

Repertorio n. 288/2018
Prot n. 6221 del 05/06/2018 (2018-VRLEEIN-0006221)

ITES L. EINAUDI – VERONA
PROGRAMMA SVOLTO
CLASSE 4A RIM - A.S. 2017 – 2018

MATERIA: LINGUA INGLESE

INSEGNANTE: Stefania Maruccio

GRAMMAR:

Grammar revision: Present Simple v Present Continuous, Past Simple v Past Continuous, Present Perfect Simple v Present Perfect Continuous, Present Perfect v Past Simple, Past Perfect v Past Simple, Conditional sentences (type 0, 1, 2, 3), Passive Form, Reported Speech

Textbook: The Business 2.0 B1 Pre-intermediate, Macmillan, J. Allison – P. Emmerson

BUSINESS ENGLISH:

Module 3: Products and process

3.2. Supply chain and product life cycle: How does a factory work?

3.4 Speaking: Presenting a process

3.5 Instructions and directions

3.6 Case study: Digidisc Ltd

Module 4: Job interviews and career

4.1 About a business: Getting a job

4.2 Vocabulary: Job interviews

4.4 Speaking: Interviews

4.5 Writing: CVs

4.6 Case Study: Onestop job research

Module 5: Marketing and selling

5.1 About business: Sales versus Marketing

Approfondimento: Sales people vs Marketing people (slides dell'insegnante)

5.2 Vocabulary: Marketing, sales and advertising

5.4 Speaking: Persuading

5.5 'Selling' changes

Approfondimento: 5 stages of the Change Model (slides dell'insegnante)

5.6 Case study: Dallivan cars

Module 6: Entrepreneurship

6.1 About business: Entrepreneurship

Breve approfondimento: Main features of entrepreneurship

6.4 Speaking: Meetings

Breve approfondimento: How to organise effective meetings (slides dell'insegnante)

6.5 Writing: Agendas and minutes

6.6 Case study: Solar Mobile

Module 7: Business costs

7.1 About business: Cutting costs

7.2 Vocabulary: Profit, loss and payment

7.4 Negotiating (types of negotiation)

7.5 Writing: Asking for payment

7.6 Case study: Doug's Mugs

Module 8: Global Trade

8.1 International franchising

Writing:

- Struttura delle enquiry
- Redazione di enquiries e replies to enquiries
- Letters of order: writing letters of order

Nel corso del primo e del secondo quadrimestre, gli alunni hanno svolto varie attività di reading comprehension su articoli di giornale.

Verona, li 5 giugno 2018

L'Insegnante

Stefania Maruccio