



**PROGRAMMA CONSUNTIVO DOCENTE**  
**Anno scolastico 2017/2018**

Classe	5B AFM
Disciplina	Inglese
Docente	Maria Elena Monti
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**MODULI DIDATTICI**

Dal testo in adozione: M. Teresa Ciaffaroni, “ Mind Your Business “, Zanichelli.

**BUSINESS COMMUNICATION**

The business transaction: stages (fotocopia)

**Module C**

**Unit 5: Getting info**

Enquiries and Reply to enquiries: definizioni.

**Unit 6: Getting stuff**

Dialogue p.46, Offers p.47(definizione), Offers by e-mail p. 48,  
Orders(definizione) p.50, Orders by e-mail p.52.

**Module D**

**Unit 7: Tracking things**

Dialogue p.56, Complaints and adjustments p.57(definizioni), Complaints by  
e-mail pp.59-  
60.

**Unit 8: Paying for things**

Dialogue p.64, Reminders p.65(definition), First Reminder by e-mail p.67,  
Second reminder by e-mail p.70.

**BUSINESS THEORY**

**Module F**

**Unit 12: Brand new**

Internet marketing e Digital marketing p.106.



## Module G

Payments: methods of payment in foreign trade (fotocopia).

## Module H

### Unit 16: Making things

Documentation pp. 156-7: Freight forwarding, Paperwork and documentation: invoice, CMR, Sea waybill and bill of lading, CIM. Incoterms p.158 (+ fotocopia).

## BUSINESS ENVIRONMENT

## Module I

### Unit 18: Going global

International issues p.173, How businesses are affected by international competitors p.174, International organizations pp.174-5.

## Module J

### Unit 19: Politics matters

The UK political system p.188.

A parliamentary democracy p.189.

Government p.190.

Brexit: All you need to know about the UK leaving the EU (fotocopia), Brexit divorce bill (fotocopia).

Ireland: Historical background, Violence in the troubles (fotocopia).

Michael Collins (film).

Bloody Sunday (film).

### Unit 20: Our common home, isn't it?

The European exchange programme for Entrepreneurs p.195.

Erasmus + Programme (fotocopia).

EU key facts p.196.

EU treaties p.200.

## Module K

### Unit 21: Fair and square!

Fair trade p.214, Fair Trade Day (fotocopia),

DA BREAKING NEWS ENGLISH LESSONS <http://www.breakingnewsenglish.com/>

- Plastic-eating worm could remove the world's waste.

- Household items as bad as cars for pollution.

-American woman wakes up with British accent.

-Mysterious space object could be monitoring us

-Trump says Jerusalem is Israel's capital city

- Facebook apologizes after data breach
- Calls for everyone in England to speak English.