURG COLLEGE

Course Syllabus: **Global Marketing**  
Credit Hours: 3  
Course Offered: Fall, Spring  
Academic Year: 2019/2020

## Course Description

This course focuses on practical global marketing decision-making. Topics include global environment, product development, pricing, distribution, and promotion strategies for worldwide markets. Special attention is given to the management of cultural differences encountered by global marketing managers. Teaching methods incorporate case studies, class discussion, and lectures. Students will learn to identify potential markets for entry, develop an international marketing plan, and assess effects of the global environment on marketing strategy.

## Course Topics

- Core Concepts of Marketing and Globalization
- Development of a Firm's International Competitiveness
- Global Branding and Global Market Environment Research
- Political, Economic and Sociocultural Environment
- International Market Selection Process
- Evaluate Approaches to Entry Modes
- International Product, Distribution and Pricing Decisions
- Intercultural Communication Decisions

## Course Objectives

- Evaluate the nearby region and its marketing specifics.
- Locate and utilize key sources of information for conducting international marketing research.
- Recognize the importance of international marketing within a socially responsible framework.
- Recognize the complexity of market entry, develop a global marketing plan, and assess effects of the global environment on marketing strategy.
- Select and utilize techniques for analyzing culture, product pricing, distribution, and promotion strategies in a foreign market.

## Field Experience

Excursions to companies and other organizations provide first-hand insight into the topics discussed and are considered an integral part of the course.

## Required Readings

Hollensen, S. (2016): *Global Marketing. A Decision-Oriented Approach, 7<sup>th</sup> edition*. Harlow: Financial Times Prentice Hall.

## Prerequisites

None.

## Grading Components

Class Participation	35%
Excursion Reports	10%
Midterm Exam	10%
Final Exam	20%
Final Marketing Project	25%

# SALZBURG COLLEGE

Course Syllabus: **Principles of Marketing**  
Credit Hours: 3  
Course Offered: Fall, Spring  
Academic Year: 2019/2020

## Course Description

This is an advanced course covering the essential knowledge required to ensure the success of a business as it launches and maintains product presence in the market place. The course will also discuss the impact of marketing on businesses revenue, the relationship of marketing to other organizational functions and the development of marketing strategies for both the domestic and international marketplace. The course also focuses on the role that the Internet and direct marketing have on corporate marketing strategies.

## Course Topics

- Core Concepts of Marketing and Globalization
- Development of a Firm's International Competitiveness
- Branding
- Political, Economic and Sociocultural Environment
- Evaluate Approaches to Entry Modes
- International Product, Distribution and Pricing Decisions

## Course Objectives

- Analyze a market at the micro (local) level considering stakeholders such as customers, suppliers, competition etc.
- Describe the impact of the macro-marketing environment (e.g. demographic, economic, technological and cultural influences) on corporate marketing strategies.
- Define the characteristics of the consumer market and the influences that motivate consumer buyer behavior.
- Differentiate between the characteristics of the business vs. the consumer market and the buying processes in each.
- Summarize the steps in the product development and product life cycles. Compare the phases of buyer adoption to the product life cycle.
- Describe the importance of pricing in customer buying decisions and marketers use of pricing strategies.
- Overview the importance of the place piece of the marketing mix and characteristics of various channels strategies.
- Explain the role and impact of the Promotional Mix, the Internet and direct marketing on 21st century marketing and marketing strategies.

## Field Experience

Excursions to companies and other organizations provide first-hand insight into the topics discussed and are considered an integral part of the course.

## Required Readings

Kotler, P. (2018): *Principles of Marketing*, 17<sup>th</sup> edition. Pearson

## Prerequisites

None.

## Grading Components

Class Participation	35%
Excursion Reports	10%
Midterm Exam	10%
Final Exam	20%
Final Marketing Project	25%

# SALZBURG COLLEGE

Course Syllabus: **Management and Leadership Development**  
Credit Hours: 3  
Course Offered: Summer III  
Academic Year: 2019/2020

## Course Description

This course is designed to be an overview of the major functions of management. The course introduces business students to prominent theories and philosophies affecting management and leadership. Through an interdisciplinary lens, students learn the differences between management and leadership. Emphasis is placed on planning, organizing, controlling, directing, and communicating. Upon completion, students will be able to work as contributing members of a team, adding value to their organization by applying management and leadership theory in a practical setting.

## Course Topics

- Managing Effectively in a Changing World
- The Evolution of Management
- The Organizational Environment and Culture
- Ethics and Corporate Responsibility
- Strategic Planning and Decision Making
- Entrepreneurship
- Organizing for Action
- Managing Human Resources
- Managing Diversity and Inclusion
- Leadership
- Motivating People
- Teamwork
- Communicating
- Managerial Control

## Course Objectives

- Distinguish among the four functions of management and learn managerial balance.
- Distinguish among the three types of managers and the skill sets needed at different levels.
- Compare and contrast the macro-environment, the competitive environment, and an organization's internal environment to understand how each affects business.
- Differentiate between ethics and corporate social responsibility.
- Classify all components of an organization's strategy including the various planning activities involved in realizing that strategy.
- Identify entrepreneurial traits and their challenges while examining the importance of nurturing entrepreneurship and intrapreneurship.
- Examine the role of human resource management and how to organize for effectiveness.
- Interpret, compare, and contrast the complexity of employing a diverse workforce.
- Summarize what makes a good leader and how to motivate employees to reach their full potential.
- Clarify what makes a successful team and how to facilitate effective upward, downward and lateral communication.
- Relate the importance of managerial control to fostering innovation in an organization.

## Required Readings

Management, 3<sup>rd</sup> Edition (Bateman & Snell); McGraw-Hill  
Reader of selected articles.

## Prerequisites

None

## Grading Components

Assignments	40%
Tests	40%
Projects	10%
Participation (discussion boards)	10%

# SALZBURG COLLEGE

Course Syllabus: **Professional Selling and Negotiation**  
Credit Hours: 3  
Course Offered: Summer IV  
Academic Year: 2019/2020

## Course Description

This advanced course covers the methodologies employed in a successful selling process. Course will include applications of selling techniques, understanding buying behavior and the employment of negotiating skills in the selling cycle. Examines current approaches to a variety of sales management challenges including the recruiting, organization, motivation, and evaluation of an effective sales force. The essential sales theories and principles are developed and practiced through student involvement in sales presentations. Discusses the contributions of personal selling and sales management to the marketing process with focus on the strategic use of the sales force.

## Course Topics:

- Sales and Marketing Functions
- Sales Management & Sales Territories
- The Selling Process
- FAB Selling
- Leadership of the Sales Force
- Negotiation Styles
- Buyer Behavior
- Profiling and Recruiting Sales People

## Course Objectives:

- Relate the association between sales and marketing functions within the marketing concept.
- Summarize the eight conceptual areas that make up the selling process.
- Identify the affiliation between sales, sales management, and staff and customers in the selling process.
- Describe the four personality styles and illustrate examples of each style.
- Define the model for FAB selling - features, advantages and benefits.
- Illustrate the importance of nonverbal communication in the selling process.
- Outline the process used in developing a qualified list of prospects.
- Assess the factors that influence people to make buying decisions.
- Formulate the guidelines for effective sales, demonstrations, and prepare and present a sales presentation.
- Evaluate buyer resistance and demonstrate the specific methods for overcoming buyer's objections.
- Synthesize the principles of the Art of Negotiations and relate their applicability to the selling environment.
- Paraphrase the guidelines for closing the sale.

## Required Readings

Walker J. (2018) 3<sup>rd</sup> edition: *You've Been Selling All Your Life*

## Prerequisites

None

## Grading Components

Class Participation	20%
Assignments	20%
Student Presentations	30%
Final Exam	30%

# SALZBURG COLLEGE

Course Syllabus: **Cultural Business & Marketing OR Cultural (Arts) Management**  
Credit Hours: 3  
Course Offered: Fall, Spring, Summer II  
Academic Year: 2019/2020

## Course Description

Salzburg, home to the world-renowned Salzburg Summer Festival (not to mention a variety of other art and music festivals/events throughout the year), has an extremely high density of cultural institutions and organizations. Top-class orchestras, theaters, galleries and museums define the impressive cultural landscape of the city. This course, designed for business, music and art majors alike, gives a survey of the cultural industries in Central Europe and introduces the field of arts management. The theoretical introduction of management and marketing tools is supplemented by visits to various cultural institutions in and around Salzburg. Students will meet local artists and managers and thereby experience insider perspectives on the marketing side of various cultural organizations.

## Course Topics

- Introduction to the Cultural Industries
- Basics of Arts Management
- Marketing the Arts
- Public Relations
- Sponsorship
- Fundraising
- Corporate Identity
- Museums, Art Trade, and Orchestra Management

## Course Objectives

- Recognize recent developments in cultural industries.
- Introduce various players involved in the different levels of arts management.
- Understand the terms and key types of arts marketing and management.
- Learn about new opportunities offered in cultural industries.
- Explore possible future perspectives in arts management.
- Perceive marketing as the gateway to revenues in the cultural industries.
- Design plans for marketing campaigns in the arts.

## Field Experience

The excursions to different cultural venues and organizations in Salzburg (and Vienna) provide insights into the field and actual practice of cultural business with its marketing techniques. Hands-on experience is considered an integral part of the course.

## Required Readings

Rosewall, E. (2015) *Arts Management – Uniting Arts and Audiences in the 21st century*. Oxford University Press  
Reader of selected articles.

## Prerequisites

None

## Grading Components

Class Participation and Attendance	20%
Excursions Attendance and Reports	20%
Final Exam	30%
Marketing Project	30%

# SALZBURG COLLEGE

Course Syllabus: **Music Appreciation**  
Credit Hours: 3  
Course Offered: Fall, Spring, Summer IV  
Academic Year: 2019/2020

## Course Description

Salzburg's rich music scene provides an ideal setting for music appreciation. The course is a survey course devoted to music in various eras and cultures. Students will develop a foundation for enjoyment and understanding of music through the use of recorded music, live concerts, and song literature. Students will study elements of music, analyzing form and design, including their relation to other subjects and activities.

## Course Topics

- Concert Etiquette
- Parts of Music and Musical Instruments
- Baroque Instrumental Music
- Components of Opera - Bach, Handel
- Classical Symphony - Mozart, Haydn, Beethoven
- Romantic Music and Impressionism
- 20<sup>th</sup> Century Music

## Course Objectives

- Demonstrate a basic understanding of musical language, forms, and concepts.
- Develop active listening skills and attend a variety of live music performances.
- Recognize aurally and discuss various periods and styles in music history.
- Compare and contrast music from different musical eras using basic music terms.
- Become familiar with specific composers and representative works.
- Use a variety of media to explore music.

## Field Experience

The city of Salzburg constantly offers a variety of musical events. This course includes experiencing music and attending concerts in and around Salzburg. The attendance of musical performances is mandatory. In addition, students are encouraged to experience music across Europe during independent study and travel periods.

## Required Readings

Barbara Russano Hanning. *A Concise History of Western Music*. New York: Norton, 2014.  
Reader of selected articles.

## Prerequisites

A background in music is not required, but recommended.

## Grading Components

Class Participation	15%	
Reports on concerts/operas	15%	
Reading assignments	15%	
Midterm Exam	25%	
Final Exam	30%	<b>Additional expenditures for concert tickets may apply</b>

# SALZBURG COLLEGE

Course Syllabus: **Music History Survey II – Baroque, Classic and Romantic Periods**  
Credit Hours: 3  
Course Offered: Fall, Spring  
Academic Year: 2019/2020

## Course Description

The course provides students with an introduction to the music of the Classical and Romantic periods. Apart from studying the main composers and their works, special emphasis will be laid on the musical heritage of Austria and, especially, Salzburg. While the development of canons will be discussed, the course will be an intensive survey of the development of musical styles in the Western world from 1750 to 1900.

## Course Topics

- Music History – a Construction (Aspects and Dangers of Writing Music History?)
- Social Aspects of Being a Musician in the 18<sup>th</sup> Century
- Political, Historical and Theoretical Prerequisites of Music History
- The Classical Era: The Composers J. Haydn, W.A. Mozart and Ludwig van Beethoven; their biographies, works, and contemporaries; instrumental and vocal forms and their development (Variation, Menuet, Sonata Form, DaCapo Aria); opera: opera seria, opera buffa, the development of national opera (Deutsches Singspiel)
- The Romantic Era: the development of the German Lied: F. Schubert, Robert and Clara Schumann, Felix Mendelssohn; the sacred song *Stille Nacht! Heilige Nacht!* and its dissemination; virtuosos: Louis Spohr, Clara Schumann, Paganini, Liszt; symphonic music: from F. Schubert to G. Mahler, A. Schönberg and R. Strauss; opera in Italy, Germany and France: J. Massenet, G. Verdi, Richard Wagner

## Course Objectives

- Develop an ability to recognize music from these musical eras.
- Classify the most important composers, theorists, and performers from each era.
- Translate musical terminology as well as important stylistic and historical issues.
- Differentiate between the musical genres, techniques, forms and ideas of each era.

## Field Experience

Students will experience music and history in and around Salzburg. The attendance of five musical performances and historic landmarks is mandatory. In addition, students are encouraged to experience music and history across Europe during independent study and travel periods.

## Required Readings

Barbara Russano Hanning. *A Concise History of Western Music*. New York: Norton, 2014.

Marcia Citron: *Gender and the Musical Canon*, University of Illinois Press, 2000.

Handouts and introductory notes for operas and concerts; CD with music samples.

## Prerequisites

A background in music is not required, but highly recommended.

## Grading Components

Class Participation	10%	
Reports on five concerts/operas	15%	
Reading assignments	15%	
Midterm Exam	30%	
Final Exam	30%	<b>Additional expenditures for concert tickets apply</b>

# SALZBURG COLLEGE

Course Syllabus: **Selected Topics in Music History: Baroque to Romantic Period**  
Credit Hours: 3  
Course Offered: Fall, Spring, Summer I, II, III, IV  
Academic Year: 2019/2020

## Course Description

Salzburg's musical landscape, rich in music history and influence, provides the backdrop for this independent study. Students will develop their ability to engage critically with diverse ideas about the relationship between music and its cultural context. Students are encouraged to draw on the extraordinary music resources available in Salzburg (Mozart Archives, International Foundation Mozarteum, Landestheater, Marionettentheater, Library of the Mozarteum, Film Museum, etc.). The student's special interests will shape his/her research and assignments (under the guidance of the faculty member). This independent study combines individual meetings, readings, written assignments, presentations, discussion, concert visits and independent research. It is intended as an exercise in combining the study of music history and theory with personal observation and experience.

## Course Topics

Depending on the student's academic interest and relevant background knowledge. The choice and scope of the subject matter is developed in close cooperation between the student and the instructor.

## Course Objectives

The selected topics course gives students the chance to increase their understanding of Austria's musical influence through the study of a specific subject matter. Students will take advantage of the unique resources Salzburg offers to combine theoretical research with on-site study. Students will improve their research skills, their verbal expression, and their organizational abilities.

## Field Experience

The city of Salzburg and the surrounding area function as a backdrop for this course. Students will experience music and attend concerts in and around Salzburg. In addition, students are encouraged to experience music in Europe during the independent study and travel periods for comparative analysis.

## Required Readings

Barbara Russano Hanning. *A Concise History of Western Music*. New York: Norton, 2014.  
Reader with selected articles based on selected topic.

## Grading Components

Completion of Readings and Written Assignments	15%
Concert Visit Reports	15%
Fieldwork Assignments	20%
Completion and Presentation of Research Project	50%

# SALZBURG COLLEGE

Course Syllabus: **Music Composition**  
Credit Hours: 3  
Course Offered: Fall, Spring, Summer I, II, III, IV  
Academic Year: 2019/2020

## Course Description

Music Composition is a private studio course in which students receive critiques and assistance on their composition projects. Students meet twice a week during the second block with an instructor to receive critiques and discuss progress. Students are expected to make significant progress on their projects between lessons. Students set their own goals and work in styles of their own preference. Seminars will be scheduled in the latter half of the course to enable students to hear each other's work, make comments on this work, and discuss technique together.

A specific course outline related to the student's special interests, level of expertise and area of composition is drawn up during the first week of class. The outline includes a sequence of assignments and meetings between the student and the instructor as well as the definition of goals. At the end of the semester students are required to perform one or several of their compositions during a final concert.

## Course Topics

Depending on student's choice of focus area.

## Course Objectives

- Develop skills in research, organization and artistic expression.
- Investigate and experiment with a wide range of compositional techniques.
- Locate/generate resources to develop personal artistic ideas.
- Develop music synthesis and recording technique.
- Consolidate new compositional techniques in one's personal vocabulary.
- Explore composition as well as define and set personal style.
- Set goals with respect to style, composition techniques and structure.
- Utilize composition techniques both from an artistic as well as theoretical and scientific angle.
- Extend a personal sense of structure, demonstrated in the individual's work.

## Required Readings

Depending on student's topic choice.

## Prerequisites

Multiple courses in music history and/or music performance.

## Grading Components

Background research and collection of sketches	10%
3 Compositions	60%
Presentation of Semester Portfolio during Lecture Recital and Performance	30%

# SALZBURG COLLEGE

Course Syllabus: **The Mozart Project: Selected Studies on Mozart**  
Credit Hours: 3  
Course Offered: Fall, Spring, Summer I, II, III, IV  
Academic Year: 2019/2020

## Course Description

This independent study is designed to allow music students to draw on the extraordinary Mozart resources available in Salzburg (Mozart Archives, International Foundation Mozarteum, Landestheater, Marionettentheater, Library of the Mozarteum, Film Museum, etc.). The student's special interests and her/his area of performance should be reflected in the two assigned papers. The first paper is about a more general topic, whereas the second paper has a more specific focus related to work the student chooses to perform at the end of the semester. Her/his performance is introduced by a public lecture s/he prepares.

The Mozart project is directed by a Salzburg College faculty member. A specific course outline related to the student's special interests and area of performance, is drawn up during the first week of classes. The outline includes a sequence of assignments and meetings between the student and the instructor throughout the course.

## Course Topics

Depending on the student's focused area of study.

## Course Objectives

- Develop skills in research, organization and verbal expression.
- Identify and make use of the unique resources Salzburg offers.
- Research Mozart and his works from artistic, theoretical, and scientific angles.
- Select and study an interesting aspect of Wolfgang Amadeus Mozart's works and life.
- Write on a given subject with guidance provided.
- Prepare and perform a formal final lecture and recital.

## Required Readings

Depending on student's topic choice.

## Prerequisites

Multiple courses in music history. Has to be taken in conjunction with music performance instruction.

## Grading Components

Background research and comparative analysis	20%
2 Papers (6-8 pages)	40%
Lecture Recital and Performance	40%

# SALZBURG COLLEGE

Course Syllabus:	<b>Private Applied Music (Instrument/Voice)</b>
Credit Hours:	3 (2 credits private instruction + 1 credit ensemble/performance)
Course Offered:	Fall, Spring, Summer I, II, III, IV
Academic Year:	2019/2020

## Course Description

This course provides private music instruction for music majors in instrument/voice as well as ensemble playing and performance opportunities. It is designed to improve the student's skill set using his/her respective instrument. Students are assigned to private instructors by the music program director who supervises and coordinates all Applied Music instruction. Students will have private music instruction (= one hour per week) with an assigned instructor. In most cases the private music instructors are professors at the Mozarteum University Salzburg and/or members of the Mozarteum Orchestra. All students registered for Applied Music are required to attend rehearsals and complete 1-4 recitals (depending on semester/session). Arrangements for practice space are made by Salzburg College.

Of Note: Admission to the Applied Music course is by virtual audition only. In addition to their repertoire, students need to submit a YouTube video of themselves playing two different pieces of their choice prior to the semester/session.

## Course Objectives:

- Develop and improve the student's musical awareness and ability
- Demonstrate knowledge of musical styles as they relate to performance
- Apply various technical aspects in the performance of ensemble repertoire
- Publicly perform completed music selections using appropriate technique and etiquette
- Express artistic and musical messages through performance

## Requirements

- The student must bring his/her own instrument or make previous arrangements with Salzburg College.
- The student is expected to attend weekly lessons on time while observing, respecting, and practicing according to the instructor's assignments and suggestions.
- For each credit hour of applied music instruction, the student is expected to practice at least 3-5 hours outside of class to meet the minimum standards.
- The student is expected to prepare at least two musical pieces for the recital.
- The student is expected to submit, in a timely manner, the paperwork requested for the recital.
- The cost for private music instruction will be added to the overall program costs. Additional fees may apply.

## Prerequisites

Prior to the semester abroad, the student must write to Salzburg College concerning private music instruction, indicating background and repertoire, which music literature has been studied already, and which music is preferred during the upcoming semester/session in Salzburg. Ideally, a letter of recommendation from the home instructor, including suggestions to the Salzburg instructor, should also be included. Students must also submit a video of themselves playing two different pieces. College freshman playing ability, including the ability to read music, is required.

## Grading Components

At the end of the semester, along with the student's transcript, Salzburg College will provide a progress report and grade from the Salzburg private music instructor. The music program director will base a student's grade on an evaluation of his/her effort, improvement, musicality, mastery of skills in performance as well as the quality of lesson/recital preparation and quantity of work accomplished.

*This syllabus is subject to change at any time at the discretion of the instructor. Students are responsible for keeping current with changes made to this syllabus.*

# SALZBURG COLLEGE

Course Syllabus:	<b>Cultural (Arts) Management</b>
Credit Hours:	3
Course Offered:	Fall, Spring, Summer II
Academic Year:	2019/2020

## Course Description

Salzburg, home to the world-renowned Salzburg Summer Festival (not to mention a variety of other art and music festivals/events throughout the year), has an extremely high density of cultural institutions and organizations. Top-class orchestras, theaters, galleries and museums define the impressive cultural landscape of the city. This course, designed for business, music and art majors alike, gives a survey of the cultural industries in Central Europe and introduces the field of arts management. The theoretical introduction of management and marketing tools is supplemented by visits to various cultural institutions in and around Salzburg. Students will get in touch with local artists and managers and thereby experience insider perspectives on the marketing side of various cultural organizations.

## Course Topics

- Introduction to the Cultural Industries
- Basics of Arts Management
- Marketing the Arts
- Public Relations
- Sponsorship
- Fundraising
- Corporate Identity
- Museums, Art Trade, and Orchestra Management

## Course Objectives

- Recognize recent developments in cultural industries.
- Introduce various players involved in the different levels of arts management.
- Understand the terms and key types of arts marketing and management.
- Learn about new opportunities offered in cultural industries.
- Explore possible future perspectives in arts management.
- Perceive marketing as the gateway to revenues in the cultural industries.
- Design plans for marketing campaigns in the arts.

## Field Experience

The excursions to different cultural venues and organizations in Salzburg (and Vienna) provide insights into the field and the actual practice of cultural business with its marketing techniques. Experience in the field is considered an integral part of the course.

## Required Readings

Rosewall, E. (2015) *Arts Management – Uniting Arts and Audiences in the 21st century*. Oxford University Press  
Reader of selected articles.

## Prerequisites

None

## Grading Components

Class Participation and Attendance	20%
Excursions Attendance and Reports	20%
Final Exam	30%
Marketing Project	30%

# SALZBURG COLLEGE

Course Syllabus: **Art Appreciation**  
Credit Hours: 3  
Course Offered: Fall, Spring  
Academic Year: 2019/2020

## Course Description

This course introduces students to art from a variety of cultures and historical contexts. Topics include major art movements, varieties of materials and aesthetic theories. Coursework covers formal terms, elements and principles common to the study of art and architecture. The course stresses the relationship of design principles to various art forms including, but not limited to, sculpture, painting and architecture. Upon completion, students should be able to identify and analyze a variety of artistic styles, periods and media and students will have an increased vocabulary of art terminology.

## Course Topics

- The Ancient Heritage
- The Middle Ages
- The Renaissance: Florence, Rome and Burgundy; The Emancipation of the Artist
- Baroque: The First Global Style
- Neoclassicism and Romanticism:
- The Forefathers of Modern Art: Seurat, Van Gogh, Gauguin, Cézanne
- Re-defining the Art Work and the Role of the Artist in the Late Twentieth Century

## Course Objectives

- Introduce major works of European architecture, painting, sculpture, and minor arts.
- Find inspiration in art work encountered in history-rich museums and galleries throughout Europe.
- Introduce students to the changing roles of architecture and art throughout the centuries.
- Understand how to look at, analyze, and describe works of visual art using the proper terminology.
- Understand and appreciate the art forms, media, iconography, styles, and techniques of European visual art as expressed in painting, sculpture, architecture, and minor arts.
- Appreciate each work of art as an individual work with its own formal integrity, identify important religious concepts, philosophical movements, historical and cultural events, and discuss their relation to the art history of the period.

## Field experience

Field experience constitutes an important part of the course work. Excursions include museums in Munich, Salzburg, and Vienna. Students are encouraged to investigate additional art museums throughout Europe during independent study and travel periods for comparative analysis.

## Required Readings

Janson, H.W./Janson, A.F. Janson (2004). *History of Art*.  
Reader with selected articles.

## Prerequisites

None

## Grading Components

Class Participation	25%
Individual Projects	25%
Midterm Exam	25%
Final Exam	25%

**Additional expenditures for museum/exhibition visits apply**

# SALZBURG COLLEGE

Course Syllabus: **History of Art II**  
Credit Hours: 3  
Course Offered: Fall, Spring  
Academic Year: 2019/2020

## Course Description

This course is an integrated study of the main developments of the visual art forms (architecture, sculpture and painting) from the 16th century to the present. World art will be integrated into the content. The course provides an overview of art periods and movements from Classical Baroque to Postmodernity, introduces students to the seminal features of periods and styles, and highlights the achievements of individual artists and patrons whose work has influenced and shaped later generations. Classroom lectures will be supplemented by special excursions around Austria and Europe to study buildings, museums, and exhibits. Classroom lectures and excursions are supported by relevant project assignments.

## Course Topics

- Baroque: The First Global Style
- Between Neoclassicism and Romanticism: The Nineteenth Century
- The Forefathers of Modern Art: Seurat, Van Gogh, Gauguin, Cézanne
- Re-defining the Art Work and the Role of the Artist in the Late Twentieth Century

## Course Objectives

- Introduce major works of European architecture, painting, sculpture, and minor arts.
- Find inspiration in art work encountered in history-rich museums and galleries throughout Europe.
- Introduce students to the changing roles of architecture and art throughout the centuries.
- Understand how to look at, analyze, and describe works of visual art using the proper terminology.
- Understand and appreciate the art forms, media, iconography, styles, and techniques of European visual art as expressed in painting, sculpture, architecture, and minor arts.
- Appreciate each work of art as an individual work with its own formal integrity, identify important religious concepts, philosophical movements, historical and cultural events, and discuss their relation to the art history of the period.

## Field experience

Field experience constitutes an important part of the course work. Excursions include museums in Munich, Salzburg, and Vienna. Students are encouraged to investigate additional art museums throughout Europe during independent study and travel periods for comparative analysis.

## Required Readings

Janson, H.W./Janson, A.F. Janson (2004). *History of Art*.  
Reader with selected articles.

## Prerequisites

None

## Grading Components

Class Participation	25%
Individual Projects	25%
Midterm Exam	25%
Final Exam	25%

# SALZBURG COLLEGE

Course Syllabus:	<b>Selected Topics in Art History: The Baroque Period</b>
Credit Hours:	3
Course Offered:	Fall, Spring
Academic Year:	2019/2020

## Course Description

Salzburg's city center, a declared UNESCO World Heritage Site because of its unaltered baroque appearance, provides the backdrop for this independent study geared towards students with a background in art history. The emphasis is placed on local Austrian baroque art and architecture. The course will combine individual meetings, reading, written assignments, presentations, discussion, museum visits and independent research. It is intended as an exercise in combining the study of art history and theory with personal observation and experience.

## Course Topics

Depending on the student's focused area of study. May include the following topics:

- Italian Late-Renaissance North of the Alps: of Villas and Squares, Fountains and Grottos, Palaces and Cathedrals
- Early Baroque via Munich: Caspare Zugalli and the Introduction of a Modern Italian Style to Salzburg
- High Baroque in Salzburg: Roman Ideas – German Speaking Architects: Johann Bernhard Fischer von Erlach und Johann Lukas von Hildebrand.
- The Baroque "Gesamtkunstwerk" - Architecture, Painting, Sculpture and Stuccowork
- Johann Michael Rottmayr and Paul Troger: Baroque Painting in Salzburg
- Austrian Baroque Art in the European Context

## Course Objectives

The selected topics course gives students the chance to increase their understanding of Austrian Baroque art and architecture through the study of a variety of preselected topics. Students will have the opportunity to combine theoretical research with on-site study, thereby practicing their research and inquiry skills.

## Field Experience

The city of Salzburg and the surrounding area function as a classroom for this course. Students will visit buildings and museums in and around Salzburg. In addition, students are encouraged to visit museums and sites in Europe during the independent study and travel period for a comparative analysis.

## Required Readings

Janson, H.W./Janson, A.F. Janson (2004). *History of Art*.

## Prerequisites

Enrollment in the course "History of European Art".

## Grading Components

Completion of Readings and Written Assignments	15%
Museum and Exhibition Visit Reports	15%
Fieldwork Assignments	20%
Completion and Presentation of Research Project	50%

# SALZBURG COLLEGE

Course Syllabus:      **Photography I**  
Credit Hours:         3  
Course Offered:       Fall, Spring  
Academic Year:       2019/2020

## Course Description

Open to all students, this course is an introduction to the fundamentals of photography and includes camera operation, pictorial composition, exposure, developing and printing as a means of personal photographic expression. Students will explore the aesthetics of photography via lectures and discussions as well as small workshops in which students will produce images of their own, both analogue black/white as well as digital. Previous photography experience is not required. This course is for art majors and non-art majors.

## Course Topics

### Lecture:

- Time, Light, Space: The Aesthetics of Photography
- Darkroom Orientation and Etiquette
- The Evolution and Invention of Photography
- Introduction to Digital Photography
- Present Trends in Photography

### Lab:

- The Photograph
- Introduction to B/W Film Developing and Basic Printing of B/W Negatives
- Aesthetical and Practical Issues of Analogue vs. Digital Photography
- Digital Imagery File Preparation

## Course Objectives

- Explore the functions of the camera and use them creatively to appreciate the photograph as a fine-art medium.
- Understand the photograph as an art and as a communication tool.
- Develop an understanding of the aesthetics of the photographic language.
- Develop a personal approach to photography.
- Acquire a basic understanding of the darkroom.
- Explore digital post-production on the computer.

## Required Material

All materials such as film and paper can be purchased in class. We do not recommend bringing film material from the US as the airport security tends to damage them.

## Required Equipment

A simple digital camera, a "point-and-shoot" is fine.

The digital section of the class will be done on the student's own laptop.

Photo editing software such as Photoshop, if available.

A flash is not necessary for the assignments.

## Grading Components

Participation	20%
Photographic Exercises	30%
Final Project	50%

**Lab Fee Applies**

# SALZBURG COLLEGE

Course Syllabus:       **Advanced Photography**  
Credit Hours:           3  
Course Offered:        Fall, Spring  
Academic Year:         2019/2020

## Course Description

This is an advanced course of photographic study utilizing individualized projects and critiques that stress both technical and aesthetic aspects of the photographic image as a medium of creative expression. Digital photography is included. Not only for photography or art majors, this course will explore the aesthetics of photography via lectures and discussions as well as small workshops in which students produce images of their own, both analogue black/white as well as digital

## Course Topics

### Lecture:

- Time, Light, Space: The Aesthetics of Photography
- The Evolution and Invention of Photography
- Impressionism, Pictorialism, Documentary and Post Modern Photography
- Present Trends in Photography

### Lab:

- The Photogram
- Introduction to B/W Film Developing and Basic Printing of B/W Negatives
- Aesthetical and Practical Issues of Analogue vs. Digital Photography
- Digital Imagery File Preparation

## Course Objectives

- Explore the functions of the camera and use them creatively to appreciate the photograph as a fine-art medium.
- Develop an understanding of the aesthetics of the photographic language as well as learn to understand the shift from analogue to digital photography.
- Develop a personal approach to photography, accompanied by a solid understanding of the darkroom as well as digital post-production on the computer.
- Discuss the role which the photographic image plays in our society and its relevance to our understanding of history as a document.
- Proceed to an advanced level photography class with a competent dark-room and digital post production skill set.

## Required Material

All materials such as film and paper can be purchased in class. We do not recommend bringing film material from the US as the airport security tends to damage them.

## Required Equipment

An analogue 35 mm, SLR camera, if you have one. Check that it is working properly!

A simple digital camera, a "point-and-shoot" is fine.

The digital section of the class will be done on the student's own laptop.

Photo editing software such as Photoshop, if available.

A flash is not necessary for the assignments.

## Grading Components

Participation	20%
Photographic Exercises	30%
Final Project	50%

**Lab Fee Applies**

# **SALZBURG COLLEGE**

Course Syllabus: **The Photographic Portfolio**  
Credit Hours: 3  
Course Offered: Fall, Spring  
Academic Year: 2019/2020

## **Course Description**

Students enrolled in "Photography: The Historical and Contemporary Image" and who have completed at least one semester of photography prior, may also take "The Photographic Portfolio" as a complementary course. This individualized semester-long project is designed to have students produce a comprehensive body of work based on the reflection of a photographic work from the history of European photography. It is not "imitation" but instead "emulation" of a position which will be researched in a very comprehensive local photography library.

The technical process for the portfolio is not set since each project, depending on its statement and execution, may require different forms (analogue, digital, black and white).

## **Course Objectives**

Through the exploration of certain European artistic tendencies and styles, the students will expand their own way of working. At the semester's end, the student should have a body of work ready for presentation in a gallery space, a book, or a professional quality portfolio representing a personal photographic vision.

## **Required Material**

Both film and photo paper can be purchased in class.

## **Recommended Equipment**

A 35 mm, SLR non-digital camera.

If the student wishes to work digitally, then a digital camera is required. A flash is not necessary for the assignments. Accessories such as a tripod should also be brought along.

## **Prerequisites**

Prior completion of at least one college-level photography course with black/white darkroom experience and enrollment in "Photography: The Historical and Contemporary Image".

## **Grading Components**

Based on agreement worked out between faculty and student.

**Lab Fee Applies**

# SALZBURG COLLEGE

Course Syllabus:	<b>Studio Art: Drawing (Intermediate/Advanced)</b>
Credit Hours:	3
Course Offered:	Fall, Spring
Academic Year:	2019/2020

## Course Description

This course is designed for students with previous experience in drawing who will work on a personal project throughout the semester. Since the students participating in this course are likely to come from very different backgrounds, the program has been designed to allow each student to develop at her/his level of competence. Students will work under the auspices of a well-known local artist and develop a thematically specific project based on their previous creative work. At the end of the semester, students are expected to formally present their artistic project in front of an audience.

## Course Topics

- Analysis and Discussion of the Student's Previous Work
- Theoretical and Practical Exploration of Various Techniques of Drawing (Charcoal, Graphite, Crayons)
- Designation of Specific Areas of Concentration
- Establishment of a Time Line for the Semester Project
- Development of the Project in Constant Consultation with the Instructor
- Preparation of Work for the Semester Project Presentation

## Course Objectives

Regular consultations with and feedback from the instructor will help the student create a body of work on the chosen topic. Integrated into the experience will be visits to exhibits and artists' studios. The student's semester-long work process will be completed by her/his task to prepare a presentation of her/his semester project.

## Field Experience

A study of the art of drawing, both historical and contemporary, in museums and galleries, should constitute an important aspect of this course. Students should plan to see as much as possible in Salzburg, Munich, Vienna, and during the independent study and travel periods.

## Prerequisites

Major in the arts, junior standing or equivalent.

## Grading Components

Regular Class Attendance  
Successful Development and Completion of Semester Project  
Presentation of Semester Project

**Lab Fee Applies**

# **SALZBURG COLLEGE**

Course Syllabus:	<b>Studio Art: Painting (Intermediate/Advanced)</b>
Credit Hours:	3
Course Offered:	Fall, Spring
Academic Year:	2019/2020

## **Course Description**

This course is designed for students with previous experience in painting who will work on a personal project throughout the semester. Since the students participating in this course are likely to come from very different backgrounds, the program has been designed to allow each student to develop at her/his level of competence. Students will work under the auspices of a well-known local artist and develop a thematically specific project based on their previous creative work. At the end of the semester, students are expected to formally present their artistic project in front of an audience.

## **Course Topics**

- Analysis and Discussion of the Student's Previous Work
- Theoretical and Practical Exploration of Various Techniques of Painting (Tempora, Acrylic, Oil)
- Designation of Specific Areas of Concentration
- Establishment of a Time Line for the Semester Project
- Development of the Project in Constant Consultation with the Instructor
- Preparation of Work for the Semester Project Presentation

## **Course Objectives**

Regular consultations with and feedback from the instructor will help the student create a body of work on the chosen topic. Integrated into the experience will be visits to exhibits and artists' studios. The student's semester-long work process will be completed by her/his task to prepare a presentation of her/his semester project.

## **Field Experience**

A study of the art of painting, both historical and contemporary, in museums and galleries, should constitute an important aspect of this course. Students should plan to see as much as possible in Salzburg, Munich, Vienna, and during the independent study and travel period.

## **Prerequisites**

Major in the arts, junior standing or equivalent.

## **Grading Components**

Regular Class Attendance  
Successful Development and Completion of Semester Project  
Presentation of Semester Project

**Lab Fee Applies**

# SALZBURG COLLEGE

Course Syllabus:	<b>Studio Art: Printmaking (Intermediate/Advanced)</b>
Credit Hours:	3
Course Offered:	Fall, Spring
Academic Year:	2019/2020

## Course Description

This course is designed for students with previous experience in printmaking who will work on a personal project throughout the semester. Since the students participating in this course are likely to come from very different backgrounds, the program has been designed to allow each student to develop at her/his level of competence. Students will work under the auspices of a well-known local artist and develop a thematically specific project based on their previous creative work. At the end of the semester, students are expected to formally present their artistic project in front of an audience.

## Course Topics

- Analysis and Discussion of the Student's Previous Work
- Theoretical and Practical Exploration of Various Techniques of Printmaking (Basic Methods, Relief, Intaglio)
- Designation of Specific Areas of Concentration
- Establishment of a Time Line for the Semester Project
- Development of the Project in Constant Consultation with the Instructor
- Preparation of Work for the Semester Project Presentation

## Course Objectives

Regular consultations with and feedback from the instructor will help the student create a body of work on the chosen topic. Integrated into the experience will be visits to exhibits and artists' studios. The student's semester-long work process will be completed by her/his task to prepare a presentation of her/his semester project.

## Field Experience

A study of the art of printmaking, both historical and contemporary, in museums and galleries, should constitute an important aspect of this course. Students should plan to see as much as possible in Salzburg, Munich, Vienna, and during the independent study and travel period.

## Prerequisites

Major in the arts, junior standing or equivalent.

## Grading Components

Regular Class Attendance  
Successful Development and Completion of Semester Project  
Presentation of Semester Project

**Lab Fee Applies**

# SALZBURG COLLEGE

Course Syllabus: **Cultural (Arts) Management**  
Credit Hours: 3  
Course Offered: Fall, Spring, Summer II  
Academic Year: 2019/2020

## Course Description

Salzburg, home to the world-renowned Salzburg Summer Festival (not to mention a variety of other art and music festivals/events throughout the year), has an extremely high density of cultural institutions and organizations. Top-class orchestras, theaters, galleries and museums define the impressive cultural landscape of the city. This course, designed for business, music and art majors alike, gives a survey of the cultural industries in Central Europe and introduces various disciplines in the field of arts management. The theoretical introduction of management and marketing tools is supplemented by visits to various cultural institutions in and around Salzburg. Students will get in touch with local artists and managers and thereby experience insider perspectives on the marketing side of various cultural organizations.

## Course Topics

- Introduction to the Cultural Industries
- Basics of Arts Management
- Marketing the Arts
- Public Relations
- Sponsorship
- Fundraising
- Corporate Identity
- Museums, Art Trade, and Orchestra Management

## Course Objectives

- Recognize recent developments in cultural industries.
- Introduce various players involved in the different levels of arts management.
- Understand the terms and key types of arts marketing and management.
- Learn about new opportunities offered in cultural industries.
- Explore possible future perspectives in arts management.
- Perceive marketing as the gateway to revenues in the cultural industries.
- Design plans for marketing campaigns in the arts.

## Field Experience

The excursions to different cultural venues and organizations in Salzburg (and Vienna) provide insights into the field and the actual practice of cultural business with its marketing techniques. Experience in the field is considered an integral part of the course.

## Required Readings

Rosewall, E. (2015) *Arts Management – Uniting Arts and Audiences in the 21st century*. Oxford University Press  
Reader of selected articles.

## Prerequisites

None

## Grading Components

Class Participation and Attendance	20%
Excursions Attendance and Reports	20%
Final Exam	30%
Marketing Project	30%

# SALZBURG COLLEGE

Course Syllabus:	<b>International Internship</b>
Credit Hours:	3
Course Offered:	Fall, Spring, Summer
Academic Year:	2019/2020

## Course description

The International Internship is a seven-week (part-time during fall and spring semester) or six-week (full time during summer semester) internship that takes place during the second half of the semester at Salzburg College. Students will be placed in an Austrian company that operates internationally. There they will have the opportunity to apply their prior academic knowledge in an international work environment.

This experiential course will give students the opportunity to explore Austrian perspectives and practices at the workplace. This will give students an opportunity to gain deeper insights into social, cultural, political, and economic aspects of the Austrian way of life. The specially designed internship will combine academic/reflective work with supervised, on-site practical work and will allow students to engage in intercultural thinking.

## Course Objectives

The purpose of the International Internship is to encourage students to develop career goals and gain career skills for the global workplace. The students will further their knowledge about a specific field, discover new challenges, and acquire problem-solving strategies under professional supervision.

The course will assist students in developing intercultural problem-solving skills, cooperative learning skills, and a more nuanced, open-minded approach towards different 'ways of world-making'.

## Preparation

Students are required to participate in the internship preparation course offered in conjunction with the actual internship. This course, as part of the internship, provides an academic and reflection-oriented framework for the work experience in Austria.

## Prerequisites

- A GPA of 3.0 or higher
- Successful completion of a German language course and internship preparation course
- Previous professional work or internship experience and computer proficiency

## Selection

Assignment to the internship will be based upon:

- the student's area of interest, qualifications and academic performance;
- the special requirements of the company;
- and the student's language proficiency.

## Requirements

- Internship application & resume, to be submitted together with the program application.
- Review of assigned readings (1-2 pages); Revision of resumé.
- Research of the assigned company/institution (2-3 pages); Interview with the head of human resources/supervisor.
- A short video introducing the internship placement (max. 2-3 minutes).
- A reflective analysis of the work experience (6-8 pages).
- Successful completion of all required internship hours and a positive evaluation by the supervisor.

**Legal/Financial Situation** - Under Austrian law, it is not possible to offer paid internships to foreign students. Internships are arranged in Salzburg or other towns in the vicinity.

## Grading Components

Students earn up to 3 credit hours depending on their home institutions' requirements. A minimum of 150 hours (fall and spring semester) and 240 hours (summer semester) are required to complete the international internship successfully. All requirements need to be fulfilled for positive completion of this internship.

# SALZBURG COLLEGE

## Extracurricular Activities

Offered: Fall, Spring  
Academic Year: 2019/2020

### AUSTRIAN CUISINE

This extracurricular activity is designed as an introduction to Austria's culinary culture. Austrian eating and drinking habits reflect the history of the Habsburg Empire, the contributions of the different lands of the multinational state, the variety of geographical characteristics, and social groups. During this activity students learn to prepare typical Austrian meals.

#### Topics

- Viennese Cooking
- Regional Salzburg & Tyrolian Cooking
- Hungarian & Bohemian Cooking
- Christmas Cookies (Fall semester)
- Austrian style buffet (Spring semester)

#### Fee Applies

### AUSTRIAN OUTDOOR SPORTS

The Austrian Outdoor Sports activities include five full days (Saturdays or Sundays) throughout the semester. It provides students with the opportunity to engage in a kaleidoscope of outdoor activities (canyoning, hiking, snow sports) related to the Austrian environment and allows participants to become familiar with the natural beauty of the Austrian alpine setting. While all three components will be offered each semester the emphasis of the Austrian Outdoor Sports activities rely more heavily on hiking during fall semester and snow activities during spring semester.

#### Hiking

During the fall semester, hiking trips may include a hike up and into the Werfen Ice Caves (the largest in the world), a hike along one of the oldest pilgrimage routes near Lake Wolfgang, or a hike up to the Eagle's Nest (Hitler's Summer Residence). During the spring semester destinations for hiking trips vary depending on the weather conditions.

#### Canyoning

This extracurricular activity is organized during the fall and spring semesters. Under professional supervision, students venture down a canyon along a river, climbing down rocks, jumping into pools, and swimming in the river.

#### Snow Sports

Students are accompanied by a ski instructor from Salzburg and, conditions permitting, they visit multiple ski resorts in the Province State of Salzburg. Ski resorts have been selected to offer good slopes for all levels as well as opportunities to engage in other activities. Students can choose between alpine skiing, snowboarding, cross country and tobogganing/sledding (snow shoeing and snow biking available in some resorts).

#### Fees Apply

Salzburg College provides the instructor/guide as well as transportation to and from the ski resorts and mountains. Additional fees apply for ski passes, rental equipment, admission to ice caves, salt mines, etc. Canyoning is organized by Crocodile Sports and the full fee applies.

Each outing can be booked independently if a student so desires.

Students who participate in all Austrian Outdoor Sports activities may receive 1 credit at the end of the semester.

# SALZBURG COLLEGE

## Multiple Day Excursions (Included in Program Cost)

Academic Year: 2019/2020

### MUNICH (BAVARIA) Excursion (Fall, Spring)

During the first weeks, there will be a two introductory day trips to Munich (Bavaria) allowing students to get to know the other participants better, learn to navigate a larger European city, and discover the site-specific interplay of history and contemporary reality. To be able to place Salzburg in its appropriate geographic and historical context, students will have the opportunity to explore the city of Munich. The educational focus will be on understanding the present through its relation to the past. Therefore, students will be introduced to: the workings of modern commerce and industry (BMW Plant, Olympia Park); the preservation of cultural accomplishments (Glyptothek); the development of political history (Munich – the city where the Nazi movement began); and the typical features of Central Europeans' day-to-day routine in shopping, leisure, etc. (Viktualienmarkt, Hofbräuhaus, Englischer Garten).

#### Highlights at a glance:

- Tour of the City Center of Munich (e.g. Hofbräuhaus, Viktualienmarkt, Englischer Garten)
- Dokumentationszentrum
- Glyptothek
- BMW Plant, World & Museum
- Olympia Park
- Dachau

### VIENNA Excursion (Fall, Spring)

During each semester or select summer sessions, students will have the opportunity to explore Austria's capital. Much of what has been studied in the course "The European Experience" and other courses will have its "live" manifestation in this vibrant and culturally rich city. A variety of project-related tasks pertaining to specific course content will be assigned for the purpose of independent and intercultural learning. As in all cases of Salzburg College excursions, the Vienna Field trip will introduce students to current issues in relation to the past. Therefore, students will have the opportunity to learn more about: the status of Austria in the world; the democratic structure of a small European republic (Parliament); the city's role in international affairs; the municipal strategies of immigration and integration (Town Hall); Vienna's leading position as a musical center (opera houses, concert halls, Haus der Musik); the city's magnificent architecture and its diverse museum culture (city center, Ringstrasse, Museumsquartier, Fine Arts Museum); and of course, its fabulous and historically significant sites of culinary delights (Naschmarkt, coffee houses, Heuriger).

#### Highlights at a glance:

- Tour of Vienna's City Center and the Ringstrasse
- Opera houses and Concert Halls
- Vienna's Museum Quarter
- Visits to the UN
- Culinary Delights such as the Naschmarkt, Coffee Houses and a Traditional Heuriger
- Schönbrunn Palace

# **SALZBURG COLLEGE**

## **Local Excursions**

Offered: Fall, Spring, Summer I, II, & III, IV  
Academic Year: 2019/2020

**Depending on the semester/session excursions to the following locations/sights may be conducted:**

Guided City Tour of the Old Town of Salzburg with its Medieval Fortress

Watergames and Schloss Hellbrunn

Mozart's Residence

ORF (Austrian Public Broadcasting Company)

Robert Jungk Library

Guided City Tour of the Stumbling Stones

Salzburg Museum

Salzburg Festival Halls

Salzkammergut – Salt Chamber and Lake District (all day trip)

Saltmines (all day trip)

Ice Caves (all day trip)



## FACULTY INFORMATION

### **Klaudia Auer-Cossmann**

German Language

Klaudia Auer-Cossmann holds a master's degree from the University of Vienna. She speaks five languages and has earned a Goethe Institute Certificate for Methodology and Didactics of Foreign Language Teaching. Prior to her German teaching position at Salzburg College, she worked for Berlitz Amsterdam, was a tutor and German teacher at the International School Amsterdam (ISA). Alongside her position at Salzburg College, she is a licensed Austrian tour guide for German, English and Japanese.

### **Birgit Breninger**

Intercultural Studies

Birgit Breninger, an expert in communication and inter cultural studies, holds a Ph.D. in Gender and Cultural Studies as well as an MA in English and American Studies and Communication Studies from the University of Salzburg. She is the Director of the Intercultural Center as well as International Program Director of the M.A.I.S. Intercultural Leadership offered at Salzburg College. She has been invited as a lecturer and expert by the UNO in Vienna, the University of Linz, and the Paracelsus Private Medical University in Salzburg.

### **Thomas Herdin**

Intercultural Communication

Dr. Thomas Herdin who holds a Dr.phil. from the University of Salzburg bases his teaching of Intercultural Communication on first-hand experience in different parts of the world. His studies took him to Denmark, Switzerland, and Central America. He has also worked as a marketing manager in Thailand and as a tourism consultant in Nepal. Presently, as Professor of Communication at the University of Salzburg, he heads a field research and exchange program with Fudan University, Shanghai, China. His research emphasis is in intercultural and tourism management.

### **Ewald Hiebl**

History

Ewald Hiebl holds an MA in History/German Language Studies and a Ph.D. in History from the University of Salzburg. Prior to his lecturing at the University of Salzburg he taught at a local high school and in adult education. He has worked on several scientific projects in Austria and Europe. As Assistant Professor at the University of Salzburg his major fields of research include Austrian history, regional and local history (19th and 20th century), media history, Leopold Kohr, civic education, and new social movements. Since 1994 he has also been working as radio journalist for the Austrian Broadcasting Corporation.

### **Mirjam Kraft**

Cultural Management/Marketing

Mirjam Kraft holds an LL.M. degree from the University of Konstanz as well as a degree in Culture and Media Management from the Hochschule für Musik und Theater Hamburg. She has worked in the marketing departments of various cultural institutions for more than a decade, including holding managerial positions at the Mozarteum Foundation and the Galerie Thaddaeus Ropac in Salzburg. As an experienced specialist in the field of culture marketing, Mirjam Kraft brings theoretical knowledge as well as practical experience and important industry connections to the classroom.

**Johannes Krall**

Music Composition

Johannes Krall is a graduate of the Viennese Conservatory in Instrumental Studies (violin) and Choir Conducting as well as Composing. Next to having been a permanent member of the Mozarteum Orchestra since 1983 he has performed in various ensembles and as a soloist all over the world. In addition, Johannes Krall has been very successful as a composer and arranger of instrumental and choral music. Throughout his career, Johannes Krall has received several prizes and awards including the Award for Extraordinary Artistic Achievements by the Austrian Ministry for Culture and Art as well as the Composition Prize by the Cultural Fund of the City of Salzburg.

**Bernhard Lochmann**

Studio Art

Bernhard Lochmann is a prominent figure in the Salzburg art scene. For many years, he has co-headed the renowned "Graphic Workshop Traklhaus" where international artists print their editions. In this capacity, Bernhard Lochmann facilitates an exchange of ideas around the globe. He himself has been a resident artist in Paris, Budapest, Munich, and Vilnius. Bernhard Lochmann holds an MA from the prestigious Mozarteum University Salzburg.

**Phoebe Mayer**

Marketing/Business/Public Relations/English Studies

Phoebe Mayer holds an MA in English and American Studies as well as Political Science and an MBA from the University of Salzburg. She previously worked in product marketing as well as academic and tourism management before joining Salzburg College in 2009. As an Austrian and American national who was educated and worked on both continents, Phoebe Mayer forms the ideal bridge between the Austrian and the American educational systems and business landscape. Next to lecturing in the fields of Business and Marketing, Phoebe Mayer is also responsible for the internship program at Salzburg College.

**Eva Neumayr**

Music

Eva Neumayr is a specialist for music history pertaining to Salzburg. In her numerous publications, she has shown that music history in Salzburg is not limited to Mozart, but that the wealthy city had been a fertile ground for musicians and composers long before Salzburg's most famous son was born. Eva Neumayr holds a Ph.D. in Historical Musicology from the Mozarteum University Salzburg as well as an MM in Instrumental and Vocal Pedagogy from the University of Music and Performing Arts in Vienna and an MA in English and American Studies from the University of Salzburg.

**Andrew Phelps**

Photography

As a photographer and teacher, Andrew Phelps brings together two worlds, America and Europe. Andrew Phelps is a former Salzburg College student who finished his studies in Fine Art Photography at ASU in 1991 and returned to Salzburg shortly thereafter where he now works as a photographer, teacher and curator at the Gallery Fotohof. He has published two books in recent years and shows his work both in Europe and America. His work is influenced by the cross-cultural lifestyle he now leads, dividing his time between the deserts of Arizona and the Alps of Austria. Most recently Andrew Phelps has been invited to show his work at the renowned Art Basel Miami Fair.

**Johanna Pillichshammer**

German Language

Johanna Pillichshammer teaches German at Salzburg College. She holds a M.A. in German and English Studies from the University of Salzburg, which included a semester studying abroad in Montana. Language learning in the classroom is well supported by her multiple years of language teaching at various levels of proficiency. Alongside teaching for Salzburg College, Johanna Pillichshammer also teaches German and English at a local high school in Salzburg.

**Ursula Schupfer**

Public Relations

Ursula Schupfer's courses at Salzburg College reflect her long-time experience as a PR consultant and journalist. She has worked in PR agencies and in journalism for over 25 years. She presently runs her own PR Agency. Ms. Schupfer holds a Diploma in Media Studies from the University of Graz. In addition to teaching at Salzburg College, she is also a lecturer at the Institute for Economic Development of the Chamber of Commerce (WIFI) in Salzburg.

**Eveline Steinhuber**

German Language

Eveline Steinhuber teaches German at Salzburg College. She is an M.A. candidate at the University of Salzburg, studying to become a German and English language teacher. She has multiple years of language teaching experience at various levels of proficiency. In 2012/13, Eveline Steinhuber completed a full academic year at Bowling Green State University in Ohio.

**Lukas Stockinger**

Austrian Culture/Political Science

For Lukas Stockinger the study of culture is key to understanding social, political and historical conditions in a global world. Lukas Stockinger holds an M.A. in Political Science from the University of Innsbruck. He spent a full semester interning with the Konrad Adenauer Foundation in Washington, D.C.. His research and publications focus on smart cities and he has given several keynote speeches on this topic.

**Julia Stöhr**

Marketing/Entrepreneurship/Leadership

Julia Stöhr holds an M.Sc. in Business Administration from the University of Linz. She is also licensed as a "Certified Academic Coach in Training and Behavioral Development" as well as a NLP Practitioner. Julia Stöhr has worked in international marketing and sales, primarily in the airline supplier industry, and, lately, as a consultant. She also has her own company that has specialized in developing innovative health shoes. In addition to teaching Global Marketing here at Salzburg College she also lectures at the University of Linz.

**Anita Thanhofer**

Art History

Anita Thanhofer holds an M.A. degree in Art History from the University of Salzburg. She has a wealth of experience as a lecturer in the field of art history at universities and in museums. She is an expert on integrating classroom study with field work. She has taught at the University of Salzburg, the Interior Design School in Kuchl, the Schönbrunn Academy in Vienna, the Catholic Education Institute of Salzburg, and at various public and private schools in Salzburg. She has delivered multiple keynote speeches on topics in contemporary art and architectural art.

### **Reinhold Wagnleitner**

History

Increasing mutual understanding between the people of Austria and the people of the United States of America has been a key theme of Prof. Dr. Wagnleitner's life and career. Dr. Reinhold Wagnleitner is Professor Emeritus of Modern History at the University of Salzburg. He has been teaching at Salzburg College since 1975. Throughout his academic career, he has always seen it as his greatest privilege to teach U.S. students in Europe and European students in the U.S.. For many years, he has been a Fellow and Faculty Member of the Salzburg Global Seminar.

### **Stefan Wally**

Political Science/Economics

Stefan Wally's courses combine theoretical concepts with the hands-on professional experience of a political advisor. Prior to taking on the position of CEO of the Robert Jungk Bibliothek he was the Head of the Office of the Governor of Salzburg. He continues to work closely with EU institutions in Salzburg and Brussels. His classes therefore combine theoretical foundations with the practical professional experience of a political advisor, reflecting a lively picture of politics and economics in Europe. Stefan Wally has taught Comparative Politics, European Regionalism and Agricultural Politics at the University of Salzburg, and teaches EU Environmental Policy, and Economics and Politics of the European Union at Salzburg College. His research and publications have focused on European integration, regionalism and political ethics

### **Markus Weisheitinger-Herrmann**

Film and Television/Digital Media

Markus Weisheitinger-Herrmann holds a M.A. from the University of Applied Sciences in Salzburg. He also holds a degree in Art Education from the University of Passau, Germany. As a screenplay author, he was recently awarded the *City of Salzburg Screenplay Award* and the *Comenius EduAward Berlin* (film script award). Alongside his engagement at Salzburg College, Mr. Weiheitinger-Herrmann leads the Master of Multimedia Leadership program at the Donau-University Krems. Furthermore, Markus Weisheitinger-Herrmann is CEO of the local Salzburg TV station FS1.

### **Music Performance Faculty**

For a full list of the music performance instruction faculty please contact Salzburg College directly.

## VISA REQUIREMENTS AND RESIDENCE PERMITS

**NO VISA OR RESIDENCE PERMIT IS REQUIRED FOR A STAY OF LESS THAN 90 DAYS.**

### **Austrian Consulates in the United States:**

WASHINGTON:  
Austrian Embassy  
3524 International Court N.W.  
Washington, D.C. 20008  
Tel: 202 895 6767, Fax: 202 895 6773

NEW YORK:  
Austrian Consulate General  
31 East 69th Street  
New York, NY 10021  
Tel: 212 737 6400, Fax: 212 772 8926  
Web: <http://www.austria-ny.org>

LOS ANGELES:  
Austrian Consulate General  
11859 Wilshire Boulevard, Suite 501  
Los Angeles, California 90025  
Tel: 310 444 9310 or 310 473 4721  
Fax: 310 477 9897  
Web: <http://www.austria-la.org/>

### **Responsible for the following states:**

Alabama | Arkansas | Delaware | Florida | Georgia | Kansas | Louisiana | Maryland | Mississippi | Missouri | North Carolina | Oklahoma | Puerto Rico | South Carolina | Tennessee | Texas | Virginia | West Virginia | U.S. Virgin Islands | Commonwealth of the Bahamas

Bermudas | Connecticut | Illinois | Indiana | Iowa | Kentucky | Maine | Massachusetts | Michigan | Minnesota | New Hampshire | New Jersey | New York | Ohio | Pennsylvania | Rhode Island | Vermont | Wisconsin

Alaska | Arizona | California | Colorado | Hawaii | Idaho | Montana | Nebraska | Nevada | New Mexico | North Dakota | Oregon | South Dakota | Utah | Washington | Wyoming | Pacific Islands

### **STUDENT NATIONAL VISA D:**

#### **Required Documents For a Stay Up To Six Months (D VISA for Austria):**

- Completed and signed Schengen Visa Application. This application can found on the website: [www.austria.org](http://www.austria.org).
- A passport photograph (not a snapshot).
- Passport - must be valid at least three months beyond date of travel.
- Letter of admission to Austrian School/University or from U.S. University if it is an exchange program, or from the organization under whose auspices the student intends to study in Austria or Fulbright Grant (original).
- Certificate of Enrollment which proves lodging and full board.
- Proof of medical insurance - letter from insurance company confirming complete coverage during the stay in Austria, minimum coverage has to be USD 50,000 (copy of your insurance I.D. is not sufficient). Emergency coverage only is also not sufficient. (see below)
- Proof of sufficient funds.
- Students (unless self-supporting) must also include a letter of financial responsibility which must be signed by parents and notarized. The most recent bank and/or income statement must be attached along with a scanned copy of the parent's passport.
- Copy of the travel itinerary or round-trip ticket.
- Letter of your home university in the U.S. confirming that you are participating in an university study abroad program with exact dates (start end of semester) and confirming that you are a student at your home university.

**Currently, all US-American and Canadian students first wanting to study at Salzburg College for a semester will be applying for their visa during a field trip at the Austrian Consulate General in**

**Munich. Salzburg College will schedule an appointment; however, students are required to ensure that they arrive with all their documents complete.**

It is NOT possible to apply for a D Visa in Austria. A trip to Munich is necessary. The current fee for the student visa is (€150) US \$ 176.00. Since fees are subject to change, please check the website: <http://www.austria.org>. Only cash will be accepted at the Austrian Consulate General in Munich.

#### **Information on completing the Schengen Visa Application Form:**

Please see page 59.

#### **RESIDENCE PERMIT FOR AUSTRIA:**

If the student is planning on studying at Salzburg College for the academic year, s/he will need to obtain a RESIDENCE PERMIT.

The application for this permit is submitted to the local authorities after the student's arrival in Salzburg. US-American and Canadian citizens are permitted to enter the EU (including Austria) with only a valid passport.

The following documents are necessary for the residence permit application:

- 1 passport picture
- Passport
- Original birth certificate
- Police record (not older than 3 months)
- Proof that you have a health insurance that covers all risks and will pay for treatments in Austria
- Valid decision of an Austrian university on the admission
- Proof of sufficient financial means (on an Austrian bank account)
- A legal title (valid lease agreement; written promise by a student's residence) to an appropriate and customary accommodation (E.g. a room in a student's residence).

Salzburg College will provide the "Certificate of Enrollment" and the **application form** after the student's arrival in Salzburg.

The cost of a residence permit is currently €150 (payable in Salzburg).

#### **AUSTRIAN HEALTH INSURANCE**

According to § 11 Abs. 2 Z. 3 NAG all persons applying for a residence permit or visa for Austria need to provide proof of a comprehensive health insurance which covers ALL areas and disperses payments directly in Austria.

For this reason, Salzburg College has made special arrangements with our insurance provider. As of Fall 2018, we will be requiring ALL students without a valid EU health insurance, regardless of the duration of their stay, to sign up for this comprehensive health insurance which covers all medical needs in Austria as well as other European countries.

This insurance will also include a liability insurance for the duration of the stay.



<p>Wurden Ihre Fingerabdrücke bereits für die Zwecke eines Antrags auf ein nationales österreichisches Visum erfasst?  <i>Fingerprints collected previously for the purpose of applying for a national Austrian visa?</i>  <input type="checkbox"/> Nein/No    <input type="checkbox"/> Ja/Yes <b>IF YOU HAVE NEVER BEEN TO AUSTRIA THE ANSWER IS PROBABLY „NO“</b>  Datum (falls bekannt) / Date, if known:</p>			
<p>Ggf. Einreisegenehmigung f. d. Endbestimmungsland / <i>Entry permit for country of final destination, where applicable</i>  Ausgestellt durch / <i>Issued by</i> .....  gültig von / <i>valid from</i> .....bis / <i>until</i> .....</p>			
<p>Geplantes Ankunftsdatum / <i>Intended date of arrival</i>  <b>ARRIVAL DATE IN MUNICH</b></p>	<p>Geplantes Abreisedatum / <i>Intended date of departure</i>  <b>DEPARTURE DATE FROM AUSTRIA* (Does not necessarily equal the end of the semester!)</b></p>		
<p>Name und Vorname der einladenden Person(en) in dem Mitgliedstaat bzw. den Mitgliedstaaten. Soweit dies nicht zutrifft, bitte Name des/der Hotels oder vorübergehende Unterkunft (Unterkünfte) in dem (den) betreffenden Mitgliedstaat(en) angeben. /  <i>Surname and first name of the inviting person(s) in the Member State(s). If not applicable, name of hotel(s) or temporary accommodation(s) in the Member State(s).</i></p>			
<p>Adresse und E-Mail-Anschrift der einladenden Person(en) / jedes Hotels / jeder vorübergehenden Unterkunft / <i>Address and e-mail address of inviting person(s)/hotel(s)/temporary accommodation(s)</i>  Telefon / <i>Telephone</i>:</p>			
<p>Name und Adresse des einladenden Unternehmens/der einladenden Organisation  <i>Name and address of inviting company/organisation:</i>  <b>„SALZBURG COLLEGE, BERGSTRASSE 12, 5020 SALZBURG, AUSTRIA“</b>  Telefon des Unternehmens/der Organisation / <i>Telephone of company/organisation:</i> <b>„+43 (0)662 842501“</b></p> <p>Name, Vorname, Adresse, Telefon, Fax und E-Mail-Anschrift der Kontaktperson im Unternehmen/in der Organisation /  <i>Surname, first name, address, telephone, telefax, and e-mail address of contact person in company:</i>  <b>“Mag. Phoebe Mayer, MBA, SALZBURG COLLEGE, BERGSTRASSE 12, 5020 SALZBURG, AUSTRIA  TEL: +43 (0)662 842501, EMAIL: MAYER@SALZBURGCOLLEGE.EDU”</b></p>			
<p>Die Reisekosten und die Lebenshaltungskosten während des Aufenthalts des Antragstellers werden getragen  <i>Cost of travelling and living during the applicant's stay is covered</i></p> <table border="0"> <tr> <td style="vertical-align: top;"> <input checked="" type="checkbox"/> vom Antragsteller selbst / <i>by the applicant himself/herself:</i>   Mittel zur Bestreitung des Lebensunterhalts / <i>Means of support:</i>  <input checked="" type="checkbox"/> Bargeld/Cash  <input type="checkbox"/> Reiseschecks/Traveller's cheques  <input checked="" type="checkbox"/> Kreditkarte/Credit card  <input type="checkbox"/> Im Voraus bezahlte Unterkunft/Pre-paid accommodation  <input checked="" type="checkbox"/> Im Voraus bezahlte Beförderung/Pre-paid transport  <input type="checkbox"/> Sonstiges (bitte nähere Angaben)/Other (please specify): </td> <td style="vertical-align: top;"> <input checked="" type="checkbox"/> von anderer Seite (Gastgeber, Unternehmen, Organisation), bitte nähere Angaben / <i>by a sponsor (host, company, organisation), please specify</i>  <input type="checkbox"/> von sonstiger Stelle (bitte nähere Angaben) / <i>other (please specify)</i>   Mittel zur Bestreitung des Lebensunterhalts / <i>Means of support</i>  <input type="checkbox"/> Bargeld / Cash  <input checked="" type="checkbox"/> Freie Unterkunft / <i>Free Accommodation</i>  <input checked="" type="checkbox"/> Übernahme sämtlicher Kosten während des Aufenthalts / <i>All expenses covered during the stay</i>  <input type="checkbox"/> Im Voraus bezahlte Beförderung / <i>Pre-paid transport</i>  <input type="checkbox"/> Sonstiges (bitte nähere Angaben) / <i>Other (please specify):</i> </td> </tr> </table>		<input checked="" type="checkbox"/> vom Antragsteller selbst / <i>by the applicant himself/herself:</i>  Mittel zur Bestreitung des Lebensunterhalts / <i>Means of support:</i> <input checked="" type="checkbox"/> Bargeld/Cash <input type="checkbox"/> Reiseschecks/Traveller's cheques <input checked="" type="checkbox"/> Kreditkarte/Credit card <input type="checkbox"/> Im Voraus bezahlte Unterkunft/Pre-paid accommodation <input checked="" type="checkbox"/> Im Voraus bezahlte Beförderung/Pre-paid transport <input type="checkbox"/> Sonstiges (bitte nähere Angaben)/Other (please specify):	<input checked="" type="checkbox"/> von anderer Seite (Gastgeber, Unternehmen, Organisation), bitte nähere Angaben / <i>by a sponsor (host, company, organisation), please specify</i> <input type="checkbox"/> von sonstiger Stelle (bitte nähere Angaben) / <i>other (please specify)</i>  Mittel zur Bestreitung des Lebensunterhalts / <i>Means of support</i> <input type="checkbox"/> Bargeld / Cash <input checked="" type="checkbox"/> Freie Unterkunft / <i>Free Accommodation</i> <input checked="" type="checkbox"/> Übernahme sämtlicher Kosten während des Aufenthalts / <i>All expenses covered during the stay</i> <input type="checkbox"/> Im Voraus bezahlte Beförderung / <i>Pre-paid transport</i> <input type="checkbox"/> Sonstiges (bitte nähere Angaben) / <i>Other (please specify):</i>
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<p>Mir ist bekannt, dass die Visumgebühr im Falle der Visumverweigerung nicht erstattet wird. / <i>I am aware that the visa fee is not refunded if the visa is refused.</i></p>			
<p>Im Falle der Beantragung eines Visums für mehrfache Einreisen. Mir ist bekannt, dass ich über eine angemessene Reisekrankenversicherung für meinen ersten Aufenthalt und jeden weiteren Besuch verfügen muss.  <i>Applicable in case a multiple-entry visa is applied for. I am aware of the need to have an adequate travel medical insurance for my first stay and any subsequent visits.</i></p>			
<p>Mir ist bekannt und ich bin damit einverstanden, dass im Hinblick auf die Prüfung meines Visumantrags die in diesem Antragsformular geforderten Daten erhoben werden müssen, ein Lichtbild von mir gemacht werden muss und gegebenenfalls meine Fingerabdrücke abgenommen werden müssen. Die Angaben zu meiner Person, die in diesem Visumantrag enthalten sind, sowie meine Fingerabdrücke und mein Lichtbild werden zwecks Entscheidung über meinen Visumantrag an die zuständigen Behörden weitergeleitet und von diesen bearbeitet.  Ich versichere, dass ich die vorstehenden Angaben nach bestem Wissen und Gewissen gemacht habe und dass sie richtig und vollständig sind. Mir ist bewusst, dass falsche Erklärungen zur Ablehnung meines Antrags oder zur Annullierung eines bereits erteilten Visums führen und die Strafverfolgung auslösen können.  Ich verpflichte mich dazu, das Hoheitsgebiet der Republik Österreich vor Ablauf des Visums zu verlassen, sofern mir dieses erteilt wird. Ich wurde davon in Kenntnis gesetzt, dass der Besitz eines Visums nur eine der Voraussetzungen für die Einreise ist. Aus der Erteilung des Visums folgt kein Anspruch auf Schadensersatz, wenn ich die Voraussetzungen nach Artikel 5 Absatz 1 der Verordnung (EG) Nr. 562/2006 (Schengener Grenzkodex) nicht erfülle und mir demzufolge die Einreise verweigert wird. Die Einreisevoraussetzungen werden bei der Einreise in das europäische Hoheitsgebiet der Mitgliedstaaten erneut überprüft.  <i>I am aware of and consent to the following: the collection of the data required by this application form and the taking of my photograph and, if applicable, the taking of fingerprints, are mandatory for the examination of the visa application; and any personal data concerning me which appear on the visa application form, as well as my fingerprints and my photograph will be supplied to the relevant authorities and processed by them, for the purposes of a decision on my visa.</i>  <i>I declare that to the best of my knowledge all particulars supplied by me are correct and complete. I am aware that any false statements will lead to my application being rejected or to the annulment of a visa already granted and may also render me liable to prosecution.</i>  <i>I undertake to leave the territory of the Republic of Austria before the expiry of the visa, if granted. I have been informed that possession of a visa is only one of the prerequisites for entry into the European territory of the Member States. The mere fact that a visa has been granted to me does not mean that I will be entitled to compensation if I fail to comply with the relevant provisions of Article 5(1) of Regulation (EC) No 562/2006 (Schengen Borders Code) and I am therefore refused entry. The prerequisites for entry will be checked again on entry into the European territory of the Member States.</i></p>			
<p><b>Ort und Datum</b>  <i>Place and date</i>  .....</p>	<p><b>Unterschrift</b> (bei Antragsstellern, die das 16 Lebensjahr noch nicht vollendet haben: Unterschrift des Inhabers der elterlichen Sorge / des Vormunds)  <b>Signature</b> - (for applicants less than 16 years old, signature of parental authority/legal guardian)  .....</p>		

## TUITION AND FEE STRUCTURE 2019-20

### Study Abroad Academic Year

Fall Semester: 8 September 2019 (Arrival) – 20 December 2019 (Departure)

Spring Semester: 19 January 2020 (Arrival) – 1 May 2020 (Departure)

Tuition: \$17,018 (for both semesters) Room & Board: \$7,926 (for both semesters)

Mandatory Health & Liability Insurance: Included (8 months, September-April)

### Study Abroad Semester

Fall Semester: 8 September 2019 (Arrival) – 20 December 2019 (Departure)

Spring Semester: 19 January 2020 (Arrival) – 1 May 2020 (Departure)

Tuition: \$10,009 (per semester) Room & Board: \$3,963 (per semester)

Mandatory Health & Liability Insurance: Included (4 months, September-December)

### Study & Sports Abroad Program

Spring-Summer Semester: 19 January 2020 (Arrival) – 18 July 2020 (Departure)

Tuition: \$4,583 (per semester) Room & Board: sponsored by team

Weekday Lunch Package: EUR 704

(lunch provided when classes are in session)

Mandatory Health & Liability Insurance: \$637 (7 months, January-July)

### Semester Internship Program

Fall Semester: 8 September 2019 (Arrival) – 20 December 2019 (Departure)

Spring Semester: 19 January 2020 (Arrival) – 1 May 2020 (Departure)

Tuition: \$10,009 (per semester) Room & Board: \$3,963 (per semester)

Mandatory Health & Liability Insurance: Included (4 months, September-December)

### Summer Internship Program

Summer Semester: 26 May 2020 (Arrival) - 15 August 2020 (Departure)

Tuition: \$5,057 (for entire program) Room & Board: \$2,976

Mandatory Health & Liability Insurance: Included (3 months, May-August)

### Study Abroad Summer Sessions I-IV

Summer Session I: 17 May 2020 – 30 May 2020

Summer Session II: 31 May 2020 – 13 June 2020

Summer Session III: 14 June 2020 – 27 June 2020

Summer Session IV: 28 June 2020 – 11 July 2020

Tuition: \$1,837 (per session) Room & Board: \$890 (per session)

Mandatory Health & Liability Insurance: Included (2 weeks every session)

*\*Additional fees on behalf of home institution may apply.*

## BUDGET INFORMATION

### The Program Cost covers:

- Tuition and related administrative costs
- Housing and most meals in Salzburg
  - Lunch provided by Salzburg College when classes are in session
  - Host family - breakfast and dinner, 7 days a week
  - Dorm facility - breakfast and dinner, Monday-Friday
  - No meals provided (except when specified otherwise) during excursions
  - Housing without meals provided during independent travel periods (spring & fall semester only)
- One major excursion during fall and spring semester
  - The three-day Vienna excursion includes transportation, youth hotel and breakfast, lectures, guided tours, and entrance fees.
- Social and cultural activities
- Various day trips and course-related excursions

### The Program Cost does not cover:

- *Transatlantic transportation* (see separate Flight Information) and *other travel expenses* except for the included excursions
- *Lunch and dinner during Bavaria excursion and excursion*: app. € (EURO) 90
- *Weekend meals* for those living in the dorm: app. € 15-20 per weekend, *Weekend lunches* for those living in host families: app. € 5-10 per weekend.
- *Medical insurance*:
- *Personal expenses* including independent travel: app. \$ 750-1000
- *Textbooks, etc.*: app. € 25-30
- *Security Deposit*: Salzburg College requires that each student makes a € 50 deposit at the beginning of the semester or session, to which rental fees, tools, copies, etc. are charged. Salzburg College will return the balance to the student at the end of the semester.
- *Daily commuting expenses*: app. € 170 per semester, app. € 70 per summer session. If the student does not live in walking distance to the College, she or he must expect to commute to classes daily by bus (weekly bus pass costs app. € 15) or bike (students rent for app. € 50-100 per semester, or buy one).
- *Private music instruction*: Private instruction will be at the students' expense and will be invoiced together with the overall tuition (€ 700 per semester and for summer session).
- *International Student I.D. card*: \$28.00
- *Cost for Visa or Residence Permit*: app. € 150-180
- *Fees for certain courses and optional excursions*:
  - Music History: app. € 8-20 per concert (3 required during semester)
  - Skiing excursions: app. € 50 per day trip incl. transportation, ski pass and rental of equipment
  - Hiking: app. € 20 per trip
  - Rafting/Canyoning: € 55-65 per outing
  - Austrian Cuisine: € 60 (incl. Salzburg College apron)
  - Supplies for art class: app. € 60
  - Supplies for photography class: app. € 45

## TRAVEL TO EUROPE (FLIGHTS) AND ARRIVAL INFORMATION

The estimated cost for round-trip transportation from Chicago to Munich is somewhere between \$ 1,000 (during low season in spring) and \$ 1,500 (during high season in summer and fall). We recommend that students purchase a ticket that can be changed without cost or for very little additional cost.

### ATTENTION:

Students are also required to make their own way to Salzburg, arriving on the designated arrival date.

All students except for the Summer Internship Program students will need to arrive in Salzburg on the Sunday before their semester program or summer session begins. Students must travel from their arrival airport and to their departure airport at own expense. We recommend students contact STA Travel for student rate flight options.