



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

**Ступінь вищої освіти - Бакалавр**

**Спеціальність 073 «Менеджмент»**

**Освітня програма 073 «Менеджмент»**

**Рік навчання 2023-2024, семестр 1-4**

**Форма навчання денна (денна, заочна)**

**Кількість кредитів ЄКТС 10**

**Мова викладання англійська (українська, англійська, німецька)**

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**Лектор курсу**

**Контактна інформація  
лектора (e-mail)  
Сторінка курсу в eLearn**

**ст. викладач кафедри англійської філології Харчук Н. С**

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**Англійська мова (мен):**

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

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## 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 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* ЗК1. Здатність до абстрактного мислення, аналізу та синтезу. ЗК2. Здатність застосовувати знання у практичних ситуаціях. ЗК3. Знання та розуміння предметної області та розуміння професійної діяльності. ЗК4. Здатність спілкуватися державною мовою як усно, так і письмово. ЗК5. Здатність спілкуватися іноземною мовою. ЗК 6 Здатність спілкуватися державною мовою як усно, так і письмово. ЗК 7 Здатність спілкуватися іноземною мовою. ЗК8. Здатність генерувати нові ідеї (креативність). ЗК9. Здатність працювати в команді. ЗК10. Здатність бути критичним і самокритичним. ЗК11. Здатність приймати обґрунтовані рішення. ЗК12. Здатність оцінювати та забезпечувати якість виконуваних робіт. ЗК13. Здатність діяти на основі етичних міркувань. ЗК 14. Здатність працювати у міжнародному контексті. ЗК15. Здатність зберігати та примножувати моральні, культурні, наукові цінності і досягнення суспільства на основі розуміння історії та закономірностей розвитку предметної області, її місця у загальній системі знань про природу і суспільство та у розвитку суспільства, техніки і технологій, використовувати різні види та форми рухової активності для активного відпочинку та ведення здорового способу життя.

*Спеціальні (фахові, предметні) компетентності* СК 1. Фонетична компетентність – здатність до коректного артикуляційного та інтонаційного оформлення власних висловлювань і розуміння мовлення інших, яка базується на складній і динамічній взаємодії відповідних знань, навичок та мовної свідомості і фонетичної усвідомленості СК 2. Граматична компетентність – здатність організовувати свої думки в речення. Знання граматичних категорій, структур. Здатність використовувати різні граматичні структури для передачі змісту повідомлення. СК 3. Лексична компетентність – здатність використовувати лексику правильно та ефективно, вміти вільно висловлюватись на різні загальні, академічні, професійні теми. Вміння розпізнавати та адекватно використовувати синоніми, антоніми, багатозначні слова в мовленні. СК 4. Мовленнєва компетентність. Здатність висловлюватись вільно і спонтанно не відчуючи браку мовних засобів для вираження думки; ефективно і гнучко використовувати іноземну мову в різноманітних ситуаціях соціального, навчально-академічного та професійного спілкування; розуміти нормативну англійську мову, в т.ч. її ідіоматичні складники в усному спілкуванні та в аудіозаписі на знайомі та незнайомі теми, що відображають особисте, громадське, академічне та професійне життя; розуміти різноманітні складні тексти великого обсягу і зрізними риторичними прийомами аргументації і розкривати імпліцитну інформацію, що міститься у них; знати структуру та чітко і зв’язно висловлювати свої думки в різних типах писемного тексту: особистісного та академічного есе (character sketch, argumentative essay, expository essay), реферування (summary), продемонструвати оволодіння соціокультурними знаннями та уміннями з тем програми та вміти використовувати цю інформацію у спілкуванні та професійній діяльності.

СК 5. Прагматична компетентність включає в себе дискурсивну та функціональну компетентність та знання особливостей побудови текстів (text design). Дискурсивна компетенція полягає в здатності організовувати висловлювання в структуровані, семантично та лексично пов'язані відрізки мовлення із врахуванням таких компонентів, як тематична організація, когезія та когерентність, логічна побудова, вибір відповідного стилю та реєстру мовлення, риторичної ефективності. Здатність до гнучкості мислення та сприйняття інформації. Здатність розпізнавати та створювати різні типи усних текстів (описи, наративи тощо) та письмових текстів (неофіційні та офіційні листи, есе). СК 6. Здатність до інтелектуального, культурного, морального, фізичного і професійного саморозвитку та самовдосконалення. СК 7. Психолінгвістична готовність (включаючи вмотивованість) до англомовної навчальної діяльності. СК 8. Здатність до міжкультурної письмової та усної комунікації рідною та іноземною мовами у професійній сфері. СК 9. Готовність до роботи в іншомовному середовищі. СК 10. Здатність застосовувати мовний матеріал (лінгвістичні, соціолінгвістичні, дискурсивні, прагматичні знання) та оволодівати різними видами мовленнєвої діяльності (комунікативними вміннями у читанні, аудіюванні, нормованого відтворення усного та писемного мовлення, а також перекладу неспеціалізованих і професійно орієнтованих текстів у межах сфер і ситуацій, типових для даної спеціальності); СК 11. Здатність ефективно й адекватно оперувати загальнолексичними і термінологічними мінімумами. СК 11. Здатність створювати та організовувати ефективні комунікації в процесі управління. СК16. Здатність виявляти та аналізувати нові ринкові можливості, включаючи міжнародне бізнес-

### **Програмні результати навчання (ПРН):**

- ПРН1. Знати базову професійно-орієнтовану лексику (обсяг не менше 4000 лексичних одиниць). Ефективно застосовувати словниковий запас загальнонавчальної, загальнонаукової, загально професійної та спеціальної лексики.
- ПРН2. Володіти основами ділової мови за фахом.
- ПРН3. Знати та використовувати основні структури і функції мови, необхідні для усних і письмових форм професійного спілкування іноземною мовою в повсякденних ситуаціях.
- ПРН4. Читати професійно спрямовані тексти з максимальним вилученням необхідної інформації з прочитаного.
- ПРН5. Говорити на теми повсякденної тематики в ситуаціях, пов'язаних з професійною діяльністю.
- ПРН6. Писати ділові листи, електронні повідомлення, заповнювати документи, пов'язані з професією.
- ПРН 7 Спілкуватись в усній та письмовій формі державною та іноземною мовами.
- ПРН 8 Демонструвати здатність виявляти перспективи розвитку підприємства, розробляти проекти, організовувати управління бізнес процесами на основі аналізу ринкових можливостей та міжнародного бізнес середовища.

### **СТРУКТУРА КУРСУ**

Тема	Години (лекції/лабораторні, практичні, семінарські)	Результати навчання	Завдання	Оцінювання
<b>Semester 1</b>				
<b>Module 1</b>				
<b>Theme 1.</b> Careers telephoning (making contact).	Laboratory class 1 – 2 hours Career	1.Talk about their level of ambition and what makes for	1. Warming up. Give information about peopel s jobs and English	2 points

plan, career moves. Modals 1 (ability, requests and offers)		a successful career 2. 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.	–learning needs 2. Vocabulary. Use career-related vocabulary in their own sentences	
<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 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	Laboratory class 7- 2 hours	1. Develop speaking and writing	1. Review and practice of Unit 1. 2. Speak on the	

making contact) Career plan, career moves. Modals 1 (ability, requests and offers		skills. 2. Learn to speak on the proposed topics.	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 in. 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 verbs. Present simple and present continuous	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.	
<b>Theme 2.</b> 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..	
<b>Theme 2.</b> 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.	
<b>Theme 2.</b> 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.	
<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	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.	

		propose a strategy for revival and growth. 4. Develop writing skills.		
<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>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) Modals 2 (must, need to, have to, should)	Laboratory class 19- 2 hour	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 accomodation 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	Laboratory class 20- 2 hours	1 .Develop listening and speaking comprehension skills.2. Learn to	1 .Discuss tips for successfu l negotiating. 2 Listen to a negotiation. 3. Role-play negotiation.	

to, have to, should		<p>3. Develop new vocabulary</p> <p>1. Develop the listening comprehension skills.</p> <p>2. Learn to speak monologically and dialogically on the suggested topic.</p> <p>3. Learn to write a letter.</p>		
<p><b>Tema3</b> Selling. Buying and selling; negotiating (reaching agreement)</p> <p>Modals 2 (must, need to, have to, should)</p>	Laboratory class 21 - 2 hours	<p>1. Develop the listening comprehension skills.</p> <p>2. Learn to speak monologically and dialogically on the suggested topic.</p> <p>3. Learn to write a letter.</p>	<p>Case study: A partnership agreement</p> <p>1. Read the background.</p> <p>2. Listen to a conversation.</p> <p>3. Role-play negotiations between the two companies.</p> <p>4. Write a letter.</p>	
<p><b>Tema 3</b> Selling. Buying and selling; negotiating (reaching agreement)</p> <p>Modals 2 (must, need to, have to, should)</p>	Laboratory class 22 - 2 hours	<p>1. Develop speaking and writing skills.</p> <p>2. Learn to speak on the proposed topics.</p>	<p>1. Review and practice of Unit 3.</p> <p>2. Speak on the topic Selling on line</p>	
<p><b>Tema 4.</b> Working across cultures .Cross-cultural communication. Saying no politely .Invitations and requests.</p>	Laboratory class 24 - 2 hours	<p>1. Explain the concept of cultural awareness.</p> <p>2. Develop listening and speaking comprehension skills.</p>	<p>1. Discuss what cultural awareness is.</p> <p>2. Listen to cross-cultural communication expert.</p>	
<p><b>Tema 4.</b> Working across cultures .Cross-cultural communication. Saying no politely .Invitations and requests.</p>	Laboratory class 25 - 2 hours	<p>1. Explain the concept of cross-cultural communication.</p> <p>2. Develop listening and speaking comprehension skills</p>	<p>1. Discuss what cross-cultural communication is.</p> <p>2. Listen to cross-cultural communication expert.</p>	
<p><b>Tema 4.</b> Working across cultures .Cross-cultural communication. Saying no politely .Invitations and requests.</p>	Laboratory class 26 - 2 hours	<p>1. Develop listening and speaking comprehension skills</p>	<p>1. Discuss how to say "no" politely in different cultures.</p> <p>2. Listen to cross-cultural communication expert.</p>	
<p><b>Tema 4.</b> Working across cultures .Cross-cultural communication. Saying no politely .Invitations and requests.</p>	Laboratory class 27 - 2 hours	<p>1. Develop listening and speaking comprehension skills</p>	<p>1. Listen to cross-cultural communication expert.</p> <p>2. Role-play the situations.</p>	
<p><b>Tema 4.</b> Working across cultures .Cross-cultural communication. Saying no politely .Invitations and requests.</p>	Laboratory class 28 - 2 hours	<p>1. Develop listening and speaking comprehension skills</p>	<p>Role-play the situations how to say "no" politely.</p>	
<p><b>Tema 4.</b> Working across cultures .Cross-cultural communication. Saying no politely .Invitations and</p>	Laboratory class 29 - 2 hours	<p>Review and practice of Units 1-3 and Working across cultures</p>	<p>Write the revision A</p>	

requests.				
<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>30</b>
<b>Всього за 1 семестр</b>				<b>70</b>
<b>Всього за курс</b>				<b>100</b>

## Semester 2

### Module 3

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. 3. Work in groups.	
Tema 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 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 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	Laboratory class 43 - 2 hours	1. Develop vocabulary related to eating and drinking. 2. Learn	1. Discuss different options for entertaining businesspeople. 2. Study eating and drinking	

Socializing (greetings and small talk) Multi-word verbs		the new words by related vocabulary. 3. heart.3. Learn to Describe a typical dish speak monologically from Ukraine to a foreign and dialogically on visitor.4.Work in pairs. the suggested topic. 4. Develop speaking skills.	
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. 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 possible venues for a company conference.4. Develop writing skills.	Case study: Organising a conference. 1. Read the background. 2 .Listen to a conversation. 3 Work in the different groups and analyse the different possible venues for a company conference and choose the most suitable one.4. Write an e-mail.
Tema 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
Tema 2. Doing business internationally.	Laboratory class 49- 2 hours	1 .Develop listening and speaking	1. Do the quiz in pairs .2. Listen to the recording. 3 Discuss the problems of

Business cultures.		comprehension skills.	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>30</b>
<b>Всього за 2 семестр</b>				<b>70</b>
<b>Всього за курс</b>				<b>100</b>

### Semester 3

#### Module I

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. 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.	
Тема 1 New business Economic terms. Time	Laboratory class 4- 2 hours	1 .Develop listening and speaking	1. Practise using numbers, fractions,	

clauses. Dealing with numbers. Beginning a business relationships.		comprehension skills. 2 Learn to use figures in their speech correctly. 4. Learn to speak monologically and dialogically on the suggested topic.	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. Marketing mix and marketing campaigns.	Laboratory class 10- 2 hours	1 Develop speaking comprehension	Case study Wincote International. 1. Read the background. 2. Analyse	

Word partnerships. Questions Telephoning exchanging information. Module test 1		skills. 2. Learn to speak dialogically. 3. Learn to analyse the reasons for the underachievement of an outdoor clothing company key product range. 3. Work in groups of an outdoor clothing company and propose corrective action. 4. Write an e-mail. 4. Develop writing skills.	the reasons for the underachievement of an outdoor clothing company key product range. 3. Work in groups of an outdoor clothing company 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 2</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. Talking about future plans. Meetings interrupting and clarifying.	Laboratory 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	Laboratory class 16- 2 hours	1. Develop listening and speaking comprehension skills. 2 .Learn to use expressions for	1 .Listen to a meeting. 2. Identify expressions for interrupting and clarifying. 3. Use these expressions in a role play.	

clarifying.		interrupting and clarifying. 3. Learn to speak monologically and dialogically on the suggested topic.	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 3</b>				
Tema 1 Managing 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 1 Managing 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 1 Managing people. The qualities of a good manager. Verbs and prepositions. Reported speech. . Socialising and entertaining.	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.	
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. 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.	Laboratory class 23- 2 hours	1. Develop listening and speaking	1 Listen to the conversations. 2. Perform	

The qualities of a good manager. Verbs and prepositions. Reported speech. . Socialising and entertaining.		comprehension skills. 2 Learn to speak monologically and dialogically on the suggested topic.	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 Conflict . Negotiating –dealing with conflict. Word-building. Conditionals. Module test 3	Laboratory class 26 -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 27 -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. Module test 3	Laboratory class 28 -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 29 -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	Laboratory class 30 -2 hours	1. Develop listening and speaking	1 Listen to the conversations. 2. Perform	

with conflict. Word-building. Conditionals. Module test 3		comprehension skills. 2 Learn to speak monologically and dialogically on the suggested topic.	listening tasks. 3. Role play the situations.	
<b>Module 4</b>				
Tema 1.Products. Describing products. Presenting a product. Passives.	Laboratory class 31-2 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 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 a lifestyle trends expert. 2. Perform listening tasks.	
Tema 1.Products. Describing products. Presenting a product. Passives.	Laboratory class 33-2 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 34-2 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 35-2 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 36-2 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. Passives.	Laboratory class 37-2 hours	1 Develop speaking comprehension skills. 2. Learn to make a presentation.	Present your favourite product.	
Tema 1.Products. Describing products. Presenting a product. Passives.	Laboratory class 38-2 hours	Review and practice of Unit 12	Write Test Unit 12	
Tema 2. Preparing to	Laboratory class 39	1 Develop listening	1. Do culture	



do business internationally. Aspects of our culture which are important for business visitors General advice for doing business in other cultures. Module test 4	-2 hours	and speaking comprehension skills. 2. Develop writing skills.	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 40 -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 which are important for business visitors General advice for doing business in other cultures. Module test 4	Laboratory class 41 -2 hours	Review and practice of Units 10-12 and Working across cultures.	Write module test4	
Theme 4. Starting up. Vocabulary: Competition idioms	Laboratory class 42 – 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.'	
Theme 4. Listening: The Competition Commission	Laboratory class 43 – 2hours	Rory Taylor, Media Relations Manager for the UK's Competition Commission, talks	Without pre-empting the first question too much, say that the Competition Commission is an official UK organization	

		about its work.	that looks at competition between companies.	
Theme 4. Reading: Taking on competitors	Laboratory class 44 – 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 45 – 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.	
<b>Всього за 3 семестр</b>				<b>70</b>
<b>Залік</b>				<b>30</b>
<b>Всього за курс</b>				<b>100</b>
<b>Semester 4</b>				
Theme 1. Brands. Starting up. Vocabulary: word partnerships	Laboratory class 1 – 2hours	Students look at word partnerships.	Tell students to tell about brands they know. Get students to focus on the subject of this lesson by doing some practical assignments.	
Theme 1. Listening: Successful brands.	Laboratory class 2 – 2hours	Students listen to an expert, who sells expertise and advice in particular areas.	Tell students to read the notes and remind them that these are summaries, i.e. that they will not hear these exact words in the recording. Encourage students to think about the points raised by Chris Cleaver, as well as contributing their own ideas. Circulate, monitor and assist. Note good uses of language, and also weak points that need further practice.	
Theme 1. Language review: Present simple and present continuous.	Laboratory class 3 – 2hours	Students look at differences between these two tenses	Students should revise and consolidate their knowledge.	
Theme 1. Taking part in meetings. Case study.	Laboratory class 4 – 2hours	Students listen to a meeting where there is a difference of opinion.	Students learn key language for participating in meetings.	
Theme 2. Organization. Different types of organization.	Laboratory class 5 – 2hours	Students learn key vocabulary used in talking about companies and the ways they are organised	Students speak about an organization they know.	
Theme 2. Company structure. A	Laboratory class 6 – 2	Students read about the benefits of	Read the text. Answer the questions.	

successful organization. Reading.	hours	working for Google and think about whether other organizations could be modeled on it.		
Theme 2. Language review: Noun combinations.	Laboratory class 7 – 2hours	Students look at this key language feature and develop their knowledge through a variety of exercises.	Students give answers and do a role play.	
Theme 2. Listening: Analyzing company organization.	Laboratory class 8 – 2hours	Students listen to a management consultant who advises companies on how they should be organized.	Students speak on the topic: which company their prefer to work for.	
Theme 2. Skills. Socializing: Introductions and networking.	Laboratory class 9 – 2hours	Students look at the language of networking and have the chance to apply in themselves.	Explain the situation and get students to look through the different conversation types.	
Theme 3. Advertising. Starting up.	Laboratory class 10 – 2hours	Students look at some advertisements, say which ones they like and why.	Students look at some advertising-related vocabulary and use it in context.	
Theme 3. A new kind of campaign. Reading.	Laboratory class 11 – 2hours	Students read about an attention-grabbing advertising.	Praise strong language points and work on half a dozen that need more attention.	
Theme 3. Listening. How advertising works.	Laboratory class 12 – 2hours	Students listen to an advertising executive talk about what makes a good campaign.	Whole-class discussion.	
Theme 3. Language review: Articles.	Laboratory class 13 – 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.	Laboratory class 14 – 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 15 – 2hours	Revises and reinforces some of the key language, grammar and skills point.		
<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 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

## Рекомендована література

### 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.

### Internet-sources:

1. Cambridge Assessment English – <https://www.cambridgeenglish.org>
2. BBC News – <https://www.bbc.com/news/uk>
3. America House Kyiv – <http://www.americahousekyiv.org/>
4. Ted Talks - <https://www.youtube.com/user/TEDxTalks?hl=ru>
5. English Grammar - <https://www.englishgrammar.org/exercises/>
6. British Council - <http://www.britishcouncil.org.ua/english>
7. The Economist – <http://www.economist.com/>