



## СИЛАБУС ДИСЦИПЛІНИ «Іноземна мова(англійська)»

Ступінь вищої освіти - Бакалавр  
Спеціальність 073 «Менеджмент»  
Освітня програма 073 «Менеджмент»  
Рік навчання 2022-2023, семестр I-IV  
Форма навчання денна (денна, заочна)  
Кількість кредитів ЄКТС 3,5  
Мова викладання англійська (українська, англійська, німецька)

ст. викладач кафедри англійської філології Харчук Н. С  
Email: [harchuk50@gmail.com](mailto:harchuk50@gmail.com)

Англійська мова (мен):

<https://elearn.nubip.edu.ua/course/view.php?id=2342>

---

Лектор курсу

Контактна інформація  
лектора (e-mail)

Сторінка курсу в eLearn

### ОПИС ДИСЦИПЛІНИ

Навчальна дисципліна “Англійська мова” є вибірковою компонентою (за вибором університету) циклу загальної підготовки фахівців в галузі управління та адміністрування, яка спрямована на 1) формування вмій та навичок використання знань з англійської мови як процесі повсякденного спілкування з представниками інших країн з різноманітних питань, так і на етапі підготовки до участі у міжнародних конференціях, проектах та дискусіях, а також навчити слухачів проводити письмовий обмін діловою інформацією; 2) здобуття знань про будову англійської мови, її систему, особливості функціонування певних моделей та структур; 3) виявлення стилістичних подібностей та розбіжностей з рідною мовою; 4) подальший розвиток комунікативних навичок студентів в навчальній та професійній діяльності; 5) збагачення духовного світу студентів, розширення їх кругозору, кола знань про специфіку спілкування у професійній та діловій сферах.

Основними завданнями вивчення дисципліни “Англійська мова” є

- 1) розвиток та удосконалення таких видів мовленнєвої діяльності як аудіювання, говоріння, діалогічне та монологічне мовлення, читання та письмо в межах лексико-граматичних тем, визначених програмою;
- 2) формування у студентів наступних компетенцій:
  - здатності до інтелектуального, культурного, морального, фізичного і професійного саморозвитку та самовдосконалення;
  - готовності до сприйняття культури та звичаїв інших країн і народів;
  - психолінгвістичної готовності (включаючи вмотивованість) до англомовної навчальної діяльності;
  - здатності до міжкультурної письмової та усної комунікації рідною та іноземною мовами у професійній сфері;
  - готовності до роботи в іншомовному середовищі;
- 3) засвоєння студентами мовного матеріалу (лінгвістичних, соціолінгвістичних, дискурсних, прагматичних знань) та оволодіння різними видами мовленнєвої діяльності (комунікативними вміннями у читанні, аудіюванні, нормованого відтворення усного та

писемного мовлення, а також перекладу неспеціалізованих і професійно орієнтованих текстів в межах сфер і ситуацій, типових для певної спеціальності);

4) розширення словникового запасу студентів за рахунок загальнонавчальної, загальнонаукової, загально професійної та спеціальної лексики, що супроводжується формуванням умінь ефективного й адекватного оперування загальнолексичними і термінологічними мінімумами;

5) формування сталих умінь розпізнавання, розуміння та відтворення фонетичних, граматичних і стилістичних форм, характерних для спеціальності «Менеджмент».

Згідно з вимогами освітньо-професійної програми студенти повинні:

**Знати:**

- базову професійно-орієнтовану лексику (обсяг не менше 4000 лексичних одиниць);
- стратегії мовного спілкування (ініціювання та підтримка ділових контактів, переговори, робочі діалоги, презентації, ділові телефонні розмови);
- основи ділової мови за фахом;
- основні структури і функції мови, необхідні для оволодіння усними і письмовими формами професійного спілкування іноземною мовою в повсякденних ситуаціях;
- граматичні структури та ідіоматичні вирази англійської мови.

**Вміти:**

- брати участь в обговоренні професійних питань в межах тем, визначених програмою та розуміти комплексну інформацію в різних текстах;
- читати професійно спрямовані тексти з максимальним вилученням необхідної інформації з прочитаного;
- говорити на теми повсякденної тематики в ситуаціях, пов'язаних з професійною діяльністю;
- писати ділові листи, електронні повідомлення, заповнювати документи, пов'язані з професією, складати резюме.
- відповідати на запитання стосовно основного змісту прочитаного тексту та певних деталей;
- переказувати базовий англомовний текст англійською мовою;
- робити переклад короткого україномовного тексту/документу англійською мовою;
- сприймати на слух та розуміти монологічне та діалогічне мовлення, відтворене у нормальному темпі;
- ініціювати та підтримувати розмову англійською мовою, обмінюючись репліками;
- висловити власну думку, оцінку тощо;
- зробити повідомлення з ділової тематики та за змістом запропонованого тексту обсягом 20 – 25 речень;
- сприймати на слух та розуміти висловлювання/тексти, які побудовані на вивченому лексичному та граматичному матеріалі.

**СТРУКТУРА КУРСУ**

Тема	Години (практичні)	Результати навчання	Завдання	Оцінювання
<b>Semester 1</b>				
<b>Module 1</b>				
<b>Theme 1.</b> Careers telephoning (making contact). Career plan, career moves. Modals 1 (ability, requests and offers)	Laboratory class 1 – 2 hours	1. Talk about their level of ambition and what makes for a successful career 2. Discuss their English-learning needs in relation to their future careers 3. Develop careers vocabulary; learn the new words by heart. 4. Learn to speak monologically and dialogically on the suggested topic: concerning future	1. Warming up. Give information about people's jobs and English – learning needs 2. Vocabulary. Use career-related vocabulary in their own sentences	2 points

		careers.		
<b>Theme 1.</b> Careers telephoning. Making contact. Career plan, career moves. Modals 1 (ability, requests and offers).	Laboratory class 2 – 2 hours	1. Scan the text without trying to understand everything at the first attempt. 2. Learn to guess the meaning of new words by looking at the context 3. Describe how social - networking sites can make or break your career	1 Reading. Read a text. Be aware of your online image 2. Writing. A list of things they should not do on their social-networking site	2 points
<b>Theme 1.</b> Careers telephoning making contact) Career plan, career moves. Modals 1 (ability, requests and offers)	Laboratory class 3 – 2 hours	1. Develop listening comprehension skills and discuss the problems of changing jobs	1. Listening. Changing jobs Perform the listening tasks and discuss the questions	
<b>Theme. 1</b> Careers telephoning making contact) Career plan, career moves. Modals 1 (ability, requests and offers)	Laboratory class 4 – 2hours	1. Develop the grammar comprehension skills	1. Grammar. Review of modals. Perform the grammar tasks 2. Role-play the situation “Job interview”.	2 points
<b>Theme. 1</b> Careers telephoning making contact) Career plan, career moves. Modals 1 (ability, requests and offers)	Laboratory class 5 – 2 hours	1. Develop the listening comprehension skills. 2. Learn how to make contacts and leave messages. 3. Develop vocabulary.	L1 Listen to three telephone calls. 2 Do exercises based on these calls. 3 Role- play a telephone call.	2 points
<b>Theme. 1</b> Careers telephoning making contact) Career plan, career moves. Modals 1 (ability, requests and offers)	Laboratory class 6- 2 hours	1. Develop the listening comprehension skills. 2. Learn to speak monologically and dialogically on the suggested topic. 3. Learn to write an e-mail.	Case study YouJuice. 1. Read the background of the company 2. Discuss profiles of the candidates. 3. Choose a candidate for an internal promotion.4. Write an e-mail.	2 points
<b>Theme. 1</b> Careers telephoning making contact) Career plan, career moves. Modals 1 (ability, requests and offers)	Laboratory class 7- 2 hours	1. Develop speaking and writing skills. 2. Learn to speak on the proposed topics.	1. Review and practice of Unit 1. 2. Speak on the topic Careers.	
<b>Theme 2.</b> Companies, talking about companies. Presenting your company. Nonprogressive verbs. Present simple and present continuous	Laboratory class 8- 2 hours	1 Learn to talk about the type of company and the business sector they would like to work. 2 Develop new vocabulary, learn the new words by heart. 3. Learn to use new vocabulary to describe performance.	1. Talk about the type of company they would most like to work for and the business sector. 2. Use new vocabulary in their own sentences 3. Talk about your own company or one you know well.	
<b>Theme 2.</b> Companies, talking about companies. Presenting your company. Nonprogressive	Laboratory class 9- 2 hours	1 Develop the listening comprehension skills 2. Learn to speak monologically and dialogically on the suggested topic.	1. Listening: successful company. 2. Perform the listening tasks and discuss the questions.	

verbs. Present simple and present continuous				
Theme 2. Companies, talking about companies. Presenting your company. Nonprogressive verbs. Present simple and present continuous	Laboratory class 10 - 2 hours	1. Learn to guess the meaning of new words by looking at the context. 2. Learn to make notes of the key points about the company. 3. Learn to compare and contrast the two companies.	<b>1. Reading.</b> Read a text "Two different organizations". 2. Make notes of the key points about two companies. 3. Compare and contrast the two companies..	
Theme 2. Companies, talking about companies. Presenting your company. Nonprogressive verbs. Present simple and present continuous	Laboratory class 11 - 2 hours	1. Develop the grammar comprehension skills. 2. Develop new vocabulary.	1. Language review: Present simple and present continuous 2. Perform the grammar tasks. 3. Complete a job advertisement with the correct tenses.	
Theme 2. Companies, talking about companies. Presenting your company. Nonprogressive verbs. Present simple and present continuous	Laboratory class 12 - 2 hours	1. Develop the listening comprehension skills. 2. Learn to speak monologically and dialogically on the suggested topic 3. Develop new vocabulary	1. Listen to the presentation of a company. 2. Practice giving an introduction to your own company or one which you know well. 3. Make your presentation.	
Theme 2. Companies, talking about companies. Presenting your company. Nonprogressive verbs. Present simple and present continuous	Laboratory class 13 - 2 hours	1. Develop the listening comprehension skills. 2. Learn to speak monologically and dialogically on the suggested topic. 3. Learn to propose a strategy for revival and growth. 4. Develop writing skills.	Case study Dino Conti Ice Cream. 1. Read the background of the company 2. Discuss the problems of the company. 3. Pair and group work 4. Write a proposal document.	
Theme 2. Companies, talking about companies. Presenting your company. Nonprogressive verbs. Present simple and present continuous	Laboratory class 14 - 2 hours	1. Learn to make a PowerPoint presentation about your company. 2. Develop speaking skills..	Make a PowerPoint presentation about your company	
Theme 2. Companies, talking about companies. Presenting your company. Nonprogressive verbs. Present simple and present continuous	Laboratory class 15 - 2 hours	Review and practice of Units 1 and 2	Write module test 1	
Theme 2. Selling. Buying and selling; negotiating (reaching agree Modals 2 must,	Laboratory class 16 - 2 hours	1. Develop vocabulary related to buying and selling. 2. Learn the new words by heart. 3. Learn to speak monologically and	1. Talk about shopping habits and retail shopping. 2. Use new vocabulary in sentences of your own. 3. Perform vocabulary tasks.	

need to, have to, should)		dialogically on the suggested topic. 4. Develop speaking skills.		
Tema1 Selling. Buying and selling; negotiating (reaching agreement) Modals 2 (must, need to, have to, should)	Laboratory class 17- 2 hours	.	1 Listening: Selling on TV. 2. Talk about how to succeed in selling on TV. 3. Perform listening tasks.	
Tema1 Selling. Buying and selling; negotiating (reaching agreement) Modals 2 (must, need to, have to, should)	Laboratory class 18 - 2 hours	1. Develop reading comprehension skills. 2. Develop speaking skills. 3. Learn to speak monologically and dialogically on the suggested topic. 3 Develop new vocabulary.	1. Reading: Sales skills. 2. Perform reading tasks. 3. Work in pairs.	
Tema1 Selling. Buying and selling; negotiating (reaching agreement) Modals 2 (must, need to, have to, should)	Laboratory class 19 - 2 hours	1 Develop the grammar comprehension skills. 2 Develop new vocabulary	1. Language review: Modals 2. 2. Apply modals for obligation, necessity and prohibition in the context of rules for a timeshare holiday accommodation club and in two texts about how to be a good salesperson.	
Tema1 Selling. Buying and selling; negotiating (reaching agreement) Modals 2 (must, need to, have to, should)	Laboratory class 20 - 2 hours	1. Develop listening and speaking comprehension skills. 2. Learn to speak monologically and dialogically on the suggested topic 3 Develop new vocabulary	1. Discuss tips for successful negotiating. 2 Listen to a negotiation. 3. Role-play negotiation.	
Tema1 Selling. Buying and selling; negotiating (reaching agreement) Modals 2 (must, need to, have to, should)	Laboratory class 21 - 2 hours	1. Develop the listening comprehension skills. 2. Learn to speak monologically and dialogically on the suggested topic. 3. Learn to write a letter.	Case study: A partnership agreement 1. Read the background. 2. Listen to a conversation. 3. Role-play negotiations between the two companies.4. Write a letter.	
Tema1 Selling. Buying and selling; negotiating (reaching agreement) Modals 2 (must, need to, have to, should)	Laboratory class 22 - 2 hours	1. Develop speaking and writing skills. 2. Learn to speak on the proposed topics.	1. Review and practice of Unit 3. 2. Speak on the topic Selling on line	
Tema 2. Working across cultures. Cross-cultural communication. Saying no politely. Invitations and requests.	Laboratory class 24 - 2 hours	1. Explain the concept of cultural awareness. 2. Develop listening and speaking comprehension skills.	1. Discuss what cultural awareness is. 2. Listen to cross-cultural communication expert.	
Tema 2. Working across cultures. Cross-cultural communication.	Laboratory class 25 - 2 hours	1. Explain the concept of cross-cultural communication. 2. Develop listening and speaking	1. Discuss what cross – cultural communication is. 2. Listen to cross –cultural communication expert.	

Saying no politely .Invitations and requests.		comprehension skills		
Tema 2. Working across cultures. Cross-cultural communication. Saying no politely .Invitations and requests.	Laboratory class 26 - 2 hours	1. Develop listening and speaking comprehension skills	1. Discuss how to say “no” politely in different cultures. 2. Listen to cross-cultural communication expert.	
Tema 2. Working across cultures. Cross-cultural communication. Saying no politely .Invitations and requests.	Laboratory class 27 - 2 hours	1. Develop listening and speaking comprehension skills	1. Listen to cross –cultural communication expert. 2.Role-play the situations.	
Tema 2. Working across cultures. Cross-cultural communication. Saying no politely. Invitations and requests.	Laboratory class 28 - 2 hours	1. Develop listening and speaking comprehension skills	Role-play the situations how to say “no”politely.	
Tema 2. Working across cultures. Cross-cultural communication. Saying no politely. Invitations and requests.	Laboratory class 29 - 2 hours	Review and practice of Units 1- 3 and Working across cultures	Write the revision A	
Tema 2. Working across cultures. Cross-cultural communication. Saying no politely. Invitations and requests.	Laboratory class 30 - 2 hours	Review and practice of Units 3 and Working across cultures	Write module test 2	
<b>Всього за 1 семестр</b>				70
<b>Залік</b>				30
<b>Всього за курс</b>				100
<b>Semester 2</b>				
<b>Module 3</b>				
Tema 1 Great ideas Verb and noun combinations Successful meetings Past simple and past continuous	Laboratory class 31 - 2 hours	1. Develop vocabulary related to new ideas. 2. Learn the new words by heart.3. Learn to speak monologically and dialogically on the suggested topic. 4. Develop speaking skills.	1. Talk about how new ideas are found and nurtured. 2. Use new vocabulary in sentences of your own. 3. Perform vocabulary tasks.4.Use typical verb and noun combinations in relation to new ideas.	
Tema 1 Great ideas Verb and noun combinations Successful meetings Past simple and past continuous.	Laboratory class 32 - 2 hours	1. Develop listening comprehension skills. 2. Develop reading comprehension skills. 3. Develop speaking skills. 4. Learn to speak monologically and dialogically on the suggested topic.	1. Listen to an Oxford University researcher. 2. Perform listening tasks. 3.Read articles and make notes. 4. Perform reading tasks. 5. Work in groups.	
Tema 1 Great ideas	Laboratory	1 Develop the grammar	1. Language review: Past	

Verb and noun combinations Successful meetings Past simple and past continuous.	y class 33 - 2 hours	comprehension skills. 2 Develop new vocabulary. 3.Learn to use the two tenses in the context of an article about the inventor.	simple and past continuous. 2.Compare and contrast the two tenses. :	
Tema 1 Great ideas Verb and noun combinations Successful meetings Past simple and past continuous,	Laborator y class 34 - 2 hours	1. Develop listening and speaking comprehension skills. 2. Learn to speak dialogically on the suggested topic 3 Develop new vocabulary	1. Study meetings language. 2. Listen to a meeting. 3. Work in groups.	
Tema 1 Great ideas Verb and noun combinations Successful meetings Past simple and past continuous,	Laborator y class 35 - 2 hours	1. Develop speaking and writing skills. 2.Learn to brainstorm ideas for a new attraction.	Case Study: The new attraction. 1. Read the background. 2. Listen to a conversation. 3. Work in groups and brainstorm ideas for a new attraction in our country. 4. Write a report..	
Tema 2. Stress, dealing with stressful situations. Stress in the workplace. Past simple and present perfect	Laborator y class 36 - 2 hours	1. Develop vocabulary related to stress. 2. Learn the new words by heart.3. Learn to speak monologically and dialogically on the suggested topic. 4. Develop speaking skills.	1. Discuss stressful situations and ways of relaxing. 2. Study stress-related vocabulary.3. Compare stress levels in different jobs.	
Tema 2. Stress, dealing with stressful situations Stress in the workplace Past simple and present perfect	Laborator y class 37 - 2 hours	1. Develop listening and speaking comprehension skills. 2. Develop new vocabulary.	1. Listen to a director of a health-at-work consultancy. 2. Perform listening tasks. 3. Discuss the main causes of stress at work.	
Tema 2. Stress, dealing with stressful situations Stress in the workplace Past simple and present perfect	Laborator y class 38 - 2 hours	1. Develop reading comprehension skills. 2. Develop speaking skills. 3. Learn to speak monologically and dialogically on the suggested topic.	1. Read the text: Business owners feeling stressed. 2. Perform reading tasks. 3. Work in pairs.	
Tema 2. Stress, dealing with stressful situations Stress in the workplace Past simple and present perfect	Laborator y class 39 - 2 hours	1 Develop the grammar comprehension skills. 2 Develop new vocabulary. 3. Learn to use the two tenses.	1 Language review: Past simple and presentperfect. 2. Compare and contrast the two tenses. 3. Use the correct tense with time expressions.	
Tema 2. Stress, dealing with stressful situations Stress in the workplace Past simple and present perfect	Laborator y class 40 - 2 hours	1. Develop listening and speaking comprehension skills. 2 Learn to speak monologically and dialogically on the suggested topic. ..	. 1. Listen to members of a human resources department. 2. Use the expressions in another context. 3. Work in pairs.	
Tema 2. Stress, dealing with stressful situations Stress in the workplace Past simple and present perfect	Laborator y class 41 - 2 hours	1. Develop listening and speaking comprehension skills. 2. Learn to speak dialogically. 3. Learn to analyse the problems of stress.4. Develop writing skills. .	Case Study: Davies- Miller Advertising. 1. Read the background. 2.Listen to a conversation. 3. Work in groups and analyse and tackle problems of stress. 4. Write recommendation	

Tema 2. Stress, dealing with stressful situations Stress in the workplace Past simple and present perfect	Laboratory class 42-2 hours	Review and practice of Units 4 and 5.	Write module test 3	
<b>Module 4</b>				
Tema 1. Entertaining Talking about eating and drinking. Corporate entertaining Socializing (greetings and small talk) Multi-word verbs	Laboratory class 43-2 hours	1. Develop vocabulary related to eating and drinking. 2. Learn the new words by heart. 3. Learn to speak monologically and dialogically on the suggested topic. 4. Develop speaking skills.	1. Discuss different options for entertaining businesspeople. 2. Study eating and drinking related vocabulary. 3. Describe a typical dish from Ukraine to a foreign visitor. 4. Work in pairs.	
Tema 1. <b>Entertaining</b> Talking about eating and drinking. Corporate entertaining Socializing (greetings and small talk) Multi-word verbs	Laboratory class 44-2 hours	1. Develop listening and speaking comprehension skills. 2. Develop new vocabulary.	1. Listen to the Chief Executive of a corporate entertainment company. 2. Perform listening tasks. 3. Discuss how entertaining affects a company image.	
Tema 1. <b>Entertaining</b> Talking about eating and drinking. Corporate entertaining Socializing (greetings and small talk) Multi-word verbs	Laboratory class 42-2 hours	1. Develop reading comprehension skills. 2. Develop speaking skills. 3. Learn to speak monologically and dialogically on the suggested topic.	1. Read three entertainment experts' answers about corporate hospitality. 2. Perform reading tasks. 3. Work in pairs.	
Tema 1. <b>Entertaining</b> Talking about eating and drinking. Corporate entertaining Socializing (greetings and small talk) Multi-word verbs	Laboratory class 45-2 hours	1. Develop the grammar comprehension skills. 2. Develop new vocabulary. 3. Learn to use the multiword verbs in the context of entertaining.	1. Language review: Multiword verbs. 2. Study the behaviour of multiword verbs in the context of entertaining. 3. Work in pairs.	
Tema 1. <b>Entertaining</b> Talking about eating and drinking. Corporate entertaining Socializing (greetings and small talk) Multi-word verbs	Laboratory class 46-2 hours	1. Develop listening and speaking comprehension skills. 2. Learn to speak monologically and dialogically on the suggested topic.	1. Listen to people socialising. 2. Apply the language in a number of contexts. 3. Work in pairs. 4. Role play.	
Tema 1. <b>Entertaining</b> Talking about eating and drinking.	Laboratory class 47-2 hours	1. Develop listening and speaking comprehension skills. 2. Learn to speak dialogically. 3. Learn to	Case study: Organising a conference. 1. Read the background. 2. Listen to a conversation. 3. Work in groups	



Corporate entertaining Socializing (greetings and small talk) Multi-word verbs		analyse the different possible venues for a company conference.4. Develop writing skills.	and analyse the different possible venues for a company conference and choose the most suitable one.4. Write an e-mail.	
Тема 1. <b>Entertaining</b> Talking about eating and drinking. Corporate entertaining Socializing (greetings and small talk) Multi-word verbs	Laboratory class 48- 2 hours	Review and practice of Unit 6	Write test unit 6	
Тема 2. Doing business internationally. Business cultures.	Laboratory class 49- 2 hours	1. Develop listening and speaking comprehension skills.	1. Do the quiz in pairs. 2. Listen to the recording. 3. Discuss the problems of doing business internationally.	
Тема 2. Doing business internationally. Business cultures.	Laboratory class 50- 2 hours	1. Develop listening and speaking comprehension skills.	1 Listen to a radio programme called Business Today and make notes about the key points in each extract. 2. Work in groups.	
Тема 2. Doing business internationally. Business cultures.	Laboratory class 51- 2 hours	Review and practice of Units 4-6 and Working across cultures.	Write the revision B	
Тема 2. Doing business internationally. Business cultures.	Laboratory class 52- 2 hours	Review and practice of Units 4-6 and Working across cultures.	Write module test 4	
<b>Всього за 2 семестр</b>				70
<b>Залік</b>				30
<b>Всього за курс</b>				100
<b>Semester 3 Module</b>				
Тема 1. New business Economic terms. Time clauses. Dealing with numbers. Beginning a business relationships.	Laboratory class 1-2 hours	1. Develop vocabulary related to economic terms. 2. Learn the new words by heart.3. Learn to speak monologically and dialogically on the suggested topic. 4. Develop speaking skills.	1. Discuss ideas to encourage people to start new business. 2. Give examples of companies in different sectors. 3. Study economic terms. 4. Write about the economic profile of Ukraine.	
Тема 1. New business Economic terms. Time clauses. Dealing with numbers. Beginning a business relationships.	Laboratory class 2-2 hours	1 Develop listening and speaking comprehension skills. 2. Develop new vocabulary. 3. Develop reading comprehension skills. 4. Learn to speak monologically and dialogically on the suggested topic.	1. Listen to two CEOs talk about new businesses. 2. Read two articles about people who started their own business. 3. Give an oral summary of an article. 4. Work in groups. 5. Think about a business they could start as a group.	
Тема 1. New business Economic terms. Time clauses. Dealing with numbers.	Laboratory class 3-2 hours	1 Develop the grammar comprehension skills. 2 Develop new vocabulary. 3. Learn to use the correct verb tenses in time clauses.	1. Language review: Time clauses. 2. Perform grammar tasks. 3. Work in pairs.	

Beginning a business relationships.				
Tema 1. New business Economic terms. Time clauses. Dealing with numbers. Beginning a business relationships.	Laboratory class 4-2 hours	1. Develop listening and speaking comprehension skills. 2 Learn to use figures in their speech correctly. 4. Learn to speak monologically and dialogically on the suggested topic.	1. Practise using numbers, fractions, decimals and amounts of money. 2.Listen to extracts from a radio business-news programme.3. Perform listening tasks. 4. Work in pairs.	
Tema 1. New business Economic terms. Time clauses. Dealing with numbers. Beginning a business relationships.	Laboratory class 5-2 hours	1 Develop speaking comprehension skills. 2. Learn to speak dialogically. 3. Learn to analyse the economies of four countries. .4. Develop writing skills.	. Case Study: Taka Shimizu Cycles. 1. Read the background. 2. Analyse the economies of four countries. 3 Work in groups and propose the best place to build the factory.4. Write an e-mail.	
Tema 2. Marketing. Marketing mix and marketing campaigns. Word partnerships. Questions Telephoning exchanging information. Module test 1	Laboratory class 6-2 hours	1. Develop vocabulary related to marketing. 2. Learn the new words by heart.3. Learn to speak monologically and dialogically on the suggested topic. 4. Develop speaking skills.	1. Listen to four consumes. 2. Talk about marketing campaigns.3. Work in pairs. 4. Use combinations of words related to marketing to talk about particular products.	
Tema 2. Marketing. Marketing mix and marketing campaigns. Word partnerships. Questions Telephoning exchanging information. Module test 1	Laboratory class 7-2 hours	1 Develop listening and speaking comprehension skills. 2. Develop new vocabulary. 3. Develop reading comprehension skills. 4. Learn to speak monologically and dialogically on the suggested topic.	1. Listen to a marketing manager. 2. Perform listening tasks. 3. Work in groups to discuss different products4. Read the article and perform the reading tasks.	
Tema 2. Marketing. Marketing mix and marketing campaigns. Word partnerships. Questions Telephoning exchanging information. Module test 1	Laboratory class 8-2 hours	1 Develop the grammar comprehension skills. 2 Develop new vocabulary. 3. Learn to form questions to find out about buying habits.	1 Language review: Questions. 2. Study how questions are formed in the context of a consumer questionnaire. 3.Pair and group work.4. Prepare a similar consumer survey.	
Tema 2. Marketing. Marketing mix and marketing campaigns. Word partnerships. Questions Telephoning exchanging information. Module test 1	Laboratory class 9-2 hours	1. Develop listening and speaking comprehension skills. 2 Learn to use numbers, names, addresses, etc. in their speech correctly. 4. Learn to speak monologically and dialogically on the suggested topic	1. Listen to calls and note down specific information relating to numbers, names, addresses, etc. 2. Perform listening tasks. 3. Work in pairs. 4. Role-play a telephone call.	
Tema 2. Marketing.	Laboratory	1 Develop speaking	Case study Wincote	

Marketing mix and marketing campaigns. Word partnerships. Questions Telephoning exchanging information. Module test 1	y class 10- 2 hours	comprehension skills. 2. Learn to speak dialogically. 3. Learn to analyse the reasons for the underachievement of an outdoor –clothing company key product range. 4. Develop writing skills.	International. 1. Read the background. 2. Analyse the reasons for the underachievement of an outdoor –clothing company key product range. 3. Work in groups and propose corrective action. 4. Write an e-mail.:
Tema 2. Marketing. Marketing mix and marketing campaigns. Word partnerships. Questions Telephoning exchanging information. Module test 1	Laborator y class 11- 2 hours	Review and practice of Units 7-8	Write module test 1
		<b>Module 2</b>	
Tema 1. Making plans. Talking about future plans. Meetings interrupting and clarifying.	Laborator y class 12 hours	1. Develop vocabulary related to planning. 2. Learn the new words by heart.3. Learn to speak monologically and dialogically on the suggested topic. 4. Develop speaking skills.	1. Think about the factors involved in planning various things. 2. Study word partnerships related to planning. 3. Work in pairs. 4. Use the vocabulary related to planning to plan a particular type of events.
Tema 1. Making plans. . Talking about future plans. Meetings interrupting and clarifying.	Laborator y class 13- 2 hours	1 Develop listening and speaking comprehension skills. 2. Develop new vocabulary. 3 Learn to speak monologically and dialogically on the suggested topic..	1. Listen to a business consultant. 2. Perform listening tasks. 3. Work in pairs to discuss the advantages and disadvantages of writing a business plan.
Tema 1. Making plans. Talking about future plans. Meetings interrupting and clarifying.	Laborator y class 14- 2 hours	1. Develop reading comprehension skills. 4. Learn to speak monologically and dialogically on the suggested topic	1. Read the article and perform the reading tasks. 2. Complete the chart. 3. Discuss the questions to plan or not to plan.
Tema 1. Making plans. . Talking about future plans. Meetings interrupting and clarifying.	Laborator y class 15- 2 hours	1 Develop the grammar comprehension skills. 2 Develop new vocabulary. 3 Learn to speak monologically and dialogically on the suggested topic.	1. Language review: Talking about future plans. 2. Perform grammar tasks. 3. Work in pairs.
Tema 1. Making plans. . Talking about future plans. Meetings interrupting and clarifying.	Laborator y class 16- 2 hours	1. Develop listening and speaking comprehension skills. 2. Learn to use expressions for interrupting and clarifying. 3. Learn to speak nologically and dialogically on the suggested topic.	1. Listen to a meeting. 2. Identify expressions for interrupting and clarifying. 3. Use these expressions in a role play. 4. Perform listening tasks.
Tema 1. Making plans. Talking about future plans.	Laborator y class 17- 2 hours	1 Develop speaking comprehension skills. 2. Learn to speak dialogically. 3. Learn to analyse market	Case study European Press and Media Corporation. 1. Read the background. 2. Analyse market research. 3. Work in groups and

Meetings interrupting and clarifying.		research. 4. Develop writing skills	present plans for the first issue. 4. Write an e-mail.:	
Tema 1. Making plans. Talking about future plans. Meetings interrupting and clarifying.	Laboratory class 18- 2 hours	Review and practice of Unit 8-9	Write Test Units 8-9	
Tema 2. Working across cultures. . International conference calls. Agenda of the conference. Module test 2	Laboratory class 19- 2 hours	1 Develop listening and speaking comprehension skills.	1. Listen to extracts from conference calls. 2. Perform listening exercises..	
Tema 2. Working across cultures. . International conference calls. Agenda of the conference. Module test 2	Laboratory class 20- 2 hours	1 Develop listening and speaking comprehension skills.	1. Work in groups. 2. Role play the call. 3. Discuss the agenda of the conference.	
Tema 2. Working across cultures. International conference calls. Agenda of the conference. Module test 2	Laboratory class 21- 2 hours	1 Develop listening and speaking comprehension skills. 2. Develop writing skills.	1. Work in pairs. 2. Write tips on how to participate in International conference calls.	
Tema 2. Working across cultures. International conference calls. Agenda of the conference. Module test 2	Laboratory class 22- 2 hours	Review and practice of Units 7-9 and Working across cultures.	Write the revision C	
Tema 2. Working across cultures. . International conference calls. Agenda of the conference. Module test 2	Laboratory class 23- 2 hours	Review and practice of Units 7- 9 and Working across cultures.	Write module test 2	
<b>Всього за 3 семестр</b>				70
<b>Залік</b>				30
<b>Всього за курс</b>				100
		<b>Semester 4</b>		
		<b>Module 3</b>		
Tema 1 Managing people. The qualities of a good manager. Verbs and prepositions. Reported speech. . Socialising and entertaining.	Laboratory class 24- 2 hours	1. Develop vocabulary related to managing people. 2. Learn the new words by heart. 3. Learn to speak monologically and dialogically on the suggested topic. 4. Develop speaking skills.	1 Discuss the qualities and skills needed by a good manager. 2. Study verbs and prepositions combinations. 3. Work in pairs. 4. Talk about the good or bad qualities of managers.	
Tema 1 Managing people.	Laboratory class	1 Develop listening and speaking comprehension	1. Listen to a management expert. 2. Perform listening	

The qualities of a good manager. Verbs and prepositions. Reported speech. Socialising and entertaining.	25- 2 hours	skills. 2. Develop new vocabulary. 3 Learn to speak monologically and dialogically on the suggested topic.	tasks. 3. Work in pairs to discuss which manager you would like to work for.
Tema 1 Managing people. The qualities of a good manager. Verbs and prepositions. Reported speech. . Socialising and entertaining.	Laboratory class 26- 2 hours	1. Develop reading comprehension skills. 2. Learn to speak monologically and dialogically on the suggested topic	1. Read the article and perform the reading tasks. 2. Work in pairs to discuss the theories of managing people.
Tema 1 Managing people. The qualities of a good manager. Verbs and prepositions. Reported speech. Socialising and entertaining.	Laboratory class 27- 2 hours	1 Develop the grammar comprehension skills. 2 Develop new vocabulary. 3 Learn to write a short e-mail.	1 Language review: Reported speech. 2. Perform grammar tasks. 3. Work in pairs.4. Write a short e- mail.
Tema 1 Managing people. The qualities of a good manager. Verbs and prepositions. Reported speech. Socialising and entertaining.	Laboratory class 28- 2 hours	1. Develop listening and speaking comprehension skills. 2 Learn to speak monologically and dialogically on the suggested topic.	1 Listen to the conversations. 2. Perform listening tasks. 3. Role play the situations.
Tema 1 Managing people. The qualities of a good manager. Verbs and prepositions. Reported speech. Socialising and entertaining.	Laboratory class 29- 2 hours	1 Develop speaking comprehension skills. 2. Learn to speak dialogically.3. Develop writing skills.	Case study: Ashley Cooper Search Agency. . 1. Read the background. 2. Listen to the recordings. 3. Work in groups and individually to consider how to improve staff performance .4. Write a report.
Tema 1 Managing people. The qualities of a good manager. Verbs and prepositions. Reported speech. Socialising and entertaining.	Laboratory class 30-2 hours	Review and practice of Unit10	Write Test Unit 10
Tema 2 Conflict. Negotiating – dealing with conflict. Word-building. Conditionals. Module test 3	Laboratory class 31-2 hours	1. Develop vocabulary related to conflict. 2. Learn the new words by heart.3. Learn to speak monologically and dialogically on the suggested topic. 4. Develop speaking skills.	1. Do the quiz. 2. Study word-building and complete the chart. 3. Work in pairs. 4. Use the vocabulary related to conflict and choose the best and worst qualities for a negotiator.
Tema 2 Conflict. Negotiating – dealing with	Laboratory class 32-2 hours	1 Develop listening and speaking comprehension skills. 2. Develop new	1. Listen to an expert in dispute resolution. 2. Perform listening tasks. 3. Work in pairs to talk

conflict. Building. Conditionals. Module test 3		vocabulary. 3 Learn to speak monologically and dialogically on the suggested topic.	about an example of conflict you have had.
Tema 2 Conflict. Negotiating – dealing with conflict. Word-building. Conditionals. Module test 3	Laboratory class 33 -2 hours	1. Develop reading comprehension skills. 2. Learn to speak monologically and dialogically on the suggested topic	1. Brainstorm sources of conflict at work. 2. Read the article and perform the reading tasks. 2. Work in pairs to discuss the problems of conflict management.
Tema 2 Conflict. Negotiating – dealing with conflict. Word-building. Conditionals. Module test 3	Laboratory class 34 -2 hours	1 Develop the grammar comprehension skills. 2 Develop new vocabulary	1. Language review: Conditionals. 2. Perform grammar tasks. 3. Work in pairs.
Tema 2 Conflict. Negotiating – dealing with conflict. Word-building. Conditionals. Module test 3	Laboratory class 35 -2 hours	1. Develop listening and speaking comprehension skills. 2 Learn to speak monologically and dialogically on the suggested topic.	1 Listen to the conversations. 2. Perform listening tasks. 3. Role play the situations.
Tema 2 Conflict. Negotiating – dealing with conflict. Word-building. Conditionals. Module test 3	Laboratory class 36 -2 hours	1 Develop speaking comprehension skills. 2. Learn to speak dialogically.3. Develop writing skills.	Case study: Herman and Corrie Teas. 1. Read the background. 2. Listen to the recordings. 3. Work in groups and decide whether a company should accept a buy-out offer. 4. Write a letter.
Tema 2 Conflict. Negotiating – dealing with conflict. Word-building. Conditionals. Module test 3	Laboratory class 37 -2 hours	Review and practice of Units 10-11	Write Module Test 3
		<b>Module 4</b>	
Tema 1. Products. Describing products. Presenting a product. Passives.	Laboratory class 38 -2 hours	1. Develop vocabulary related to products. 2. Learn the new words by heart.3. Learn to speak monologically and dialogically on the suggested topic. 4. Develop speaking skills.	1. Describe your favourite products. 2. Complete the chart with adjectives. 3. Work in pairs. 4. Use the vocabulary related to products to describe companies and products.
Tema 1. Products. Describing products. Presenting a product. Passives.	Laboratory class 39 -2 hours	1 Develop listening and speaking comprehension skills. 2. Develop new vocabulary. 3 Learn to speak monologically and dialogically on the suggested topic.	1. Listen to a lifestyle trends expert. 2. Perform listening tasks.
Tema 1. Products. Describing products. Presenting a product. Passives.	Laboratory class 40 -2 hours	1. Develop reading comprehension skills. 2. Learn to speak monologically and dialogically on the suggested topic	1. Read the article and perform the reading tasks. 2. Work in pairs to discuss the launching new products.
Tema 1. Products. Describing	Laboratory class 41	1 Develop the grammar comprehension skills. 2	1. Language review: Passives. 2. Perform grammar tasks. 3.

products. Presenting a product. Passives.	-2 hours	Develop new vocabulary	Work in pairs	
Тема 1. Products. Describing products. Presenting a product. Passives.	Laborator y class 42 -2 hours	1. Develop listening and speaking comprehension skills. 2 Learn to present a product.	1 Listen to a sales manager. 2. Perform listening tasks. 3. Role play the situations.	
Тема 1. Products. Describing products. Presenting a product. Passives.	Laborator y class 43 -2 hours	1 Develop speaking comprehension skills. 2. Learn to speak dialogically.3. Develop writing skills.	Case study: The George Marshall Awards. 1. Read the background. 2. Listen to the recordings. 3. Work in groups and decide which product is the most innovative. 4. Write a short report.	
Тема 1. Products. Describing products. Presenting a product. Passives.	Laborator y class 44-2 hours	1 Develop speaking comprehension skills. 2. Learn to make a presentation.	Present your favourite product.	
Тема 1. Products. Describing products. Presenting a product. Passives.	Laborator y class 45 -2 hours	Review and practice of Unit12	Write Test Unit 12	
<b>Всього за 4 се мєстр</b>				<b>70</b>
<b>Залїк</b>				<b>30</b>
<b>Всього за курс</b>				<b>100</b>

### ПОЛІТИКА ОЦІНЮВАННЯ

<b>Політика щодо дедлайнів та перескладання:</b>	Роботи, які здаються із порушенням термінів без поважних причин, оцінюються на нижчу оцінку. Перескладання модулів відбувається із дозволу лектора за наявності поважних причин (наприклад, лікарняний).
<b>Політика щодо академічної доброчесності:</b>	Списування під час контрольних робіт та екзаменів заборонені (в т.ч. із використанням мобільних девайсів). Курсові роботи, реферати повинні мати коректні текстові посилання на використану літературу
<b>Політика щодо відвідування:</b>	Відвідування занять є обов'язковим. За об'єктивних причин (наприклад, хвороба, міжнародне стажування) навчання може відбуватись індивідуально (в он-лайн формі за погодженням із деканом факультету)

### ШКАЛА ОЦІНЮВАННЯ СТУДЕНТІВ

Рейтинг здобувача вищої освіти, бали	Оцінка національна за результати складання екзаменів заліків	
	екзаменів	заліків
90-100	відмінно	зараховано
74-89	добре	
60-73	задовільно	
0-59	незадовільно	не зараховано