



**СИЛАБУС ДИСЦИПЛІНИ**  
**«Іноземна мова(англійська)»**

Ступінь вищої освіти - Бакалавр

Спеціальність 073 «Менеджмент»

Освітня програма 073 «Менеджмент»

Рік навчання 2024-2025, семестр 1-4

Форма навчання денна (денна, заочна)

Кількість кредитів ЄКТС 11

Мова викладання англійська (українська, англійська, німецька)

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Англійська мова (мен):

Сторінка курсу в eLearn

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

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## ОПИС НАВЧАЛЬНОЇ ДИСЦИПЛІНИ

Навчальна дисципліна “Англійська мова” є обов’язковою компонентою (за вибором університету) циклу загальної підготовки фахівців в галузі управління та адміністрування, яка спрямована на 1) формування вмінь 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.

### Компетентності ОП:

*Інтегральна компетентність* Здатність розв’язувати складні спеціалізовані задачі та практичні проблеми у галузі комп’ютерних наук або у процесі навчання, що передбачає застосування теорій та методів інформаційних технологій і характеризується комплексністю та невизначеністю умов.

*Загальні компетентності*

**ЗК 7.** Здатність спілкуватися іноземною мовою.

**ЗК 8.** Здатність генерувати нові ідеї (креативність).

**ЗК 14.** Здатність працювати у міжнародному контексті/

*Спеціальні (фахові, предметні) компетентності*

**СК 11.** Здатність ефективно й адекватно оперувати загальнолексичними і термінологічними мінімумами.

### Програмні результати навчання (ПРН):

**ПРН 11.** Демонструвати навички аналізу ситуації та здійснення комунікації у різних сферах діяльності організації.

**ПРН 13.** Спілкуватись в усній та письмовій формі державною та іноземною мовами.

## СТРУКТУРА КУРСУ

Тема	Години (лекції/лабораторні, практичні, семінарські)	Результати навчання	Завдання	Оцінювання
Semester 1				
<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 careers.	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
<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 – 2 hours	1. Develop the 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>	Laboratory class	1. Develop the	Case study You Juice.	2 points

<p>Careers telephoning (making contact) Career plan, career moves. Modals 1 (ability, requests and offers)</p>	6- 2 hours	<p>listening comprehension skills.2. Learn to speak monologically and dialogically on the suggested topic. 3 .Learn to write an e-mail.</p>	<p>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.</p>	
<p><b>Theme. 1</b> Careers telephoning (making contact) Career plan, career moves. Modals 1 (ability, requests and offers)</p>	Laboratory class 7- 2 hours	<p>1. Develop speaking and writing skills. 2. Learn to speak on the proposed topics.</p>	<p>1. Review and practice of Unit 1. 2. Speak on the topic Careers .</p>	
<p><b>Theme 2.</b> Companies, talking about companies. Presenting your company. Nonprogressive verbs. Present simple and present continuous</p>	Laboratory class 8- 2 hours	<p>1 Learn to talk about the type of company and the business sector they would like to work in. 2. Develop new vocabulary, learn the new words by heart. 3. Learn to use new vocabulary to describe performance.</p>	<p>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.</p>	
<p><b>Theme 2.</b> Companies, talking about companies. Presenting your company. Nonprogressive verbs. Present simple and present continuous</p>	Laboratory class 9- 2 hours	<p>1 Develop the listening comprehension skills 2. Learn to speak monologically and dialogically on the suggested topic.</p>	<p>1. Listening: successful company 2. Perform the listening tasks and discuss the questions.</p>	
<p><b>Theme 2.</b> Companies, talking about companies. Presenting your company. Nonprogressive verbs. Present simple and present continuous</p>	Laboratory class 10- 2 hours	<p>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.</p>	<p><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..</p>	
<p><b>Theme 2.</b> Companies, talking about companies. Presenting your company. Nonprogressive verbs. Present simple and present continuous</p>	Laboratory class 11- 2 hours	<p>1 Develop the grammar comprehension skills.2. Develop new vocabulary.</p>	<p>1. Language review: Present simple and present continuous 2. Perform the grammar tasks. 3. Complete a job advertisement with the correct tenses.</p>	
<p><b>Theme 2.</b> Companies, talking about companies. Presenting your company. Nonprogressive verbs. Present simple and present continuous</p>	Laboratory class 12- 2 hours	<p>1 .Develop the listening comprehension skills.2. Learn to speak monologically and dialogically on the suggested topic</p>	<p>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.</p>	

		3.Develop new vocabulary		
<b>Theme 2.</b> 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.	
<b>Theme 2.</b> Companies, talking about companies. Presenting your company. Nonprogressive verbs. Present simple and present continuous	Laboratory class 14 - 2 hours	1Learn to make a PowerPoint presentation about your company. 2Develop speaking skills..	M ake a PowerPoint presentation about your company	
<b>Theme 2.</b> 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	
<b>Module 2</b>				
<b>Tema3</b> Selling. Buying and selling; negotiating (reaching agree Modals 2 must, need to, have to, should)	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 dialogically on the suggested topic. 4. Develop speaking skills..	1. Talk about shopping habits and retail shopping. 2. Use new vocabulary in sentences of your own. 3. Perform vocabulary tasks.	
<b>Tema3</b> 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.	
<b>Tema3</b> Selling. Buying and selling; negotiating (reaching agreement) Modals 2 (must, need to, have to, should)	Laboratory class 18 - 2 hour	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.	
<b>Tema3</b> Selling. Buying and selling; negotiating (reaching agreement)	Laboratory class 19 - 2 hour	1 Develop the grammar comprehension skills.2.Develop	1. Language review: Modals 2. 2. Apply modals for obligation, necessity and	

Modals 2 (must, need to, have to, should)		new vocabulary	prohibition in the context of rules for a timeshare holiday accommodation club and in two texts about how to be a good salesperson.	
<b>Tema3</b> 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.	
<b>Tema3</b> 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.	
<b>Tema 3</b> 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	
<b>Tema 4.</b> 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.	
<b>Tema 4.</b> Working across cultures .Cross-cultural communication. Saying no politely .Invitations and requests.	Laboratory class 25 - 2 hours	1. Explain the concept of cross-cultural communication.. 2. .Develop listening and speaking comprehension skills	1 .Discuss what cross –cultural communication is. 2. Listen to cross –cultural communication expert.	
<b>Tema 4.</b> 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.	
<b>Tema 4.</b> 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.	
<b>Tema 4.</b> Working across cultures .Cross-	Laboratory class 28 - 2 hours	1 .Develop listening and speaking	.Role-play the situations how to say “no”politely.	

cultural communication. Saying no politely .Invitations and requests.		comprehension skills		
<b>Тема 4.</b> 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	
<b>Тема 4.</b> 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>Залік</b> <b>Всього за 1 семестр</b> <b>Всього за курс</b>				<b>30</b> <b>70</b> <b>100</b>

## Semester 2

### Module 3

Тема 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.	
Тема 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. 3. Work in groups.	
Тема 1 Great ideas Verb and noun combinations Successful meetings Past simple and past continuous.	Laboratory class 33 - 2 hours	1 Develop the grammar comprehension skills.2.Develop new vocabulary. 3.Learn to use the two tenses in the context of an article about the inventor.	1. Language review: Past 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,	Laboratory 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,	Laboratory 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	Laboratory 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	Laboratory 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	Laboratory 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	Laboratory 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 present perfect. 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	Laboratory 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	Laboratory class 41 - 2 hours	1 .Develop listening and speaking comprehension skills.2. Learn to speak dialogically. 3. Learn to analyse	Case Study: Davies-Miller Advertising. 1. Read the background. 2.Listen to a conversation. 3. Work in groups and analyse and tackle	



		the problems of stress.4. Develop writing skills. .	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. <i>Entertaining</i> 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. <i>Entertaining</i> 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. <i>Entertaining</i> 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. <i>Entertaining</i> Talking about eating and drinking. Corporate entertaining Socializing (greetings and small talk) Multi-word verbs	Laboratory class 47- 2 hours	1. Develop listening and speaking comprehension skills. 2. Learn to speak dialogically. 3. Learn to analyse the different	Case study: Organising a conference. 1. Read the background. 2. Listen to a conversation. 3. Work in groups and analyse the different possible venues for a company conference	

		possible venues for a company conference.4. Develop writing skills.	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. Write a list of dos and donts for someone visiting Korea.3. 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>Залік</b> <b>Всього за 2 семестр</b> <b>Всього за курс</b>				<b>30</b> <b>70</b> <b>100</b>
<b>Semester 3</b>				
<b>Module 5</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	1. Listen to two CEOs talk about new businesses.2. Read two articles about people who started their own business. 3. Give an oral	

		comprehension skills. 4. Learn to speak monologically and dialogically on the suggested topic.	summary of an article. 4. Work in groups. 5. Think about a business they could start as a group.	
Tema 1 New business Economic terms. Time clauses. Dealing with numbers. Beginning a business relationships.	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.	
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 the 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.	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.	

Module test 1				
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, adresses, etc. 2. Perform listening tasks. 3. Work in pairs. 4. Role-play a telephone call.	
Tema 2. Marketing. Marketing mix and marketing campaigns. Word partnerships. Questions Telephoning exchanging information. Module test 1	Laboratory class 10- 2 hours	1 Develop speaking 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.	Case study Wincote 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	Laboratory class 11- 2 hours	Review and practice of Units 7-8	Write module test 1	
<b>Module 6</b>				
Tema 1. Making plans. Talking about future plans. Meetings interrupting and clarifying.	Laboratory 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.	Laboratory 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.	Laboratory 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.	Laboratory class	1 Develop the	1. Language review:	

Talking about future plans. Meetings interrupting and clarifying.	15- 2 hours	grammar comprehension skills.2.Develop new vocabulary. 3 Learn to speak monologically and dialogically on the suggested topic.	Talking about future plans.2. Perform grammar tasks. 3. Work in pairs.	
Tema 1.Making plans. Talking about future plans. Meetings interrupting and clarifying.	Laboratory class 16- 2 hours	1. Develop listening and speaking comprehension skills. 2 .Learn to use expressions for interrupting and clarifying. 3. Learn to speak monologically 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. Meetings interrupting and clarifying.	Laboratory class 17- 2 hours	1 Develop speaking comprehension skills. 2. Learn to speak dialogically. 3. Learn to analyse market research. 4. Develop writing skills	Case study European Press and Media Corporation. 1. Read the background. 2. Analyse market research. 3. Work in groups and 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	
<b>Module 7</b>				
Tema 1Managing people. The qualities of a good manager. Verbs and prepositions. Reported speech. . Socialising and entertaining.	Laboratory class 19- 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 1Managing people. The qualities of a good manager. Verbs and prepositions. Reported speech. . Socialising and entertaining.	Laboratory class 20- 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 management expert. 2. Perform listening tasks. 3. Work in pairs to discuss which manager you would like to work for.	
Tema 1Managing people. The qualities of a good manager. Verbs and prepositions. Reported speech. . Socialising and	Laboratory class 21- 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.	

entertaining.				
Tema 1 Managing people. The qualities of a good manager. Verbs and prepositions. Reported speech. . Socialising and entertaining.	Laboratory class 22- 2 hours	1 Develop the grammar comprehension skills.2.Develop new vocabulary. 3Learn 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 23- 2 hours	1 .Develop listening and speaking comprehension skills. 2 Learn to speak nologically 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 24- 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 25 -2 hours	Review and practice of Unit 10	Write Test Unit 10	
Tema 2. Preparing to do business internationally. Aspects of our culture which are important for business visitors General advice for doing business in other cultures. Module test 4	Laboratory class 26-2 hours	1 Develop listening and speaking comprehension skills. 2. Develop writing skills.	1. Do culture questionnaire. 2. Listen to a talk given by a cross-cultural expert. 3. Perform listening tasks. 4. Work in pairs and groups.5. Prepare a short talk giving some advice for foreign business people coming to your country.	
Tema 2. Preparing to do business internationally. Aspects of our culture which are important for business visitors General advice for doing business in other cultures. Module test 4	Laboratory class 27-2 hours	Review and practice of Units 10-12 and Working across cultures.	Write the revision D	
Tema 2. Preparing to do business internationally. Aspects of our culture	Laboratory class 28-2 hours	Review and practice of Units 10-12 and Working across cultures.	Write module test4	

which are important for business visitors General advice for doing business in other cultures. Module test 4				
Theme 4. Starting up. Vocabulary: Competition idioms	Laboratory class 29 – 2hours	Students look at some sports-related competition expressions and use them in context.	With the whole class, ask if students think they are competitive. Ask them if they consider that they come from a competitive educational background or profession. Treat the ensuing discussion tactfully, of course. Get students to look up the words in a good monolingual dictionary, such as Longman Dictionary of Contemporary English, or a good bilingual one. Get them to tell you something that the dictionary says about each word, e.g. 'compete is followed by with, competition can be countable or uncountable, rival is another word for competitor, etc.'	
Revision lesson	Laboratory class 30 – 2hours			
<b>Semester 4 Module 8</b>				
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 conflict. uilding. Conditionals. Module test 3	Laboratory class 32 -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 an expert in dispute resolution. 2. Perform listening tasks. 3. Work in pairs to talk about an example of conflict you have had.	
Tema 2 Conflict .Negotiating –dealing with conflict. Word-building. Conditionals.	Laboratory class 33 -2 hours	1. Develop reading comprehension skills. 2. Learn to speak monologically and dialogically on	1. Brainstorm sources of conflict at work. 2. Read the article and perform the reading tasks. 2. Work in pairs to discuss the	

Module test 3		the suggested topic	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 1.Products. Describing products. Presenting a product. Passives.	Laboratory class 36-2 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 37 -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 38 -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 products. Presenting a product. Passives.	Laboratory class 39 -2 hours	1 Develop the grammar comprehension skills.2.Develop new vocabulary	1. Language review: Passives. 2. Perform grammar tasks. 3. Work in pairs	
Tema 1.Products. Describing products. Presenting a product. Passives.	Laboratory class 40 -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.	
Tema 1.Products. Describing products. Presenting a product. Passives.	Laboratory class 41 -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.	
Tema 1.Products. Describing products. Presenting a product.	Laboratory class 42-2 hours	1 Develop speaking comprehension skills. 2. Learn to	Present your favourite product.	



Passives.		make a presentation.		
Tema 1.Products. Describing products. Presenting a product. Passives.	Laboratory class 43 -2 hours	Review and practice of Unit 12	Write Test Unit 12	
<b>Module 9</b>				
Theme 4. Listening: The Competition Commission	Laboratory class 44 – 2hours	Rory Taylor, Media Relations Manager for the UK's Competition Commission, talks about its work.	Without pre-empting the first question too much, say that the Competition Commission is an official UK organization that looks at competition between companies.	
Theme 4. Reading: Taking on competitors	Laboratory class 45 – 2hours	Students improve their reading comprehension skills by reading an article and doing some exercises.	Encourage students to do a pre-reading task by answering a question in writing. Ask students to read the extract and do practical assignments concerning the text content.	
Theme 4. Language review: Passives	Laboratory class 46 – 2hours	Students look at passives and practice using them in a series of exercises.	Talk students through the commentary and the examples in the panel.	
Theme 3. Skills: Starting and structuring presentation.	Laboratory class 47 – 2hours	Students look at the language and techniques used for starting and structuring presentations and use techniques in context.	Get students to prepare their presentations.	
Module Test	Laboratory class 48 – 2hours	Revises and reinforces some of the key language, grammar and skills point.		
Tema 2. Preparing to do business internationally. Aspects of our culture which are important for business visitors General advice for doing business in other cultures. Module test 4	Laboratory class 49 -2 hours	1 Develop listening and speaking comprehension skills. 2. Develop writing skills.	1. Do culture questionnaire. 2. Listen to a talk given by a cross-cultural expert. 3. Perform listening tasks. 4. Work in pairs and groups. 5. Prepare a short talk giving some advice for foreign business people coming to your country.	
Tema 2. Preparing to do business internationally. Aspects of our culture which are important for business visitors General advice for doing business in other cultures. Module test 4	Laboratory class 50 -2 hours	Review and practice of Units 10-12 and Working across cultures.	Write the revision D	

Theme 3. Language review: Articles.	Laboratory class 51 – 2hours	Students look at the places where articles are used and, just as important, where they are not.	Tell students to use grammar rules in exercises.	
Theme 3. Skills: Starting and structuring presentation. Module Test	Laboratory class 52 – 2hours	Students look at the language and techniques used for starting and structuring presentations and use techniques in context.	Get students to prepare their presentations.	
<b>Всього за 4 семестр</b>				<b>100</b>
<b>Іспит</b>				<b>30</b>
<b>Всього за курс</b>				<b>70</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 ЗДОБУВАЧА ВИЩОЇ ОСВІТИ

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

## Рекомендовані джерела інформації

### Main published sources:

1. David Cotton, David Falvey, Simon Kent. MarketLeader (3-d Edition) Pre-Intermediate Business English. Coursebook. Pearson Longman, 2019. 170 p.
2. David Cotton, David Falvey, Simon Kent Market Leader (3-d Edition) Pre-Intermediate Business English, Practice File. Pearson Longman, 2019. 115 p.
3. Качмарчик С. Г. Робочий зошит з англійської мови для студентів 1 – 2 курсів спеціальності “Менеджмент” (за підручником Market Leader (Pre-Intermediate)). Київ: ТОВ «ЦП «КОМПРИНТ», 2021. 180 с.
4. Cambridge Assessment English. URL: <https://www.cambridgeenglish.org>
5. BBC News. URL: <https://www.bbc.com/news/uk>
6. America House Kyiv. URL: <http://www.americahousekyiv.org/>
7. English Grammar. URL: <https://www.englishgrammar.org/exercises/>
8. British Council. URL: <http://www.britishcouncil.org.ua/english>
9. The Economist. URL: <http://www.economist.com/>