

繕打 中文及英文 心得報告，應包含下列項目

(**中文至少 1,000 字+英文至少 500 字**。赴中國交換者不需撰寫英文心得。)

A. 學校簡介

曼漢大學位於德國巴登符騰堡州的曼海姆市，是一所成立於 1967 年的公立大學，其以商業與社會科學領域聞名。其中，曼漢大學的商學院同時獲得了 AACSB、EFMD 和 AMBA 的三重認證，位居德國商學院之首。曼漢大學在學術屆具極高聲望，被譽為「德國的哈佛」。此外，其為一所國際化的大學，設立了許多英語授課課程及學程，校內約有百分之十五的學生為國際學生，提供了豐富多元的學習環境。

B. 國外研修之課程學習 (課內)，另外推薦受益最多/最喜歡的課程

曼漢大學商學院的修課制度很自由 — 「上課」和「考試」是兩件分開的事情，修課學生可以自行決定是否要在期末參加此門課的考試以拿取學分。

在曼漢大學交換的這一個學期中，我總共修習了四門課程，最後決定參加兩門課程的考試拿取學分，而這兩門我有參加考試的課程分別為：Marketing Management Decision 以及 General German Language Course。

Marketing Management Decision 這門課是以密集課方式進行教學，如其名，密集課將一整個學期的課程時間集中到三個整天的早上九點到下午五點，且考試提前至十月中旬舉辦。教授在三天的課程中講述了如何從管理角度來分析市場，並著重於策略行銷方案的規劃與發展，也舉了非常多現今企業的案例讓學生理解這些商業策略在現實世界中的運用。我很喜歡教授如此的教學方法，不僅使課程內容變得豐富有趣，更體現了德國將理論與實務結合的一面。

而 General German Language Course 是學校額外開設的語言課程，學生可以依照自己的德文程度選擇級別。雖然我在台灣有接受過 30 小時的德文課程，不過我仍覺得自己的德文能力無法負荷 A1 級別的課程，所以最後選擇了 Beginner 級別。因為語言課有設置學生數量上限，一個班最多 15 位學生，所

以老師可以照顧到每位學生，讓大家在課堂中都有練習口說能力的機會。每次練習口說時，同學們都努力的用德文表達自己的想法，即使發音或文法不正確，也不會覺得丟臉，反倒多了一分可愛。這種小班式的學習環境，不僅可以快速提升的德文能力，更能緊密老師與同學之間的關係。

非常推薦未來到曼漢大學交換的同學可以按照自己的級別來選修 General German Language Course 這門課，就如我上面所介紹，相信大家都會樂在其中的!

C. 國外研修之生活學習 (課外)

在德國的交換生活除了學業，另外一個部分就是日常，而那佔據我日常的兩大部分即是烹飪和旅遊。論我於交換期間進步最多的，絕對是我的烹飪能力。在台灣我們總能以平易近人的價格解決三餐；然而，歐洲正恰恰相反。德國的餐廳動輒要 15 歐起跳，且口味較重，使我吃不習慣。因此，要克服價格和口味的最佳解決方式就是自己下廚，如此不僅能夠降低開銷，也符合了自己的口味。

其實自己在台灣時並不怎麼進廚房，但來到德國後為了生活，也只能硬著頭皮為自己下廚。從最當初只求食材有熟，到後來會思考菜單變化，我好像開始享受了下廚的快樂，成為了自己的大廚。

沒有煮飯的時間，就意味著我人不在宿舍。好不容易搭了十幾個小時的飛機到了遙遠的歐洲大陸，必定要好好利用這個難得的機會巡禮歐洲吧！

在一般閒暇時間，我會和朋友一同去探索曼漢周邊的德國小鎮，如果有更充裕的時間，我們甚至會踏出德國，拜訪其他歐洲國家。每一次的旅程，我總是大開眼界，能夠親眼見識到高中時期地理課本中的歐洲，心中感到無比澎湃激動，也理解到所謂「讀萬卷書，不如行萬里路」的意義。

D. 交換/研修之具體效益 (請條列式列舉)

- ✧ 精進商業方面專業知識
- ✧ 增進外語溝通表達能力
- ✧ 訓練問題解決能力

✧ 提升生活自理能力

✧ 增廣自身國際視野

✧ 拓寬交友網絡

E. 海外生活期間是否曾遭遇困境，及是否解決問題？如是，請說明如何解決問題；如未解決，請說明事件最大的啟發及思考未來可以怎麼解決？

交換期間我面臨到的最大困境絕對是語言！去德國之前參與了初階的德文課程，以為能用一點點簡單的德文單詞和大部分的英文作為日常生活中的溝通媒介；結果到德國後，才發現德國人其實不太願意講英文，所以經常面臨語言不通的問題，如此使我開始害怕、甚至抗拒與當地人互動。之後隨著自己的德文能力與對當地環境的熟悉度提升，我開始鼓起勇氣用簡單的德文語句與當地人溝通，甚至會預先準備好關鍵的德文單詞，挑戰全程德文互動。嘗試之後發現他們其實很友好且和善，也就漸漸地克服了這個困難。

F. 海外生活期間是否曾遭遇文化衝擊，您如何去面對及適應？

第一次到德國超市結帳時就被收銀員的結帳速度震驚到，真的就如傳說中迅雷不及掩耳一樣。當時因為還沒有預料到這樣的結帳速度，所以購買的商品都卡在櫃子上，顯得狼狽不堪。經過第一次的慘烈經驗後，我學乖了，會在結帳時迅速拿好購物袋，用最快的速度將刷過條碼的商品裝進去。

G. 海外生活歷練是否為您人生帶來不一樣的改變或者個人特質上的轉變，最大的成長是什麼？

這次的交換經驗無疑使我在身心靈層面都變得更加成熟，其中最顯著的成長必定是獨立自主的能力。在德國的這段期間，我格外感受到離鄉背井的孤獨無助：一個人生活在語言不通、文化不同、家人不在的陌生領土上，偏偏還得自己打理好所有。不過隨著慢慢適應習慣，我卻也體會到了一個人的快活自在，發現獨自生活似乎也沒有那麼難受。現在回想起來，我永遠記得每次自己獨當一面處理好某件事情後，內心產生的無窮成就感。

H. 感想與建議

一個人獨自在德國生活並沒有想像中容易，自己面對和處理所有事情很難，但現在回頭看看，我靠著自己堅強地熬過來了。

還記得剛踏上德國時，我極度不習慣這片和台灣截然不同的土地：不一樣的語言、不一樣的面孔、不一樣的風景，所有陌生的一切讓我感到惶恐害怕，每天總是心心念念想回到熟悉的台灣。然而，隨著時間一天一天過去，我漸漸習慣了這邊的環境、結交了新的朋友、甚至踏出德國去探訪了數個周邊國家。我發現自己懸著的心慢慢放下了，也開始意識到曼漢是我生活的地方，對它產生了些許歸屬感。

對我來說，交換生活無疑是苦甜交織而成的，不得不說，有時我也會想，是不是不要出來交換，就不用承受那麼多了？但相反地，倘若我沒有實踐出國交換這件事，也不會交到來自各國的新朋友、拜訪數個壯麗的歐洲國家了。

如果現在身邊的朋友問我：出國交換是不是一個對的選擇？我的回答一定是：去嘗試看看無妨。我想，與其擔心那麼多，不如先把自己推出去再說吧！畢竟我們是不可能等到自己百分之百準備好的，況且，就是要親身實踐過，才會懂的其中的滋味！

I. 英文心得(包含學校簡介、課程學習、生活學習、具體效益、心得感想等等) 500 字以上 赴中國交換者免填英文心得

University of Mannheim was founded in 1967 and is located in Mannheim, Baden-Württemberg, Germany. It is famous in the fields of business and social sciences, and also has a high reputation around the world.

The students studying in business school have a lot of freedom in course selection – For us, "taking class" and "taking examination" are two separate things. Students who take the course can decide whether to take the exam to get credits. In the semester of my exchange there, I took four courses in total and decided to take the exam of two courses: Marketing Management Decision and General German Language Course.

Marketing Management Decision is taught in an intensive seminar way. The course takes place in three days instead of a whole semester, and the exam is held in mid-October. In

the three-day course, the professor talked about how to analyze the market from a management perspective and focused on planning and developing strategic marketing plans. He also cited many cases of enterprises nowadays to help students understand the application of these business strategies in the real world. I enjoy such a teaching method a lot, which not only makes the course content more interesting but also combines the theory and our real life.

As for General German Language Course, it is an additional language course offered by the school. Because the language course has a maximum number of 15 students, the teacher can take care of each student so that everyone can practice their speaking skills in class. This small-class learning environment can not only quickly improve German ability, but also close the relationship between the teacher and classmates. In my opinion, it is a highly recommended course!

In addition to academy, the other parts of my exchange life in Germany are cooking and traveling.

During the exchange life, my cooking skill definitely improves a lot. In Taiwan, we can easily access to meals at an affordable price; however, in Europe, the situation is totally opposite. Having meals in German restaurants usually costs a lot and not suit my taste. Therefore, the best solution to overcome both price and taste problems is to cook by ourselves, which can not only lower expenses, but also suit our taste. In fact, I didn't cook when I was in Taiwan, but after coming to Germany, I had no choice but to cook for myself. Honestly, it is enjoyable and joyful to become a chef for myself!

Other than cooking, I also enjoy traveling. In my leisure time, I will explore the German towns around Mannheim with my friends. If we have longer holidays, we will even step out of Germany and visit other European countries. Whenever arriving in other countries, I always broaden my horizons and understand the meaning that "traveling far knows much."

After the exchange, I matured a lot both in academy and life. Studying in University of Mannheim gained my professional knowledge in business, enhanced my ability of German and widened my network of friends. Living in Mannheim improved my problem-solving ability, trained my independence, and broadened the international horizons.

All in all, living alone in Germany is not as easy as I imagined. It is difficult to face and deal with everything by myself. However, I survived!

I still remember that I was extremely unaccustomed to this land completely different from Taiwan: different languages, different faces, different scenery, and all the strange things made me feel scared. I always wanted to return to Taiwan in the beginning. However, as time went by, I gradually got used to the environment here: making new friends and even stepping out of Germany to visit several countries.

For me, the exchange life is undoubtedly comprised of bitterness and sweetness. I have to say that sometimes I even came up with the thought that if I didn't come to Germany for exchange, I wouldn't have to bear so much. On the contrary, if I hadn't come to Germany for exchange, I wouldn't have made these new friends from all over the world and visited several magnificent European countries.

If a friend asks me: Is it the right choice to have the exchange program? My answer must be: It doesn't matter to give it a try. As for me, instead of worrying too much, it is better to push yourself out in the first place! After all, we can't wait until we are 100% ready. Moreover, no pain, no gain!