



PROGRAMMA CONSUNTIVO DOCENTE
Anno scolastico 2017/2018

Classe	5C AFM
Disciplina	Inglese
Docente	Maria Elena Monti
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MODULI DIDATTICI

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

SEO (video) p.105.

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 (fotocopie).

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

- Calls for everyone in England to speak English.