

**КИЇВСЬКИЙ НАЦІОНАЛЬНИЙ ТОРГОВЕЛЬНО-ЕКОНОМІЧНИЙ
УНІВЕРСИТЕТ**
СИСТЕМА УПРАВЛІННЯ ЯКІСТЮ
Система забезпечення якості освітньої діяльності та якості вищої освіти
сертифікована на відповідність ДСТУ ISO 9001:2015 / ISO 9001:2015
Кафедра сучасних європейських мов



ІНОЗЕМНА МОВА
ЗА ПРОФЕСІЙНИМ СПРЯМУВАННЯМ
(АНГЛІЙСЬКА) /
FOREIGN LANGUAGE FOR SPECIFIC PURPOSES
(ENGLISH)

РОБОЧА ПРОГРАМА /
COURSE OUTLINE

освітній ступінь	молодший бакалавр / junior bachelor
галузь знань	07 Управління та адміністрування / Management and Administration
спеціальність	072 Фінанси, банківська справа та страхування / Finance, Banking and Insurance

Київ 2020

**Розповсюдження і тиражування без офіційного дозволу КНТЕУ
заборонено**

Автор: Є.В. Рудешко, старший викладач кафедри сучасних європейських мов КНТЕУ.

Робочу програму розглянуто і затверджено на засіданні кафедри сучасних європейських мов 30 червня 2020 р., протокол № 19

Рецензенти: О.Б. Януш, завідувач кафедри сучасних європейських мов КНТЕУ, кандидат філологічних наук, доцент;
А.В. Василенко, доцент кафедри фінансів КНТЕУ, кандидат економічних наук.

**ІНОЗЕМНА МОВА
ЗА ПРОФЕСІЙНИМ СПРЯМУВАННЯМ
(АНГЛІЙСЬКА)/
FOREIGN LANGUAGE FOR SPECIFIC PURPOSES
(ENGLISH)**

**РОБОЧА ПРОГРАМА /
COURSE OUTLINE**

освітній ступінь	молодший бакалавр / junior bachelor
галузь знань	07 Управління та адміністрування / Management and Administration
спеціальність	072 Фінанси, банківська справа та страхування / Finance, Banking and Insurance

І. СТРУКТУРА ДИСЦИПЛІНИ ТА РОЗПОДІЛ ГОДИН ЗА ТЕМАМИ (ТЕМАТИЧНИЙ ПЛАН)

Назва теми	Кількість годин			Форми контролю
	Усього годин/ кредитів	з них		
		практичні заняття / МК	самостійна робота студентів	
1	2	3	4	5
І курс І семестр				
Тематичний модуль 1. Бізнес та комерційні організації				
Тема 1. Business Organization	14	4	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 2. Business Organization and the Economy	16	4	12	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 3. Ownership	14	4	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 4. Business Relationship	14	4	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 5. Companies' Restructuring	14	4	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 6. Organizational Structure	18	6	12	ФО, ТА, ТЧ, ЗПУМ, ЗППМ, КР
Тематичний модуль 2. Організація та персонал				
1	2	3	4	5
Тема 1. Employment	14	4	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 2. Human Resources: the People	14	4	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 3. Recruitment Procedure	14	4	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 4. Interviewing	16	6	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 5. Executive Pay	16	6	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 6. Leaving a job	16	6	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ, МКР
Разом за семестр	180/6	56	124	
Підсумковий контроль				Екзамен

І курс II семестр				
Тематичний модуль 3. Продукт, ринок та ринкові відносини				
1	2	3	4	5
Тема 1. Customers, Consumers and Clients	16	6	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 2. Markets and Market Orientation	16	6	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 3. Products, Goods and Services	20	8	12	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 4. Marketing	16	6	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 5. Advertising	16	6	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ, КР
Тематичний модуль 4. Фінанси та бізнес				
1	2	3	4	5
Тема 1. Costs, Assets and Liabilities	16	6	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 2. Raising Finance	16	6	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 3. Financial Centers	16	6	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 4. Investments	16	6	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 5. Financial Statements	16	6	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 6. Bankruptcy	16	6	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ, МКР
Разом за семестр	180/6	68	112	
Підсумковий контроль				Екзамен
II курс III семестр				
Тематичний модуль 5. Облік і аудит				
1	2	3	4	5
Тема 1. The Field of Accounting	14	4	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 2. Budgeting	16	4	12	ФО, ТА, ТЧ, ЗПУМ, ЗППМ

Тема 3. Auditing	14	4	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ, КР
Тематичний модуль 6. Гроші та банківська діяльність				
1	2	3	4	5
Тема 1. Money and its Functions	14	4	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 2. Types of Banks	16	4	12	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 3. Banking Services	14	4	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 4. The Euro	14	4	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ, КР
Тематичний модуль 7. Міжнародний бізнес				
1	2	3	4	5
Тема 1. International Trade	16	6	10	ФО,, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 2. Export and Import	14	4	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 3. World Trade Organization	16	6	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 4. Globalization and the Economic Policy	16	6	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 5. Business Across Cultures	16	6	10	ФО, ТА, ТЧ, ЗПУМ, ЗППМ, МКР
Разом за семестр	180/6	56	124	
Підсумковий контроль				Екзамен

II курс IV семестр				
Тематичний модуль 8. Гроші, банки та їхні функції				
1	2	3	4	5
Тема 1. Characteristics of Money	5	4	1	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 2. Central and Commercial Banks	5	4	1	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 3. Lending	7	6	1	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 4. Credit	5	4	1	ФО, ТА, ТЧ, ЗПУМ, ЗППМ КР
Тематичний модуль 9. Фінансовий менеджмент				
Тема 1. Finance	8	6	2	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 2. Financial Plan	6	4	2	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 3. Firm's Finances	8	6	2	ФО,, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 4. Sources of Funds	8	6	2	ФО,, ТА, ТЧ, ЗПУМ, ЗППМ, КР
Тематичний модуль 10. Бухгалтерський облік, аудит, оподаткування та страхування				
Тема 1. Accounting Profession	5	4	1	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 2. Auditing	6	4	2	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 3. Record-Keeping and Accounting Equation	5	4	1	ФО, ТА, ТЧ, ЗПУМ, ЗППМ

Тема 4. Double-Entry Accounting	5	4	1	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 5. Basic Financial Statements	6	4	2	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 6. Taxes and Taxation	5	4	1	ФО, ТА, ТЧ, ЗПУМ, ЗППМ
Тема 7. Insurance	6	4	2	ФО,, ТА, ТЧ, ЗПУМ, ЗППМ, МКР
Разом за семестр	90/3	68	22	
Підсумковий контроль				Екзамен

ФО – фронтальне опитування

ТА – тести з аудіювання

ЗПУМ – завдання для перевірки усного мовлення

ТЧ– тести з читання

ЗППМ – завдання для перевірки писемного мовлення

КР – контрольна робота

МКР – модульна контрольна робота

II. ТЕМАТИКА ТА ЗМІСТ ПРАКТИЧНИХ ЗАНЯТЬ, САМОСТІЙНОЇ РОБОТИ СТУДЕНТІВ

Результати навчання	Навчальна діяльність	Робочий час студента, години
I курс I-й семестр		
MODULE 1: “BUSINESS AND BUSINESSES”		
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та	Lesson 1 Topic: “Business Organization” In-class activity Warming-up:	

<p>фразеологічні конструкції.</p> <ul style="list-style-type: none"> • Вміст: використовува ти в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up:</p> <ul style="list-style-type: none"> • topical speaking (<i>in pairs</i>) about <i>business organizations: a firm, a company, a business, an enterprise.</i> <p>Comprehension Reading: “Business Organizations”</p> <ul style="list-style-type: none"> • guessing the contextual meaning of the unknown words and expressions from the text • understanding the specific information provided in the text. <p>Vocabulary:</p> <ul style="list-style-type: none"> • terms to remember from “Business Organizations” • using the key vocabulary for rendering the topic about companies and their performance • selecting between the synonyms. <p>Grammar Revision: The Present Simple and Present Continuous Tenses:</p> <ul style="list-style-type: none"> • improving usage of the grammar rules • the tenses compared and contrasted • dealing with grammar tasks on the Present Simple and Present Continuous. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 12, 15</i> <i>Internet: 16</i></p>	<p>2 hours</p>
---	--	----------------

	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • <i>economy/economical/economics/economic</i> • <i>to branch out (into)</i> • <i>business idioms.</i> <p>Speaking: Developing skills through a variety of tasks</p> <ul style="list-style-type: none"> • giving full answers to the questions about economic system using relevant vocabulary • making comparison • supporting a view with reasons • giving details. <p>Grammar Review: Present Simple and Present Continuous</p> <ul style="list-style-type: none"> • the tenses are compared and contrasted <p>developing knowledge through a variety of exercises.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 12, 15</i> <i>Internet: 16</i></p>	5 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному 	<p style="text-align: center;">Lesson 2</p> <p style="text-align: center;">Topic: “Different Business Organizations”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up:</p> <ul style="list-style-type: none"> • home assignment revision • topical speaking (in pairs) about 	2 hours

<p>мовленні і лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p>“Business Organizations”.</p> <p>Comprehension Speaking:</p> <ul style="list-style-type: none"> • about different business organizations (in groups of three) • about a small or a big business (in pairs) • giving reasons and details in terms of starting one’s own business • discussion of the idea of the proverb “Everybody’s business is nobody’s business”. <p>Vocabulary:</p> <ul style="list-style-type: none"> • revision of the terms to learn better the topic “Business Organizations” • comprehension of the confusing words’ meaning: economic – economical, economics – economy • business idioms. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 12, 15</i> <i>Internet: 16</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • learning through a variety of exercises the meaning of the new words and word-combinations. <p>Comprehension Speaking:</p> <ul style="list-style-type: none"> • improving the students’ knowledge level, through a variety of tasks, to better learn and render the topic “Business organizations” • giving full answers to the questions about the economic system, using the relevant 	<p>5 hours</p>

	<p>vocabulary</p> <ul style="list-style-type: none"> • making comparisons • supporting one’s view with one’s reasons • giving details. <p>Grammar Revision: The Present Simple and the Present Continuous Tenses improving usage of the grammar rules</p> <ul style="list-style-type: none"> • the tenses compared and contrasted <p>dealing with grammar tasks on the Present Simple and Present Continuous.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 12, 15</i> <i>Internet: 16</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 3</p> <p style="text-align: center;">Topic 3 “Business Organization and the Economy”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up:</p> <ul style="list-style-type: none"> • home assignment revision • topical speaking about “Business Organization and the Economy”. <p>Comprehension Reading: “Business Organization and the Economy”:</p> <ul style="list-style-type: none"> • reading for obtaining specific information about the types of companies and the business sectors they are in 	2 hours

	<ul style="list-style-type: none"> • guessing the meaning of the unknown words and expressions on a base of the textual context • giving reasons and details in terms of business organization • expressing one's own opinion of the meaning of the unknown words. <p>Vocabulary:</p> <ul style="list-style-type: none"> • terms to learn better the topic “Business Organization and the Economy”: • using the key vocabulary for rendering <i>(in pairs)</i> different economic sectors the companies are in • usage of prepositions • <i>to find vs. to found; to sell off.</i> <p>Grammar Revision: The Past Simple and Past Continuous Tenses:</p> <ul style="list-style-type: none"> • usage the grammar rules • using the grammar rules • improving one’s grammar skills through a variety of tasks. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 13, 14</i> <i>Internet: 18</i></p>	
	<p style="text-align: center;">Further work</p> <p>Speaking 1</p> <ul style="list-style-type: none"> • giving full answers to the questions about principles of business classifications • making comparisons • supporting a view with reasons • giving details. <p>Speaking 2</p>	

	<ul style="list-style-type: none"> • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons • understanding the meaning of idioms. <p>Grammar Review Past Simple and Past Continuous</p> <ul style="list-style-type: none"> • the tenses are compared and contrasted • developing knowledge through a variety of exercises. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 13, 14</i> <i>Internet: 18</i></p>	6 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 4</p> <p style="text-align: center;">Topic: “Business Organization and the Ukrainian Economy”.</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up:</p> <ul style="list-style-type: none"> • home assignment revision • topical speaking (in pairs) about “Business Organization and the Ukrainian Economy” • giving reasons. <p>Comprehension Speaking:</p> <ul style="list-style-type: none"> • about the business advantages and disadvantages in one sector: 	2 hours

	<p>public or private (in pairs)</p> <ul style="list-style-type: none"> • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons • comprehension of idiomatic meanings • comment on the proverb: “In giving a man receive more, than he gives”. <p>Vocabulary: Rendering the text “Business Organization and the Ukrainian Economy”</p> <ul style="list-style-type: none"> • improving the students’ knowledge level through a variety of exercises • explanation of differences in the meaning: the manufacturing sector vs. a service sector; a private sector vs. a public sector; nationalization vs. privatization. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 13, 14</i> <i>Internet: 18</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • improving the students’ knowledge level through a variety of exercises • usage of idioms and set phrases. <p>Grammar Revision:</p> <ul style="list-style-type: none"> • drilling the grammar skills in using the Present Simple and the Present Continuous, the Past 	6 hours

	<ul style="list-style-type: none"> • guessing the meaning of the unknown words and expressions from the text • explanation of the meaning of the new words on a base of the textual context. <p>Vocabulary:</p> <ul style="list-style-type: none"> • terms to learn better the topic “Ownership” • improving the key vocabulary for rendering the ways of managing businesses • usage of prepositions • consideration of pairs of words with a similar meaning: <i>a debt vs. a liability / a firm vs. a partnership / a franchise vs. a sole trader.</i> <p>Grammar Revision: The Present Perfect Tense</p> <ul style="list-style-type: none"> • using the Past Perfect Tense • developing grammar skills in using the Past Perfect; • the time-indicating words and expressions for using the Past Perfect. <p>Sources: <i>Main:1</i> <i>Additional: 7, 10, 12, 14</i> <i>Internet: 19</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary</p> <ul style="list-style-type: none"> • use of prepositions • <i>to find or to found / debt or liability / firm or partnership / a franchise / a sole trader</i> • <i>to sell of.</i> 	

	<p>Speaking</p> <ul style="list-style-type: none"> • giving full answers to the questions about principles of business classification • making comparison • supporting a view with reasons • giving details. <p>Grammar Review Present Perfect Simple</p> <ul style="list-style-type: none"> • the tense is compared and contrasted • developing knowledge through a variety of exercises. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 12, 14</i> <i>Internet: 19</i></p>	5 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 6 In-class activity Topic: “Public Limited Companies”</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up:</p> <ul style="list-style-type: none"> • home assignment revision • topical speaking about “Ownership”. <p>Comprehension Speaking (in pairs): “Ownership”</p> <ul style="list-style-type: none"> • supporting one’s view with one’s reasons, if it is better to work in: 	2 hours

	<p><i>a sole proprietorship, a partnership, a private limited company, a public limited company</i></p> <ul style="list-style-type: none"> • topical speaking (<i>in groups of three</i>), improving the students' vocabulary knowledge through rendering the advantages and disadvantages of working in a private or a state-owned (<i>public</i>) company • expressing one's own ideas and arguments to encourage people to start a business. <p><i>Vocabulary Revision:</i></p> <ul style="list-style-type: none"> • improving the key vocabulary through a variety of exercises • using idioms and /or set phrases • drilling terms to learn better the topic "Ownership". <p><i>Sources:</i> <i>Main: 1</i> <i>Additional: 7, 10, 12, 14</i> <i>Internet: 19</i></p>	
	<p style="text-align: center;">Further work</p> <p><i>Grammar Revision:</i></p> <ul style="list-style-type: none"> • The Present Perfect Tense • drilling the grammar skills in using the Past Perfect Tense. <p><i>Vocabulary Revision:</i></p> <ul style="list-style-type: none"> • improving the students' knowledge level through rendering a small family-run business • for consumers/clients • for business owners 	5 hours

	<ul style="list-style-type: none"> • for employees. <p>Writing:</p> <ul style="list-style-type: none"> • comment on the following “Genius without education is like silver in the mine” (<i>Franklin</i>) • planning an answer • writing an introduction and the conclusion • summarizing ideas. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 12, 14</i> <i>Internet: 19</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 7 Topic: “Business Relationship” In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up:</p> <ul style="list-style-type: none"> • home assignment revision • topic speaking (<i>in pairs</i>) about “Business relationship”. <p>Comprehension Reading: “Business relationship”</p> <ul style="list-style-type: none"> • reading (<i>in pairs</i>) for obtaining specific information about different business relationships • guessing the meaning of the unknown words and expressions from the text on a base of the context • supporting a view with reasons 	2 hours

	<ul style="list-style-type: none"> • giving details. <p>Vocabulary:</p> <ul style="list-style-type: none"> • terms to learn better the topic “Business relationship”: • improving the students key vocabulary for rendering the business relationship • using phrasal verbs used for business • usage of prepositions • <i>to carry something out; to rise or to raise.</i> <p>Grammar Revision: Present Perfect Continuous Tense:</p> <ul style="list-style-type: none"> • using the grammar rules • improving one’s grammar skills through a variety of tasks • the tense compared and contrasted. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 13, 15</i> <i>Internet: 20</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary</p> <ul style="list-style-type: none"> • use of prepositions • <i>to carry something out / to rise or to raise</i> • <i>a parent company / a sister company / a group / a joint venture / a conglomerate / a consortium / a subsidiary / an associated company.</i> <p>Speaking 1</p> <ul style="list-style-type: none"> • giving full answers to the questions about business relationship • making comparison 	5 hours

	<ul style="list-style-type: none"> • supporting a view with reasons • giving details. <p>Speaking 2</p> <ul style="list-style-type: none"> • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons • understanding the meaning of idioms. <p>Grammar Review Present Perfect Continuous</p> <ul style="list-style-type: none"> • the tense is compared and contrasted • developing knowledge through a variety of exercises. <p>Sources: <i>Main:1</i> <i>Additional: 8, 13, 15</i> <i>Internet: 20</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, 	<p style="text-align: center;">Lesson 8 In-class activity Topic: “Joint Ventures”</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up:</p> <ul style="list-style-type: none"> • home assignment revision • topic speaking (<i>in group of three</i>) about a business relationship company (<i>a holding company, an associated company, a subsidiary company,</i> 	2 hours

ідіоми та
фразеологічні
конструкції.

etc.).

Comprehension Speaking (in pairs):

Business Relationship:

- improving the students' vocabulary awareness through rendering *a parent company, a sister company, a joint company, a conglomerate*
- rendering companies (***in groups of three***) of different relationship
- giving or seeking personal views and opinions
- giving reasons
- expressing preferences
- making comparisons
- comprehension of idiomatic meanings.

Vocabulary revision:

- drilling the new terms to learn better the topic "Business relationship":
- improving the students' lexical awareness
- new phrasal verbs used for business.

Grammar Revision: The Present Perfect Continuous Tense:

- drilling skills in using the Present Perfect Continuous
- the tense compared and contrasted
- improving the grammar knowledge level through a variety of exercises.

Sources:

Main: 1

Additional: 8, 13, 15

Internet: 2

	<p style="text-align: center;">Further work</p> <p><i>Vocabulary Revision:</i></p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “Business relationship” • comprehension of idiomatic meanings • comprehension of the meaning of set phrases. <p><i>Comprehension Speaking:</i></p> <ul style="list-style-type: none"> • supporting one’s view with his or her reasons • giving full answers to the questions about business relationship • making comparisons • giving details • usage of prepositions. <p><i>Grammar Revision:</i> The Present Perfect Continuous Tense:</p> <ul style="list-style-type: none"> • drilling the grammar skills • improving the grammar knowledge level through a variety of exercises. <p><i>Writing:</i></p> <ul style="list-style-type: none"> • about the advantages and disadvantages of a business relationship company • planning an answer • an introduction and the conclusion • comparing and contrasting. <p><i>Sources:</i> <i>Main: 1</i> <i>Additional: 8, 13, 15</i> <i>Internet: 20</i></p>	5 hours
--	--	---------

<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 9</p> <p style="text-align: center;">Topic: “Companies Restructuring”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up: home assignment revision</p> <ul style="list-style-type: none"> • topical speaking (<i>in pairs</i>) about restructuring of companies • companies’ profit • companies’ merger. <p>Comprehension Reading: “Companies’ restructuring”:</p> <ul style="list-style-type: none"> • reading for obtaining specific information about different forms of companies’ restructuring • comprehension of the meaning of the unknown words • guessing the meaning of the idiomatic expressions and set phrases on a base of the textual context. <p>Vocabulary:</p> <ul style="list-style-type: none"> • terms to learn better the topic “Companies’ restructuring”: • improving the new key vocabulary used for rendering business relationships • comprehension of the meaning of confusing words: <i>to learn vs. to find out</i> • word-combination pairs: <i>a hostile oftakeover – a friendly takeover; a buyout – a takeout; a merger – an acquisition</i> • usage of prepositions. 	<p style="text-align: center;">2 hours</p>
---	---	--

	<p>Grammar Revision: The Past Perfect Continuous Tense:</p> <ul style="list-style-type: none"> • using the grammar rules • improving the grammar skills through a variety of tasks • the tense compared and contrasted. <p>Sources: <i>Main: 1</i> <i>Additional: 10, 12, 14</i> <i>Internet: 18</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary:</p> <ul style="list-style-type: none"> • use of prepositions • <i>to learn / to find out / to take something over</i> • <i>a hostile takeover / a friendly takeover / a buyout / a merger / an acquisition.</i> <p>Speaking 1:</p> <ul style="list-style-type: none"> • giving full answers to the questions about companies' restructuring • making comparison • supporting a view with reasons • giving details. <p>Speaking 2:</p> <ul style="list-style-type: none"> • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons • understanding the meaning of idioms. <p>Grammar Review: Past Perfect Simple</p> <ul style="list-style-type: none"> • the tense is compared and contrasted 	5 hours

	<ul style="list-style-type: none"> developing knowledge through a variety of exercises. <p>Sources: <i>Main: 1</i> <i>Additional: 10, 12, 14</i> <i>Internet: 18</i></p>	
<ul style="list-style-type: none"> Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 10 In-class activity Topic: “A friendly Takeover”</p> <p>Warming-up:</p> <ul style="list-style-type: none"> listening to the text or teacher’s information grammar and phonetic drills test “True (T) or False (F)”. <p>Starting-up: home assignment revision:</p> <ul style="list-style-type: none"> topical speaking (<i>in pairs</i>) about the advantages and disadvantages of companies’ restructuring, “a friendly takeover” drilling the new terms to learn better the topic under study companies’ buyout comprehension of the meaning of the new word-combinations <i>white night, poison pill</i>. <p>Comprehension Speaking: Rendering the topic (<i>in pairs</i>) “Companies’ restructuring”:</p> <ul style="list-style-type: none"> improving the students’ vocabulary awareness through rendering the advantages and disadvantages of companies’ restructuring (<i>in groups of</i> 	2 hours

	<p><i>three)</i></p> <ul style="list-style-type: none"> • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons • comprehension of idiomatic meanings • usage of prepositions. <p>Grammar Revision: The Past Perfect Continuous Tense:</p> <ul style="list-style-type: none"> • drilling the grammar skills in using the Past Perfect Continuous • the tense compared and contrasted • improving the students’ grammar knowledge through a variety of exercises. <p>Sources: <i>Main:1</i> <i>Additional: 10, 12, 14</i> <i>Internet: 18</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “Companies’ restructuring” • comprehension of idiomatic meanings • comprehension of set phrases meanings. <p>Comprehension Speaking (in pairs):</p> <ul style="list-style-type: none"> • comment on the following: “Select morality is not morality” 	<p>5 hours</p>

	<p>(<i>Thomas Sowell</i>)</p> <ul style="list-style-type: none"> • making comparisons • supporting one’s view with one’s own reasons • giving details. <p>Grammar Revision: The Past Perfect Continuous Tense:</p> <ul style="list-style-type: none"> • drilling the students’ grammar skills in using the Past Perfect Continuous • improving the students’ grammar knowledge through a variety of exercises. <p>Writing: Advantages and Disadvantages of a Company’s Restructuring</p> <ul style="list-style-type: none"> • planning an answer • writing an introduction and the conclusion • comparing and contrasting • summarizing ideas. <p>Sources: <i>Main: 1</i> <i>Additional: 10, 12, 14</i> <i>Internet: 18</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному 	<p style="text-align: center;">Lesson 11</p> <p style="text-align: center;">Topic: “Organizational Structure”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up: home assignment revision:</p> <ul style="list-style-type: none"> • topical speaking (<i>in pairs</i>) about 	2 hours

	<p>Simple</p> <ul style="list-style-type: none"> • the tense compared and contrasted. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 13, 14</i> <i>Internet: 17</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary:</p> <ul style="list-style-type: none"> • use of prepositions • testing • study the organizational chart. <p>Speaking 1:</p> <ul style="list-style-type: none"> • giving full answers to the questions • making comparison • supporting a view with reasons • giving details about different management levels. <p>Speaking 2:</p> <ul style="list-style-type: none"> • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons • understanding the meaning of idioms. <p>Grammar Review: Past Perfect Continuous</p> <ul style="list-style-type: none"> • the tense is compared and contrasted • developing knowledge through a variety of exercises. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 13, 14</i> <i>Internet: 17</i></p>	4 hours

<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 12</p> <p style="text-align: center;">Topic: “Presentation on Business Topics”</p> <p style="text-align: center;">In-class activity</p> <p><i>Comprehension Speaking: A short rehearsed presentation:</i></p> <ul style="list-style-type: none"> • making short presentation on business topic learnt before • improving the students’ speaking skills • checking the students’ knowledge level • assessment of the students’ knowledge level. <p><i>Sources:</i> <i>Main: 1</i> <i>Additional: 7, 13, 14</i> <i>Internet: 17</i></p>	2 hours
	<p style="text-align: center;">Further work</p> <p><i>Vocabulary Revision:</i></p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic: “Organizational structure” • comprehension of idiomatic meanings • improving the students’ lexical awareness through a variety of tasks. <p><i>Comprehension Speaking (in pairs):</i></p> <ul style="list-style-type: none"> • improving students speaking skills through a variety of tasks • giving full answers to the questions about the structure within which business can operate • giving details 	4 hours

	<ul style="list-style-type: none"> • making comparisons • identifying the most important points from the text and summarizing them • supporting one’s view with one’s own reasons • expressing preferences • seeking and giving personal views and opinions. <p>Grammar Revision: The Past Perfect Continuous Tense</p> <ul style="list-style-type: none"> • drilling the students’ vocabulary awareness through a variety of tasks • improving the students’ grammar knowledge through a variety of exercises • usage of prepositions • preparation for a Module Test. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 13, 14</i> <i>Internet: 17</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і 	<p style="text-align: center;">Lesson 13 Topic: Revision In-class activity</p> <p style="text-align: center;">TEST PAPER</p> <ul style="list-style-type: none"> • Assessment of the students’ language competence. <p>Comprehension Speaking (in pairs):</p> <ul style="list-style-type: none"> • improving students speaking skills through a variety of tasks • giving full answers to the questions about the structure within which business can 	2 hours

	<p>idioms and specific expressions from the text on a base of the context</p> <ul style="list-style-type: none"> • extracting the basic ideas of the text. <p>Vocabulary:</p> <ul style="list-style-type: none"> • activation of the new terms for a better learning of the topic “Employment” • improving the students’ key vocabulary for rendering the meaning of the word-combinations <i>job rotation, job security, businesspeople, Human Resources Department (HR)</i> • usage of prepositions • selecting between the confusing word <i>personal</i> vs. <i>Personnel</i> • new idioms and their meanings. <p>Comprehension Speaking (in pairs):</p> <ul style="list-style-type: none"> • about <i>job: a temporary / permanent / risky / well-paid / badly-paid / prestigious / full-time vs. part-time work</i> • comment on the following “<i>Tomorrow never comes</i>”, “<i>Yesterday never comes back</i>” • the advantages and disadvantages of any job. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 15</i> <i>Internet: 19</i></p>	
	Further work	

	<p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • <i>personal or personnel</i> • <i>to report to somebody.</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions organizational structure • giving details about different jobs • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons • understanding the meaning of idioms. <p>Grammar Revision: Developing knowledge of Present Tenses through a variety of tasks.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 15</i> <i>Internet: 19</i></p>	5 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: 	<p style="text-align: center;">Lesson 2 In-class activity Topic “A Dream Job”</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)” (<i>T/F Test</i>). 	2hours

<p>використовува ти в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p>Starting-up: home assignment revision: usage of prepositions</p> <ul style="list-style-type: none"> • topic speaking about <i>a well-paid</i> and <i>a bad-paid job</i> • rendering (in pairs) the notions, <i>a dream job</i> and <i>a world job</i> • making comparisons • supporting a view with reasons • giving details. <p>Comprehension Speaking (in pairs):</p> <ul style="list-style-type: none"> • about advantages and disadvantages of “a lovely” job • about your personal idea of an ideal job (using the words and word-combinations like <i>challenge, opportunity, independence, encourages thinking and development, connected with travelling</i>) • comment on the following: “A man, who wants to do something, will find a way; a man, who doesn’t, will find an excuse” (<i>Stephen Dolley</i>) • comment on why work plays a major role in most people’s lives and so they stay on the job • using idioms and set phrases • usage of prepositions. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 15</i> <i>Internet: 19</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “Employment” • differentiation between the meanings of confusing words 	

	<ul style="list-style-type: none"> • usage of prepositions. <p>Grammar Revision: The Present Simple and Present Continuous Tenses</p> <ul style="list-style-type: none"> • the grammar rules for using the said verbal tense-forms; • improving the students’ grammar knowledge through a variety of tasks • usage of the grammar rule for dealing with practical grammar exercises. <p>Writing: “Advantages and disadvantages of one’s future job”</p> <ul style="list-style-type: none"> • planning an answer • an introduction and the conclusion • summarizing ideas. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 15</i> <i>Internet: 19</i></p>	5 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 3</p> <p style="text-align: center;">Topic: “Human Resources: The People”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • usage of prepositions • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting-up:</p> <ul style="list-style-type: none"> • home assignment revision • topic speaking (<i>in pairs</i>) about Human Resources: the people • rendering <i>the human resources, employers, employees, executives, payroll</i> 	2 hours

	<ul style="list-style-type: none"> • supporting one’s view with one’s reasons • giving details • usage of prepositions. <p>Comprehension Reading: “Human Resources: the people”:</p> <ul style="list-style-type: none"> • reading (<i>in pairs</i>) for obtaining specific information about the human resources and different job titles in organizational structures • comprehension of the new words’ meaning • new idioms and expressions and guessing their meanings on a base of the textual context • grasping the main ideas of the text. <p>Vocabulary:</p> <ul style="list-style-type: none"> • introducing the new terms on the topic “Human Resources: the people” • improving the key vocabulary for rendering <i>white-collar worker, blue-collar worker</i> • usage of prepositions • differentiation between the meaning of confusing words: <i>an employer vs. an employee; a worker vs. an employee</i> • new idioms and comprehension of their meanings • word-formation in English. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 12, 15</i> <i>Internet: 16</i></p>	
	Further work	

	<p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • <i>employer / employee</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions about human resources • giving details about different jobs • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons • understanding the meaning of idioms. <p>Grammar Revision: Developing knowledge of Past Tenses through a variety of tasks.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 8, 12, 15</i> <i>Internet: 16</i></p>	5 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та 	<p style="text-align: center;">Lesson 4</p> <p style="text-align: center;">Topic: “The Human Resources at Enterprises and in Different Sectors of the Economy”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up: home assignment revision:</p> <ul style="list-style-type: none"> • planning an answer usage of prepositions • topic speaking (<i>in pairs</i>) about 	2 hours

<p>фразеологічні конструкції.</p>	<p>the human resources at enterprises and in different sectors of the economy</p> <ul style="list-style-type: none"> • drilling the terms to learn better the topic under study • rendering the notions: <i>a boss, a leader, a partner</i> • supporting a view with reasons • giving details. <p>Reading: The Human Resources at Enterprises and in Different Sectors of the Economy.</p> <p>Comprehension Speaking:</p> <ul style="list-style-type: none"> • rendering (<i>in groups of three</i>) about human resources and their role in a company's operation • the most important employer's qualities • employer's advantages and disadvantages in terms of the activity sphere of his business • using idioms and phrases • whose work is the most important in a company • giving reasons. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 12, 15</i> <i>Internet: 16</i></p>	
	<p style="text-align: center;">Further work</p> <p>Grammar Revision: improving the students' grammar knowledge of the Past Tenses through a variety of tasks;</p> <ul style="list-style-type: none"> • the grammar rules • improving the students' grammar awareness through a variety of 	<p>5 hours</p>

	<p>tasks</p> <ul style="list-style-type: none"> • grammar drills. <p><i>Sources:</i> <i>Main: 1</i> <i>Additional: 8, 12, 15</i> <i>Internet: 16</i></p>	
<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 5 Topic: “Recruitment Procedure” In-class activity</p> <p><i>Warming-up:</i></p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p><i>Starting-up:</i> home assignment revision:</p> <ul style="list-style-type: none"> • topic speaking (<i>in pairs</i>) about the curriculum vitae (CV) • documents that should be sent/provided together with the CV • headhunters’ duties • rendering the CV and the resume • supporting a view with reasons. <p><i>Comprehension</i> <i>Reading:</i> “Recruitment Procedure”:</p> <ul style="list-style-type: none"> • reading for obtaining specific information about the recruitment procedure and different job titles and duties • learning the new vocabulary from the text • new idioms and expressions and guessing their meanings on a base of the textual context • grasping the main ideas of the text. <p><i>Vocabulary:</i> the new active vocabulary to the topic “Recruitment Procedure”:</p>	<p style="text-align: center;">2 hours</p>

	<ul style="list-style-type: none"> • improving the students' key vocabulary for rendering the notions <i>jobseekers, job hunters, applicants, golden hello, recruitment</i> • usage of prepositions • differentiation between the meanings of the confusing words <i>to employ / to recruit / to hire.</i> <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 15</i> <i>Internet: 18</i></p>	
	<p style="text-align: center;">Further work</p> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions about recruitment procedure • giving details about different jobs • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons • understanding the meaning of idioms. <p>Grammar Review: Future Time</p> <ul style="list-style-type: none"> • the tenses are compared and contrasted • developing knowledge through a variety of exercises. <p>Writing: Job advertisement. Covering letter. CV</p> <ul style="list-style-type: none"> • introducing • expressing details • asking for information • describing. 	5 hours

	<p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 15</i> <i>Internet: 18</i></p>	
<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 6</p> <p style="text-align: center;">Topic: “An Application Form”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up: home assignment revision:</p> <ul style="list-style-type: none"> • topic speaking about <i>an application form, references, a job interview, a trial period, a personal test</i> • advantages and disadvantages of people choosing their own way in their life • personal qualities for making a good career in business • personal views and opinions • expressing preferences • comprehension of idiomatic meanings. <p>Comprehension Speaking (in pairs):</p> <ul style="list-style-type: none"> • making comparisons • comment on the following: “An employer generally gets the employees he deserves” • about the important factors in choosing one’s career: <i>money, job security, prospects, social</i> 	<p>2 hours</p>

	<p><i>aspects, status, opportunities for travelling, training</i></p> <ul style="list-style-type: none"> • the most important qualities of an employee • advantages and disadvantages in selecting an employee • using idioms and phrases • giving reasons. <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • improving the students' key vocabulary through a variety of tasks • drilling the new terms to learn better the topic "Recruitment procedure" • comprehension of the meaning of confusing words • using prepositions and idioms. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 15</i> <i>Internet: 18</i></p>	
	<p style="text-align: center;">Further work</p> <p>Grammar Revision: the Future Simple and Future Continuous Tenses, the structures <i>to be going (to) / to be about (to)</i>:</p> <ul style="list-style-type: none"> • the tenses compared and contrasted • improving the students' grammar knowledge through a variety of tasks. <p>Writing: Job advertisement. A covering letter. CV.</p> <ul style="list-style-type: none"> • introducing oneself/somebody to 	5 hours

	<p>somebody</p> <ul style="list-style-type: none"> • expressing details • asking for information • rendering the personal characteristics for seeking a job. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 15</i> <i>Internet: 18</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 7 Topic: “Interviewing” In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up: home assignment revision:</p> <ul style="list-style-type: none"> • topic speaking (<i>in pairs</i>) about forms of interviewing • improving the students’ key vocabulary for rendering job advertisements and people companies: <i>self-starters, proactive, self-motivated, methodical, systematic and organized, computer-literate, numerate, talented, team-players</i> • supporting a view with reasons • expressing preferences • making comparisons • comprehension of idiomatic meanings. <p>Comprehension Reading: “Interviewing”:</p>	<p>2 hours</p>

	<ul style="list-style-type: none"> • reading for obtaining specific information about different organizational structures • comprehension of the meaning of the new words in the text • guessing the meaning of new idioms and expressions on a base of the textual context • grasping the ideas of the text. <p>Grammar Revision: The Future Continuous and Future Perfect Tenses:</p> <ul style="list-style-type: none"> • improving the students' grammar knowledge through a variety of tasks • the grammar rules • grammar drills • the tenses compared and contrasted. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 13</i> <i>Internet: 17</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • use of prepositions • idioms • <i>power / strength.</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions about interviewing • giving or seeking personal views and opinions • giving reasons 	4 hours

	<ul style="list-style-type: none"> • expressing preferences • making comparisons. <p>Grammar Revision: Developing knowledge of Future Continuous and Future Perfect through a variety of tasks the tenses are compared and contrasted.</p> <p>Sources: Main: 1 Additional: 8, 10, 13 Internet: 17</p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 8 In-class activity Topic: “An Application Form”</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up: home assignment revision:</p> <ul style="list-style-type: none"> • topic speaking about <i>an application form, references, a job interview, a trial period, a personal test</i> • advantages and disadvantages of people choosing their own way in their life • personal qualities for making a good career in business • personal views and opinions • expressing preferences • making comparisons • comprehension of idiomatic meanings. <p>Comprehension Speaking (in pairs):</p> <ul style="list-style-type: none"> • making comparisons 	2 hours

	<ul style="list-style-type: none"> • comment on the following: “An employer generally gets the employees he deserves” • about the important factors in choosing one’s career: <i>money, job security, prospects, social aspects, status, opportunities for travelling, training</i> • the most important qualities of an employee • advantages and disadvantages in selecting an employee • using idioms and phrases • giving reasons. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 13</i> <i>Internet: 17</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • improving the students’ key vocabulary through a variety of tasks • drilling the new terms to learn better the topic “Recruitment procedure” • comprehension of the meaning of confusing words • using prepositions and idioms. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 13</i> <i>Internet: 17</i></p>	3 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний 	<p>Lesson 9</p> <p>Topic: “Jobseekers and Jobhunters”</p> <p>In-class activity</p>	

<p>матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher's information • grammar and phonetic drills • test "True (T) or False (F)". <p>Starting-up: home assignment revision:</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic "Interviewing" • topical speaking (in groups of three) about <i>reputation of a company, salary, management structure, working conditions, career opportunities, recruitment process, location, management structure</i> • advantages and disadvantages of the people carrying out an interview • personal qualities for making an Interview • giving reasons • expressing preferences • making comparisons • comprehension of idiomatic meanings. <p>Comprehension Speaking:</p> <ul style="list-style-type: none"> • comment on the following: <i>People who live in a glass houses shouldn't throw stones.</i> • giving full answers to the questions relating to an interview • giving details about forms of interviewing • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. 	<p>2 hours</p>
---	---	----------------

	<p>Grammar Revision: improving the students' grammar knowledge of the Future Continuous and Future Perfect Continuous Tenses by dealing with a variety of tasks:</p> <ul style="list-style-type: none"> • the grammar rules for using the tense-forms • improving the students' awareness of the said tense-forms dealing with a variety of tasks • grammar drills and exercises. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 13</i> <i>Internet: 17</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • use of prepositions • idioms • <i>salary / income / pay / wage.</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions about executive pay • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons <p>Grammar Revision: Developing knowledge of When and If Sentences</p>	<p>3 hours</p>

	<p>through a variety of tasks</p> <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 13</i> <i>Internet: 17</i></p>	
<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 10 Topic: “Executive Pay” In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up: home assignment revision:</p> <ul style="list-style-type: none"> • topical speaking (<i>in pairs</i>) about <i>salary</i> vs. <i>wages</i>, <i>income</i> vs. <i>fringe benefits</i> • improving the students’ key vocabulary for rendering executive payment: <i>income</i>, <i>bonuses</i>, <i>fringe benefits</i>, <i>a compensation package for an executive leaving a company</i> • supporting a view with reasons • expressing preferences • making comparisons • comprehension of idiomatic meanings. <p>Comprehension Reading: “Executive pay”</p> <ul style="list-style-type: none"> • reading for obtaining specific information about executive payment • comprehension of the new words’ meanings 	<p>2 hours</p>

	<ul style="list-style-type: none"> • guessing the meanings of the new idioms and expressions on a base of the textual context • grasping the main ideas of the text. <p>Vocabulary:</p> <ul style="list-style-type: none"> • word-formation in English • the new terms to learn better the topic: “Executive pay” • using prepositions • comprehension of the confusing words’ meaning <i>salary, income, pay, wage</i> • comprehension of idiomatic meanings. <p>Grammar Revision: <i>if / when</i>-clauses:</p> <ul style="list-style-type: none"> • improving the students’ grammar knowledge through a variety of tasks • the grammar rules • grammar drills. <p>Sources: <i>Main: 1</i> <i>Additional: 10, 12, 13</i> <i>Internet: 20</i></p>	
	<p style="text-align: center;">Further work</p> <p>Comprehension Reading: A Benefits Package</p> <ul style="list-style-type: none"> • reading for obtaining specific information about different organizational structures • comprehension of the meaning of the new words in the text • guessing the meaning of new idioms and expressions on a base of the textual context • grasping the ideas of the text. 	3 hours

	<p>Grammar Revision: The Future Continuous and Future Perfect Tenses</p> <ul style="list-style-type: none"> • improving the students' grammar knowledge through a variety of tasks • the grammar rules • grammar drills • the tenses compared and contrasted. <p>Sources: <i>Main: 1</i> <i>Additional: 10, 12, 13</i> <i>Internet: 20</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 11 Topic: “An Employment Contract” In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher's information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up: home assignment revision</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic: “Executive pay” • topical speaking (<i>in pairs</i>) about <i>the perks you would like to have in order to have what you want</i> • rendering (<i>in pairs</i>) the differences between peoples' needs <i>to earn a high/low salary</i> • giving reasons • expressing preferences 	2 hours

	<ul style="list-style-type: none"> • making comparisons • comprehension of idiomatic meanings. <p>Comprehension Speaking (in pairs):</p> <ul style="list-style-type: none"> • comments on the following: <i>to get a nice fat salary, to live from hand to mouth, to make both ends meet, to work for nothing, to have deep pockets, to work for peanuts</i> • expressing one’s own opinion about “<i>Patience pays dividends</i>” • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: <i>if-/when</i> clauses:</p> <ul style="list-style-type: none"> • improving the students’ grammar knowledge through a variety of tasks • the grammar rules • grammar drills. <p>Sources: <i>Main: 1</i> <i>Additional: 10, 12, 13</i> <i>Internet: 20</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of prepositions • of idioms • <i>to step down / to resign.</i> <p>Grammar Revision: Grammar Progress Test.</p>	<p style="text-align: right;">3 hours</p>

	<p>Sources: <i>Main: 1</i> <i>Additional: 10, 12, 13</i> <i>Internet: 20</i></p>	
<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовува ти в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 12 Topic: “Executive Pay: Salary and Wages ” In-class activity</p> <p>Starting up: Homework revision.</p> <p>Speaking:</p> <ul style="list-style-type: none"> • talking in general about business topics given above • making short speech on business topics learn about. <p>Reading: “Executive Pay: Salary and Wages”</p> <ul style="list-style-type: none"> • reading for specific information about different forms of interviewing • guessing unknown words and expressions from the context. <p>Sources: <i>Main: 1</i> <i>Additional: 10, 12, 13</i> <i>Internet: 20</i></p>	2 hours
	<p style="text-align: center;">Further work Revision of the previous material.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 10, 12, 13</i> <i>Internet: 20</i></p>	4 hours
<p>• Знати: лексичний і граматичний</p>	<p style="text-align: center;">Lesson 13 Topic: “Leaving a Job” In-class activity</p>	

<p>матеріал, ідіоми та фразеологічні конструкції.</p> <ul style="list-style-type: none"> • Вміст: використовува ти в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up: home assignment revision:</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic: “Leaving a job” • topical speaking (in pairs) about leaving/seeking a job, resignation vs. retirement, redundancies, dismissals • giving reasons • expressing preferences • making comparisons • comprehension of idiomatic meanings. <p>Vocabulary:</p> <ul style="list-style-type: none"> • the new vocabulary for the topic: “Leaving a job” • using prepositions • confusing words’ meaning comprehension to step down (as/from something)/ to resign • words formation. <p>Comprehension Reading: “Leaving a job”</p> <ul style="list-style-type: none"> • reading (in pairs) for specific information about executive payment • unknown words’ meaning comprehension • idioms’ meaning and 	<p>2 hours</p>
---	--	----------------

	<p>expressions from the text context</p> <ul style="list-style-type: none"> • extracting main ideas. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 14</i> <i>Internet: 16</i></p>	
	<p style="text-align: center;">Further work</p> <p><i>Vocabulary and grammar review.</i> <i>Review of Business Topics.</i></p> <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 14</i> <i>Internet: 16</i></p>	5 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 14 Topic: “Redundancy” In-class activity</p> <p><i>Warming-up:</i></p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)” (<i>T/F Test</i>). <p><i>Starting-up:</i> home assignment revision:</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “Leaving a job” • comprehension of idiomatic meanings • topical speaking (<i>in pairs</i>) about various ways to leave a job, resignations and retirements, redundancies, dismissal • giving reasons • expressing preferences 	2 hours

	<ul style="list-style-type: none"> making comparisons. <p>Comprehension Speaking:</p> <ul style="list-style-type: none"> rendering (<i>in pairs</i>) the situation: <ul style="list-style-type: none"> a) <i>when the business is bad, the laziest workers will be laid off;</i> b) <i>when the company goes bankrupt, everyone will be made redundant</i> comment on the following “If a man doesn’t make new acquaintances as he advances through life, he will soon find himself left alone.” (S. Johnbson) expressing preferences making comparisons. <p>Sources: Main:1 Additional: 7, 10, 14 Internet: 16</p>	
	<p style="text-align: center;">Further work</p> <p style="text-align: center;"><i>Revision of information and knowledge.</i></p> <p>Sources: Main:1 Additional: 7, 10, 14 Internet: 16</p>	5 hours
<ul style="list-style-type: none"> Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. Вміти: 	<p style="text-align: center;">Lesson 15 Topic: “Outplacement” In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> listening to the text or teacher’s information grammar and phonetic drills test “True (T) or False (F)”. 	2 hours

використовува
ти в усному і
писемному
мовленні
лексичний і
граматичний
матеріал,
ідіоми та
фразеологічні
конструкції.

Vocabulary Revision:

- improving the students' key vocabulary through a variety of tasks
- drilling the new terms to learn better the topic "Leaving a job"
- confusing words' meaning comprehension
- using prepositions and idioms.

Comprehension Speaking (in pairs):

- rendering *the manager who steal will be terminated, anyone who contradicts the boss will be sacked, sales people who don't meet their targets will be fired*
- giving full answers to the questions about leaving a job
- giving or seeking personal views and opinions
- giving reasons to be retired
- expressing preferences
- making comparisons.

Comprehension Reading "Redundancy":

- comprehension of the new words' meaning in the text
- guessing the meaning of the new idioms and expressions on a base of the textual context
- grasping the main ideas of the text
- practicing in use of prepositions.

Grammar Revision: The Present Simple, the Present Continuous, The Past Simple, The Past Perfect Simple, The Past Perfect Continuous, When and If sentences

	<ul style="list-style-type: none"> improving grammar knowledge level through the variety of task application of the grammar rules using grammar drills. <p style="text-align: center;">TEST PAPER</p> <ul style="list-style-type: none"> assessment of the students' language competence. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 14</i> <i>Internet: 16</i></p>	
	Усього <i>Аудиторна робота</i> <i>Самостійна робота</i>	180 56 124
І курс II-й семестр		
MODULE 3: "PRODUCTS, MARKETS AND MARKETING"		
<ul style="list-style-type: none"> Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 1</p> <p style="text-align: center;">Topic: "Customers, Consumers and Clients"</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> listening to the text or teacher's information grammar and phonetic drills test "True (T) or False (F)". <p>Starting-up: Course structure explanation:</p> <ul style="list-style-type: none"> drilling the new terms to learn better the topic "Customers, consumers and clients" topical speaking (<i>in pairs</i>) about <i>customers, consumers and consumerism, clients</i> rendering (<i>in pairs</i>) the habits of a <i>consumer/client</i> giving reasons expressing preferences making comparisons 	2 hours

	<ul style="list-style-type: none"> • comprehension of idiomatic meanings. <p>Comprehension Reading: “Customers, consumers and clients”</p> <ul style="list-style-type: none"> • reading for obtaining specific information about customers, consumers and clients • learning the new vocabulary from the text • new idioms and expressions and guessing their meanings on a base of the textual context • grasping the main ideas of the text. <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • improving the students’ key vocabulary through a variety of tasks • drilling the new terms to learn better the topic: “Customers, consumers and clients” • comprehension of the confusing words’ meaning • using prepositions and idioms • words-formation in English. <p>Grammar Revision: the Passive Voice</p> <ul style="list-style-type: none"> • the grammar rules • grammar drills • improving the students’ knowledge through a variety of tasks. • the transitive and intransitive verbs. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 15</i> <i>Internet: 19</i></p>	
	Further work	

	<p>Comprehension Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions about customers, consumers and clients • giving or seeking personal views and opinions • giving reasons • expressing preferences • summarizing ideas • brainstorming ideas • making comparisons. <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • improving the students’ key vocabulary through a variety of tasks • drilling the new terms to learn better the topic: “Market and Market Orientation” • comprehension of the confusing words’ meaning • using prepositions and idioms • word-formation in English. <p>Grammar Revision:</p> <ul style="list-style-type: none"> • improving the students’ knowledge level through a variety of tasks • the grammar rules • using grammar drills • using preposition and idioms • the transitive and intransitive verbs. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 15</i> <i>Internet: 19</i></p>	3 hours
<p>• Знати: лексичний і</p>	<p>Lesson 2 In-class activity</p>	

<p>граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <ul style="list-style-type: none"> • Вміст: використовува ти в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p>Topic: “Consumer Protection”</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up: Home assignment:</p> <ul style="list-style-type: none"> • rendering different ways of buying things • giving reasons • expressing preferences. <p>Comprehension Speaking (in pairs):</p> <ul style="list-style-type: none"> • rendering the situation <i>when it is necessary to protect the consumers’ rights</i> • comment on the following “Do not fear when your enemies criticize you. Beware when they applaud.” (<i>Vo Dong Giang</i>) • expressing preferences • making comparisons • identify the type of a customer you are • comment on “a slippery customer”. <p>Vocabulary:</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “Customers, consumers and clients” • using prepositions • comprehension of the new idioms’ meaning • word-formation in English. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 15</i> <i>Internet: 19</i></p>	<p>2 hours</p>
	<p>Further work</p> <p>Comprehension Speaking:</p>	

	<ul style="list-style-type: none"> • giving full answers to the questions about customers, consumers and clients • giving or seeking personal views and opinions • giving reasons • expressing preferences. <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • improving the students' key vocabulary through a variety of tasks • drilling the new terms to learn better the topic "Market and Market Orientation" • comprehension of the confusing words' meaning • using prepositions and idioms • word-formation in English <p>Grammar Revision:</p> <ul style="list-style-type: none"> • improving the students' knowledge level through a variety of tasks • the grammar rules • using grammar drills • the transitive and intransitive verbs. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 15</i> <i>Internet: 19</i></p>	3 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному 	<p style="text-align: center;">Lesson 3</p> <p style="text-align: center;">In-class activity</p> <p style="text-align: center;">Topic: "Rights of Consumers"</p> <p>Starting-up: Homework revision.</p> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions about customers and consumers rights and obligations • giving or seeking personal views and opinions • giving reasons • expressing preferences 	2 hours

<p>мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<ul style="list-style-type: none"> • making comparison • discussion on the topic and retelling “Consumer Protection”. <p>Translating: “My Habits as a Consumer”.</p> <p>Sources: Main: 1 Additional: 8, 10, 15 Internet: 19</p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • improving the students’ key vocabulary through a variety of tasks • drilling the new terms to learn better the topic “Customers, consumers and clients”. <p>Writing: making the report “Rights of Consumers”.</p> <p>Grammar Revision: Developing knowledge of the Passive Voice (Simple) through a variety of tasks.</p> <p>Sources: Main: 1 Additional: 10, 12, 13 Internet: 16</p>	4 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовува ти в усному і писемному мовленні лексичний і 	<p style="text-align: center;">Lesson 4</p> <p style="text-align: center;">Topic: “Markets and Market Orientation”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetics drills • test “True (T) or False (F).” <p>Starting-up: home assignment revision:</p> <ul style="list-style-type: none"> • rendering (<i>in pairs</i>) different types of markets and marketing tactics and technologies 	2 hours

<p>граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<ul style="list-style-type: none"> • drilling the new terms to learn better the topic “Markets and market orientation” • giving reasons • expressing preferences. <p>Vocabulary:</p> <ul style="list-style-type: none"> • drilling the new active vocabulary to the topic “Markets and market orientation” • improving the students’ key vocabulary for rendering markets: <i>the target, share, segment, niche, economy, price, captive</i> • usage of prepositions • new idioms and their meanings • word-formation in English. <p>Comprehension Reading: “Markets and market orientation”:</p> <ul style="list-style-type: none"> • reading for obtaining specific information about the different types of markets • comprehension meaning of the new words • new idioms and expressions and guessing their meanings on a base of the textual context • grasping the main ideas of the text. <p>Grammar Revision: The Passive Voice Continuous:</p> <ul style="list-style-type: none"> • improving the students’ knowledge through a variety of tasks • the grammar rules • grammar drills • the transitive and intransitive verbs. <p>Sources:</p>	
---	---	--

	<p><i>Main: 1</i> <i>Additional: 8, 13, 14</i> <i>Internet: 17</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of prepositions • of idioms. <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions about customers, consumers and clients • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: Developing knowledge of Passive Voice through a variety of tasks.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 8, 13, 14</i> <i>Internet: 17</i></p>	4 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і 	<p style="text-align: center;">Lesson 5 In-class activity Topic: “Consumer Markets in Ukraine”</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up: home assignment revision:</p>	2 hours

<p>граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<ul style="list-style-type: none"> • rendering (<i>in pairs</i>) the markets: <i>market-driven, marker-led, marker-oriented</i> • giving reasons • expressing preferences • making comparisons. <p>Comprehension Speaking:</p> <ul style="list-style-type: none"> • rendering (<i>in pairs</i>) a situation in Ukrainian consumer markets • expressing the ideas about Ukraine as a market-oriented country • expressing preferences • making comparisons • comment on “<i>a captive market</i>”, “<i>not to be in the market for diamonds at present</i>” • giving reasons. <p>Vocabulary:</p> <ul style="list-style-type: none"> • drilling the new words to learn better the topic “<i>Markets and Market Orientation</i>” • using prepositions • comprehension meaning of the new idioms • word-formation in English. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 13, 14</i> <i>Internet: 17</i></p>	
	<p style="text-align: center;">Further work</p> <p>Comprehension Reading: “Targeting and Positioning”</p> <ul style="list-style-type: none"> • giving full answers to the questions about customers, consumers and clients 	<p style="text-align: center;">3hours</p>

	<ul style="list-style-type: none"> • giving reasons • giving or seeking personal views and opinions • expressing preferences • making comparisons. <p>Grammar Revision: the Passive Voice Continuous Tense-forms:</p> <ul style="list-style-type: none"> • the transitive and intransitive verbs. <p>Writing: “Necessity never made a good bargain” (B. Franklin):</p> <ul style="list-style-type: none"> • planning an answer • writing an introduction and the conclusion • summarizing ideas. <p>Sources: Main: 1 Additional: 8, 13, 14 Internet: 17</p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 6</p> <p style="text-align: center;">In-class activity</p> <p>Starting up: Homework revision</p> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions about customers, consumers and clients • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparison • discussing the topic “Segmenting Markets”. <p>Sources: Main: 1 Additional: 8, 13, 14</p>	2 hours

	<p><i>Internet: 17</i></p> <p style="text-align: center;">Further work</p> <p>Comprehension Reading: “Targeting and Positioning”:</p> <ul style="list-style-type: none"> • giving full answers to the questions about customers, consumers and clients • giving reasons • giving or seeking personal views and opinions • expressing preferences • making comparisons. <p>Grammar Revision: the Passive Voice Continuous Tense-forms:</p> <ul style="list-style-type: none"> • the transitive and intransitive verbs. <p>Writing: “Necessity never made a good bargain” (B. Franklin):</p> <ul style="list-style-type: none"> • planning an answer • writing an introduction and the conclusion • summarizing ideas. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 13, 14</i> <i>Internet: 17</i></p>	3hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати 	<p style="text-align: center;">Lesson 7</p> <p style="text-align: center;">Topic: “Products, Goods and Services”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. 	2 hours

ти в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.

Starting-up: home assignment revision:

- comprehension of the meaning of new words
- rendering (*in pairs*) the classified consumer products: *convenience, shopping, impulse, specialty, white goods*
- giving reasons
- expressing preferences.

Vocabulary: drilling the new active vocabulary to the topic: “Products, goods and services”:

- improving the students’ key vocabulary through a variety of tasks
- usage of prepositions
- new idioms and their meanings
- word-formation in English
- comprehension of the meaning of confusing words *to succeed / to manage / to cope / to role something out.*

Comprehension Reading: “Products, goods and services”:

- reading for obtaining specific information about different types of products, goods and services
- comprehension of the meaning of new words
- grasping the main ideas of the text
- new idioms and expressions and guessing their meanings on a base of the textual context.

Grammar Revision: the Past Perfect Passive Tense-forms:

- improving the students’

	<p>knowledge through a variety of tasks</p> <ul style="list-style-type: none"> • the grammar rules <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 12, 14</i> <i>Internet: 16</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of prepositions • of idioms • <i>to succeed / to manage / to cope</i> • <i>to roll something out</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions about marketing • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 12, 14</i> <i>Internet: 16</i></p>	4 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 8 In-class activity</p> <p style="text-align: center;">Topic: “Different kinds of goods”</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s 	

<ul style="list-style-type: none"> • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p>information</p> <ul style="list-style-type: none"> • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up: home assignment:</p> <ul style="list-style-type: none"> • revision of the grammar rules related to the Passive Voice Tense-forms • rendering (<i>in pairs</i>) successful firms in business • drilling the new terms to learn better the topic “Products, goods and services” • giving reasons • expressing preferences. <p>Vocabulary:</p> <ul style="list-style-type: none"> • drilling the new active vocabulary to the topic “Products, goods and services” • improving the students’ key vocabulary for rendering different types of products, goods, services • usage of prepositions • new idioms and their meanings • word-formation in English. <p>Comprehension Speaking (in pairs) on the topic “Products, Goods and Services”:</p> <ul style="list-style-type: none"> • comment on “<i>If you wish to know what a man is, place him in authority</i>” • comment on: “<i>We buy many products that we don’t need.</i>” 	<p>2 hours</p>
--	--	----------------

	<p><i>This shows that we being manipulated by large, evil corporations”</i></p> <ul style="list-style-type: none"> • giving reasons • expressing preferences • making comparisons • comprehension of idiomatic meanings. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 12, 14</i> <i>Internet: 16</i></p>	
	<p style="text-align: center;">Further work</p> <p>Comprehension Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions about products, goods and services • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Vocabulary: drilling the new active vocabulary to the topic “Industrial Services”:</p> <ul style="list-style-type: none"> • expressing one’s personal opinion of the differences between <i>goods</i> and <i>services</i> • rendering the importance of the product knowledge for the sale staff 	<p>2 hours</p>

	<ul style="list-style-type: none"> • usage of prepositions • new idioms and their meanings • word-formation in English. <p>Grammar Revision:</p> <ul style="list-style-type: none"> • improving the students' knowledge level through a written Grammar-progress Test 2 (The Passive Voice) • the grammar drills • the grammar rules. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 12, 14</i> <i>Internet: 16</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 9 In-class activity</p> <p>Starting up: Homework revision.</p> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions about marketing • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparison • discussion on the topic and retelling. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 12, 14</i></p>	2 hours

	<i>Internet: 16</i>	
	<p style="text-align: center;">Further work</p> <p><i>Comprehension Speaking:</i></p> <ul style="list-style-type: none"> • giving full answers to the questions about products, goods and services • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p><i>Vocabulary:</i> drilling the new active vocabulary to the topic “Convenience Products”:</p> <ul style="list-style-type: none"> • expressing one’s personal opinion of the differences between <i>goods</i> and <i>services</i> • rendering the importance of the product knowledge for the sale staff • usage of prepositions • new idioms and their meanings • word-formation in English. <p><i>Sources:</i> <i>Main: 1</i> <i>Additional: 7, 10, 12, 14</i> <i>Internet: 16</i></p>	4 hours

<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 10 In-class activity</p> <p>Starting up: Homework revision.</p> <p>Speaking: “Physical Characteristics of the Product and Quality”</p> <ul style="list-style-type: none"> • giving full answers to the questions about marketing • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Reading: “The Three Levels of Product”</p> <ul style="list-style-type: none"> • reading for specific information about customers, consumers and clients • guessing unknown words and expressions from the context. <p>Grammar test, listening and comprehension: “The quality of tea”.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 12, 14</i> <i>Internet: 16</i></p>	2 hours
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of prepositions • of idioms • <i>to mark something up</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the 	2hours

	<p>questions about marketing</p> <ul style="list-style-type: none"> • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: Developing knowledge of the Sequence of tenses through a variety of tasks.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 12, 14</i> <i>Internet: 16</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 11 Topic: “Marketing” In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting up: home assignment revision:</p> <ul style="list-style-type: none"> • rendering (in pairs) successful firms in business • drilling the new terms to learn better the topic: “Marketing” including consideration of the notions <i>basic list price, discounts, the length of the payment period, possible credit terms</i> • comprehension meaning of the new words • giving reasons • expressing preferences. 	<p>2 hours</p>

	<p>Vocabulary:</p> <ul style="list-style-type: none"> • drilling the new active vocabulary to the topic: “Marketing” • improving the students’ key vocabulary through a variety of tasks • usage of prepositions • new idioms and their meanings: <i>to mark something up / to increase the price of something</i> • word-formation in English. <p>Comprehension Reading: “Marketing”:</p> <ul style="list-style-type: none"> • reading for obtaining specific information about the main elements of the marketing mix • comprehension of the meaning of new words • new idioms and expressions and guessing their meanings on a base of the textual context • grasping the main ideas of the text. <p>Grammar Revision: The Sequence of Tenses</p> <ul style="list-style-type: none"> • improving students’ knowledge level through a variety of tasks • the grammar rules • the grammar drills. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 13, 15</i> <i>Internet: 17, 18</i></p>	
	<p>Further work</p> <p>Vocabulary: Understanding the meaning</p>	

	<ul style="list-style-type: none"> • of prepositions • f idioms • <i>to mark something up</i> <p>Speaking: “The Marketing Strategy”</p> <ul style="list-style-type: none"> • giving full answers to the questions about marketing • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons <p>Grammar Revision: Developing knowledge of the Sequence of tenses through a variety of tasks</p> <p>Sources: <i>Main:1</i> <i>Additional: 8, 13, 15</i> <i>Internet: 17, 18</i></p>	3hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 12 In-class activity Topic: “Marketing Strategy”</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting-up: home assignment revision:</p> <ul style="list-style-type: none"> • drilling the new active vocabulary to the study better topic “Marketing” • topical speaking (<i>in pairs</i>) about <i>information which is important to small firms as it is to large ones; about a good marketing strategy that is vital to a product’s success.</i> 	2 hours

Speaking: “The Marketing Mix”

- giving full answers to the questions about marketing
- giving or seeking personal views and opinions.

Comprehension Speaking (in pairs): “Marketing Management”

- rendering the staffs’ knowledge, skills, personality, special professional awareness of the customer’s psychology
- marketing mix elements including such factors, as distribution *channels, coverage of the market, sales’ location of the selling facilities and the products being sold*
- comment on “*A man without a smiling face must not open a shop*”
- giving reasons
- expressing preferences
- making comparisons
- comprehension of idiomatic meanings.
- comprehension of the meaning of new words.

Grammar Revision: The Sequence of Tenses:

- improving the students’ knowledge level through a variety of tasks
- the grammar rules
- the grammar drills.

Sources:

Main: 1

Additional: 8, 13, 15

Internet: 17, 18

	<p style="text-align: center;">Further work</p> <p>Vocabulary:</p> <ul style="list-style-type: none"> • drilling the new active vocabulary to the topic “Marketing”: • rendering the importance of the product knowledge for the sale staff • usage of prepositions • new idioms and their meanings • word-formation in English. <p>Comprehension Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions about marketing • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: The Sequence of Tenses:</p> <ul style="list-style-type: none"> • improving the students’ knowledge level through a variety of tasks • the grammar rules • the grammar drills. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 13, 15</i> <i>Internet: 17, 18</i></p>	4hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p>Lesson 13</p> <p>In-class activity</p> <p>Topic: “The Functions of Marketing”</p> <p>Starting up: Homework revision</p>	2 hours

<ul style="list-style-type: none"> • Вмісту: використовува ти в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p>Speaking: “The Functions of Marketing”</p> <ul style="list-style-type: none"> • giving full answers to the questions about marketing • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons <p>Reading: “The Exchange Function of Marketing”</p> <ul style="list-style-type: none"> • guessing unknown word and expressions from the context • locating and understanding specific information in the text • discussion on the topic and retelling <p>Sources: <i>Main: 1</i> <i>Additional: 8, 13, 15</i> <i>Internet: 17, 18</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary:</p> <ul style="list-style-type: none"> • drilling the new active vocabulary to the topic “Facilitating Functions of Marketing”: • rendering the importance of the product knowledge for the sale staff • usage of prepositions 	3 hours

	<ul style="list-style-type: none"> • new idioms and their meanings • word-formation in English. <p>Comprehension Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions about marketing • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: The Sequence of Tenses:</p> <ul style="list-style-type: none"> • improving the students' knowledge level through a variety of tasks • the grammar rules • the grammar drills. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 13, 15</i> <i>Internet: 17, 18</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні 	<p style="text-align: center;">Lesson 14 Topic: “Advertising” In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher's information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting-up: home assignment revision:</p> <ul style="list-style-type: none"> • topical speaking (<i>in pairs</i>) about 	2 hours

<p>лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p><i>the role and the purpose of advertising</i></p> <ul style="list-style-type: none"> • the advantages and disadvantages of using various advertising media • giving reasons • expressing preferences • making comparisons. <p>Vocabulary: drilling the new active vocabulary to the topic: “Advertising”</p> <ul style="list-style-type: none"> • improving the students’ key vocabulary through a variety of tasks • usage of prepositions • new idioms and their meanings: • word-formation in English. <p>Comprehension Reading: “Advertising”</p> <ul style="list-style-type: none"> • reading for obtaining specific information about advertising • comprehension of the meaning of new words • new idioms and expressions and guessing their meanings on a base of the textual context • grasping the main ideas of the text. <p>Grammar Revision: The Reported Speech. Statements.</p> <ul style="list-style-type: none"> • improving students’ knowledge level through a variety of tasks • the grammar rules • the grammar drills. <p>Sources: <i>Main:1</i> <i>Additional: 10, 12, 14</i> <i>Internet: 16, 19</i></p>	
---	---	--

	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of prepositions • of idioms. <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions about marketing • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: Developing knowledge of Reported Speech (Statements) through a variety of tasks.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 10, 12, 14</i> <i>Internet: 16, 19</i></p>	3hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні 	<p style="text-align: center;">Lesson 15</p> <p style="text-align: center;">Topic: “Pros and Cons of the Advertisement”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F)”. <p>Starting-up: Home assignment:</p> <ul style="list-style-type: none"> • topical speaking (<i>in groups of three</i>) about the best way / place to advertise products and services • advantages and disadvantages of using various advertising media 	2 hours

конструкції.

- giving reasons
- expressing preferences
- making comparisons.

Comprehension Speaking (in pairs):
“Advertising”

- rendering the best advertisements in Ukraine today
- comment on: “Advertising is not so important. A good product with the right price and the right distribution will sell itself.”
- giving reasons
- expressing preferences
- making comparisons
- comprehension of idiomatic meanings.
- comprehension of the meaning of new words.

Vocabulary: drilling the new active vocabulary to the topic: “Advertising”

- improving the students’ key vocabulary through a variety of tasks
- usage of prepositions
- new idioms and their meanings:
- words-formation in English.

Grammar Revision: The Reported Speech. Statements.

- improving the students’ knowledge level through a variety of tasks
- the grammar rules
- the grammar drills
- preparation for the test.

Sources:

Main: 1

Additional: 10, 12, 14

Internet: 16, 19

	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of prepositions • of idioms. <p>Speaking: “Outdoor Advertising”</p> <ul style="list-style-type: none"> • giving full answers to the questions about marketing • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: Developing knowledge of Reported Speech (Statements) through a variety of tasks.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 10, 12, 14</i> <i>Internet: 16, 19</i></p>	3 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, 	<p style="text-align: center;">Lesson 16</p> <p style="text-align: center;">Topic: “Kinds of Advertising”</p> <p style="text-align: center;">In-class activity</p> <p>Starting up: Homework revision.</p> <p>Speaking: “Public Relations”</p> <ul style="list-style-type: none"> • giving full answers to the questions about marketing • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Reading: “The Role of Public</p>	2 hours

<p>ідіоми та фразеологічні конструкції.</p>	<p>Relations in the Promotion Mix”</p> <ul style="list-style-type: none"> • guessing unknown word and expressions from the context • locating and understanding specific information in the text. <p>Grammar Revision: Developing knowledge of Reported Speech (Statements) through a variety of tasks.</p> <p>TEST PAPER</p> <ul style="list-style-type: none"> • assessment of the students’ language competence <p>Sources: <i>Main: 1</i> <i>Additional: 10, 12, 14</i> <i>Internet: 16, 19</i></p>	
	<p>Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of prepositions • of idioms. <p>Speaking: “What is Publicity?”</p> <ul style="list-style-type: none"> • giving full answers to the questions about marketing • giving or seeking personal views and opinions • giving reasons • expressing preferences. <p>Test preparation</p> <p>Vocabulary and Grammar Review</p> <p>Sources: <i>Main: 1</i> <i>Additional: 10, 12, 14</i> <i>Internet: 16, 19</i></p>	<p>4hours</p>

	MODULE 4: “BUSINESS AND FINANCE”	
<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 1</p> <p style="text-align: center;">Topic: “Costs. Assets and Liabilities”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetics drills • test “True (T) or False (F).” <p>Starting-up:</p> <ul style="list-style-type: none"> • home assignment revision • topical speaking (<i>in-pairs</i>) about <i>different businesses that have similar cost structure</i> • giving reasons • expressing preferences • making comparisons • comprehension of idiomatic meanings. <p>Comprehension Reading: “Costs, Assets and Liabilities”</p> <ul style="list-style-type: none"> • reading for obtaining specific information about <i>costs, assets, liabilities</i>. • learning the new vocabulary from the text • new idioms and expressions and guessing their meanings on a base of the textual context • grasping the main ideas of the text. <p>Vocabulary:</p> <ul style="list-style-type: none"> • comprehension meaning of new words: <i>debt, costs, output</i> • terms to learn better the topic “Costs, Assets and Liabilities”. • using the key vocabulary for 	2 hours

	<p>rendering the <i>fixed and variable cost, long-term and current liabilities</i></p> <ul style="list-style-type: none"> • giving reasons • expressing preferences • usage of prepositions. <p>Grammar The Reported Questions, Orders and Requests:</p> <ul style="list-style-type: none"> • using the grammar rules • grammar drills • improving one’s grammar skills through a variety of tasks. <p>Sources: <i>Main: 1, 5</i> <i>Additional: 7, 10, 11, 13, 15</i> <i>Internet: 20</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of prepositions • of idioms • <i>price / worth / cost / value</i> • <i>to cut back.</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions about marketing • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: Developing knowledge of Reported Speech (Requests and Orders) through a variety of tasks.</p>	3hours

	<p>Sources: <i>Main: 1, 5</i> <i>Additional: 7, 10, 11, 13, 15</i> <i>Internet: 20</i></p>	
<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 2 Topic: “Long and Current Liabilities” In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting-up:</p> <ul style="list-style-type: none"> • home assignment revision • topical speaking (<i>in-pairs</i>) about variable costs, assets and liabilities • giving reasons • expressing preferences • making comparisons • comprehension of idiomatic meanings. <p>Comprehension Speaking (in groups of four): “What is more important for business: its assets or liabilities?”</p> <ul style="list-style-type: none"> • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons • comprehension of idiomatic meaning • new idioms and their meanings. <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “Costs. Assets 	<p>2 hours</p>

	<p><i>and liabilities.”</i></p> <ul style="list-style-type: none"> • differentiation between the meanings of confusing words: <i>price, worth, cast, value</i> • usage of prepositions • comprehension of idioms and their meanings • the meaning of the word-combinations <i>to cut back (on something), to reduce something.</i> <p>Grammar Revision: The Reported Questions. Orders. Requests:</p> <ul style="list-style-type: none"> • usage of the grammar rules for dealing with practical grammar exercises • using the grammar rules on the Reported Speech • improving one’s grammar skills through a variety of tasks. <p>Sources: <i>Main: 1, 5</i> <i>Additional: 7, 10, 11, 13, 15</i> <i>Internet: 20</i></p>	
	<p style="text-align: center;">Further work</p> <p>Comprehension Speaking “A brain storm”:</p> <ul style="list-style-type: none"> • explaining <i>how a firm can define and calculate its costs?</i> • expressing preferences • giving full answers to the questions relating to costs, assets, liabilities • giving details about assets and liabilities • giving or seeking personal views and opinions • giving reasons • making comparisons. 	3 hours

	<p>Grammar Revision: The Reported Questions. Orders. Requests:</p> <ul style="list-style-type: none"> • using the grammar rules • improving one’s grammar skills through a variety of tasks • improving the students’ knowledge through a variety of tasks. <p>Writing: “A small debt produces a debtor; a large one – an enemy.” (Syrus).</p> <ul style="list-style-type: none"> • planning an answer • an introduction and the conclusion • summarizing ideas. <p>Sources: <i>Main: 1, 5</i> <i>Additional: 7, 10, 11, 13, 15</i> <i>Internet: 20</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 3 Topic: “Kinds of Costs and Assets” In-class activity</p> <p>Starting up: Homework revision</p> <p>Reading: “Kinds of Costs and Assets”</p> <ul style="list-style-type: none"> • guessing unknown word and expressions from the context • locating and understanding specific information in the text • guessing unknown word and expressions from the context • locating and understanding specific information in the text 	<p>2 hours</p>

	<ul style="list-style-type: none"> • discussion on the topic and retelling <p>Sources: <i>Main: 1, 5</i> <i>Additional: 7, 10, 11, 13, 15</i> <i>Internet: 20</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of prepositions • of idioms • <i>price / worth / cost / value</i> • <i>to cut back</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions about marketing • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: Developing knowledge of Reported Speech (Requests and Orders) through a variety of tasks.</p> <p>Sources: <i>Main: 1, 5</i> <i>Additional: 7, 10, 11, 13, 15</i> <i>Internet: 20</i></p>	4 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні 	<p style="text-align: center;">Lesson 4 Topic: “Raising Finance” In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s 	

<p>конструкції.</p> <ul style="list-style-type: none"> • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p>information</p> <ul style="list-style-type: none"> • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting-up:</p> <ul style="list-style-type: none"> • home assignment revision • topical speaking (<i>in-pairs</i>) about ways of obtaining capital (for) • brainstorming ideas • giving reasons • expressing preferences • making comparisons • comprehension of idiomatic meanings. <p>Comprehension Reading: “Raising Finance”</p> <ul style="list-style-type: none"> • reading for obtaining specific information about <i>financial reserves, retained profit, borrowing, share flotations, grants and loans</i> • the new idioms and expressions and guessing their meanings on a base of the textual context • learning the new vocabulary from the text • grasping the main ideas of the text. <p>Vocabulary:</p> <ul style="list-style-type: none"> • terms to learn better the topic: “Raising Finance”: • using the key vocabulary for rendering <i>the main ways of obtaining capital</i> • word-combination pairs: <i>shareholders, share offering,</i> 	<p>2 hours</p>
--	--	----------------

	<p><i>working capital, extra capital, retained profit</i></p> <ul style="list-style-type: none"> • usage of prepositions • comprehension of idioms and their meanings • the meaning of the word-combination <i>to bring smth. in, to make/earn money</i> • differentiation between the meanings of confusing words: <i>to lend, to borrow.</i> <p>Grammar Revision Type 1</p> <p>Conditionals:</p> <ul style="list-style-type: none"> • usage of the grammar rules for dealing with practical grammar exercises • using the grammar rules for expressing the real or very probable situations in the present or future • improving one’s grammar skills through a variety of tasks. <p>Sources: <i>Main:1</i> <i>Additional: 8, 9, 11, 12</i> <i>Internet:18</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of prepositions • of idioms • <i>to lend / to borrow</i> • <i>to bring something in.</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the 	3 hours

	<p>questions about marketing</p> <ul style="list-style-type: none"> • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: Developing knowledge of First Conditional through a variety of tasks.</p> <p>Sources: <i>Main:1</i> <i>Additional: 8, 9, 11, 12</i> <i>Internet:18</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 5</p> <p style="text-align: center;">Topic: “Borrowing money”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting-up:</p> <ul style="list-style-type: none"> • home assignment revision • <i>topical speaking (in-pairs) about the main types of lenders to business</i> • giving reasons • expressing preferences • making comparisons • comprehension of idiomatic meanings. <p>Comprehension Speaking:</p> <ul style="list-style-type: none"> • Explain the following: «A brain storm” <i>What way of obtaining capital is more suitable for a small firm?</i> giving or seeking personal views and opinions 	2 hours

- giving reasons
- expressing preferences
- making comparisons.

Vocabulary Revision:

- using the vocabulary to get prepared ***for a role play*** “*Interview with a financial manager in a large corporation*”. Try to find out from the manager the ways in which his corporation raise its capital.
- giving or seeking personal views and opinions
- giving reasons
- expressing preferences
- forming word-combinations in English
- making comparisons.

Grammar Revision: Type 1 Conditionals (cont.) (If-/when objective clauses and the required tense-forms).
Type 2 Conditionals:

- usage of the grammar rules for dealing with practical grammar exercises
- using the grammar rules for expressing the real or very probable situations in the present or future
- improving one’s grammar skills through a variety of tasks.

Sources:

Main:1

Additional: 8, 9, 11, 12

Internet:18

	<p style="text-align: center;">Further work</p> <p>Comprehension Speaking:</p> <ul style="list-style-type: none"> • Explain the following: <i>share likes and dislikes; to share a common goal; He stole the lion's share of the company's profit</i> • giving full answers to the questions relating to the topic "Raising Finance" • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: Type 1 Conditionals:</p> <ul style="list-style-type: none"> • usage of the grammar rules for dealing with practical grammar exercises • using the grammar rules for expressing the real or very probable situations in the present or future • improving one's grammar skills through a variety of tasks. <p>Writing: <i>"Finance is, as it were, the stomach of the country, from which all other organs take their tone" (W. Glasdstone)</i></p> <ul style="list-style-type: none"> • planning an answer • an introduction and the conclusion • summarising ideas. <p>Sources: Main: 1 Additional: 8, 9, 11, 12 Internet: 18</p>	3 hours
--	---	---------

<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 6 Topic: “Financing a Business” In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting-up:</p> <ul style="list-style-type: none"> • home assignment revision • <i>topical speaking (in-pairs) about the main types of lenders to business</i> • giving reasons • expressing preferences • making comparisons • comprehension of idiomatic meanings. <p>Comprehension Speaking:</p> <ul style="list-style-type: none"> • Explain the following: «A brain storm” <i>What way of obtaining capital is more suitable for a small firm?</i> • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • using the vocabulary to get prepared for a role play “<i>Interview with a financial manager in a large</i> 	<p style="text-align: center;">2 hours</p>
---	--	--

	<p><i>corporation”</i>. Try to find out from the manager the ways in which his corporation raise its capital.</p> <ul style="list-style-type: none"> • giving or seeking personal views and opinions • giving reasons • expressing preferences • forming word-combinations in English • making comparisons. <p>Grammar Revision:</p> <p>Type 1 Conditionals (cont.) (If-/when objective clauses and the required tense-forms). Type 2 Conditionals:</p> <ul style="list-style-type: none"> • usage of the grammar rules for dealing with practical grammar exercises • using the grammar rules for expressing the real or very probable situations in the present or future • improving one’s grammar skills through a variety of tasks. <p>Sources: <i>Main:1</i> <i>Additional: 8, 9, 11, 12</i> <i>Internet:18</i></p>	
--	--	--

	<p style="text-align: center;">Further Work</p> <p>Grammar Revision Type 2</p> <p>Conditionals:</p> <ul style="list-style-type: none"> • usage of the grammar rules for dealing with practical grammar exercises • using the grammar rules for expressing the real or very probable situations in the present or future • improving one’s grammar skills through a variety of tasks. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 9, 11, 12</i> <i>Internet: 18</i></p>	4 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 7</p> <p style="text-align: center;">Topic: “Financial Centers”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting up: home assignment revision:</p> <ul style="list-style-type: none"> • topical speaking about the financial centers • rendering (<i>in pairs</i>) the types of markets: <i>bull, bear, bond, commodity, stock, foreign exchange.</i> <p>Comprehension Reading: “Financial Centers”:</p> <ul style="list-style-type: none"> • reading for obtaining specific information about <i>financial</i> 	2 hours

	<p><i>centers and different types of markets</i></p> <ul style="list-style-type: none"> • comprehension of the meaning of the new unknown words • new idioms and expressions and guessing their meanings on a base of the textual context • grasping the main ideas of the text. <p>Comprehension Speaking (in groups of four): <i>What is the stock market sensitive to? What is a bull market? When do people talk about a bear market?</i></p> <ul style="list-style-type: none"> • giving reasons • giving or seeking personal views and opinion • expressing preferences • making comparisons • comprehension of idiomatic meaning • new idioms and their meanings. <p>Grammar Revision: Type 2 Conditionals (cont.). The Inversion in conditional clauses (<i>Were he to do smth., Should he do smth.</i>).</p> <ul style="list-style-type: none"> • usage of the grammar rules for dealing with practical grammar exercises • using the grammar rules for expressing the imaginary situation which are contrary to facts in the presents • improving one’s grammar skills through a variety of tasks. 	
--	--	--

	<p>Sources: <i>Main: 1, 4, 5</i> <i>Additional: 9, 10, 14</i> <i>Internet: 17, 19</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms. <p>Speaking “The International Monetary Fund”:</p> <ul style="list-style-type: none"> • giving full answers to the questions about marketing • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: Developing knowledge of Second Conditional through a variety of tasks.</p> <p>Sources: <i>Main: 1, 4, 5</i> <i>Additional: 9, 10, 14</i> <i>Internet: 17, 19</i></p>	3 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати 	<p style="text-align: center;">Lesson 8</p> <p style="text-align: center;">Topic: “Stock Market”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” 	2 hours

<p>ти в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p>Starting up: home assignment revision</p> <ul style="list-style-type: none"> • topical speaking (<i>in pairs</i>) about <i>the necessity of stock exchange</i>, and in particular about <i>the stock exchange in Ukraine</i> • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Comprehension Speaking:</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “<i>Financial Centers.</i>” • using the terms to get prepared (for a role play): <i>Under what circumstances would you leave the restaurant without paying your bill? Try to borrow a large amount of money from somewhere to lend it to your friend in need; Money-wasting – what is it and how to suppress your money-wasting wishes; What is “a betrayal” and “to betray your friends”?</i> • giving or seeking personal views and opinions • expressing preferences • usage of prepositions • comprehension of idioms and their meanings. <p>Grammar Revision: Type 2 and Type 3 Conditionals – <i>But for smb/smith., I wish,</i></p> <ul style="list-style-type: none"> • usage of the grammar rules for dealing with practical grammar exercises • using the grammar rules for 	
--	---	--

	<p>improving students' skills through a variety of tasks giving advice.</p> <p>Sources: <i>Main: 1, 4, 5</i> <i>Additional: 9, 10, 14</i> <i>Internet: 17, 19</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “<i>Financial Centers.</i>” • topical speaking about <i>market-makers, stockbrokers, securities, thing traded in financial centers</i> • improving the students' key vocabulary for comprehending the meaning of the proverbs: <i>If you use your head, you may save your feet; if you run two hares, you will catch neither; if you lie down with dogs, you will get up with fleas.</i> • usage of prepositions. <p>Comprehension Speaking: Comment on the following: “<i>The best entrepreneurs are risk avoiders. They identify the risk, and they take actions to minimize the effects of it.</i>” (Paul Hawken)</p> <ul style="list-style-type: none"> • giving reasons • giving or seeking personal views and opinion • expressing preferences • making comparisons 	<p>3 hours</p>

	<ul style="list-style-type: none"> • comprehension of idiomatic meaning • new idioms and their meanings. <p>Grammar Revision Type 2 Conditionals vs. Type 3 Conditional:</p> <ul style="list-style-type: none"> • usage of the grammar rules for dealing with practical grammar exercises • using the grammar rules for improving students' skills through a variety of tasks • using grammar rules for giving advice. <p>Sources: Main: 1, 4, 5 Additional: 9, 10, 14 Internet: 17, 19</p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 9 Topic: “The Bond Market” In-class activity</p> <p>Starting up: Homework revision.</p> <p>Reading: “The Bond Market”.</p> <p>Speaking:</p> <ul style="list-style-type: none"> • guessing unknown word and expressions from the context • locating and understanding specific information in the text • giving full answers to the questions relating to the topic “ The Bond Market” • giving or seeking personal views and opinions 	2 hours

	<ul style="list-style-type: none"> • giving reasons • expressing preferences • making comparisons • discussion on the topic and retelling. <p>Vocabulary: Developing key vocabulary through a variety of tasks.</p> <p>Sources: <i>Main: 1, 4, 5</i> <i>Additional: 9, 10, 14</i> <i>Internet: 17, 19</i></p>	
	<p style="text-align: center;">Further work</p> <p>Grammar Revision: Type 1, 2 Conditionals:</p> <ul style="list-style-type: none"> • usage of the grammar rules for dealing with practical grammar exercises • using the grammar rules for expressing the real or very probable situations in the present or future • improving one’s grammar skills through a variety of tasks. <p>Sources: <i>Main: 1, 4, 5</i> <i>Additional: 9, 10, 14</i> <i>Internet: 17, 19</i></p>	4 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні 	<p style="text-align: center;">Lesson 10 Topic: “Investments” In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s 	

	<p><i>security”, “treasury bond”.</i></p> <p>Grammar Revision: Type 3 Conditionals:</p> <ul style="list-style-type: none"> • usage of the grammar rules for dealing with practical grammar exercises • using the grammar rules for improving students’ skills through a variety of tasks • using grammar rules for expressing the regrets or criticism. <p>Sources: Main: 1, 5 Additional: 10, 13, 15 Internet: 16</p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms • of phrasal verbs. <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions about marketing • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: Developing knowledge of Third Conditional through a variety of tasks.</p>	3 hours

	<p>Sources: <i>Main: 1, 5</i> <i>Additional: 10, 13, 15</i> <i>Internet: 16</i></p>	
<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 11 Topic: “Futures and Deal” In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting up: home assignment revision</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “<i>Investment</i>” • topical speaking about <i>the necessity of stock exchange, in particular about stock exchange in Ukraine</i> • giving or seeking personal views and opinions • expressing preferences. <p>Comprehension Speaking (in groups of four):</p> <ul style="list-style-type: none"> • <i>advantages and disadvantages of stocks and bonds as a form of investment; investment money in government security;</i> • Comment on: <i>Putting one’s eggs in one basket is invariably wrong.</i> • giving or seeking personal views and opinion • making comparisons • comprehension of idiomatic meaning • using the terms to remember for 	<p>2 hours</p>

	<p><i>role play</i></p> <ul style="list-style-type: none"> • <i>take interview of your group mates</i> and estimate their targets orientation of earning the capital • comments on the results. <p>Grammar Revision Type 3 Conditionals, Mix Type of Conditionals:</p> <ul style="list-style-type: none"> • usage of the grammar rules for dealing with practical grammar exercises, grammar progress test 3 (Conditionals) • using the grammar rules for improving students' skills through a variety of tasks • using grammar rules for expressing the regrets of criticism. <p>Sources: Main: 1, 5 Additional: 10, 13, 15 Internet: 16</p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic "<i>Investments</i>" • topical speaking (<i>in pairs</i>) about <i>Unit trust, gilt-edged security, futures, options, swaps</i> • improving the students' key vocabulary for comprehending the meaning utterances: <i>I don't have money to burnt; there is more than one way to skin a cat.</i> • usage of prepositions. 	3 hours

	<p>Comprehension Speaking: Comment on the following: “<i>Why invest in the stock market? What goes up must come down. Spend money today and enjoy it while you can.</i>”</p> <ul style="list-style-type: none"> • giving reasons • giving or seeking personal views and opinion • expressing preferences • making comparisons • comprehension of idiomatic meaning • new idioms and their meanings. <p>Writing: “<i>Future is purchased by the present.</i>” (S.Johnson).</p> <ul style="list-style-type: none"> • planning an answer • an introduction and the conclusion • summarizing ideas. <p>Sources: <i>Main: 1, 5</i> <i>Additional: 10, 13, 15</i> <i>Internet: 16</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному 	<p style="text-align: center;">Lesson 12</p> <p style="text-align: center;">Topic: “The Federal Reserve System”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting up:</p> <ul style="list-style-type: none"> • home assignment revision 	2 hours

<p>мовленні і лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<ul style="list-style-type: none"> • drilling the new terms to learn better the topic “<i>Investment</i>” • topical speaking about <i>the necessity of stock exchange, in particular about stock exchange in Ukraine</i> • giving or seeking personal views and opinions • expressing preferences. <p>Comprehension Speaking (in groups of four):</p> <ul style="list-style-type: none"> • <i>advantages and disadvantages of stocks and bonds as a form of investment; investment money in government security;</i> • Comment on: <i>Putting one’s eggs in one basket is invariably wrong.</i> • giving or seeking personal views and opinion • making comparisons • comprehension of idiomatic meaning • using the terms to remember (for role play) • take interview of your group mates and estimate their targets orientation of earning the capital • comments on the results. <p>Grammar Revision Type 3 Conditionals, Mixed Type of Conditionals:</p> <ul style="list-style-type: none"> • usage of the grammar rules for dealing with practical grammar exercises, grammar progress test 3 (Conditionals) 	
--	--	--

	<ul style="list-style-type: none"> • using the grammar rules for improving students’ skills through a variety of tasks • using grammar rules for expressing the regrets or criticism. <p>Sources: <i>Main: 1, 5</i> <i>Additional: 10, 13, 15</i> <i>Internet: 16</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “<i>Investments</i>” • topical speaking (<i>in pairs</i>) about <i>Unit trust, gilt-edged security, futures, options, swaps</i> • improving the students’ key vocabulary for comprehending the meaning utterances: <i>I don’t have money to burnt; there is more than one way to skin a cat.</i> • usage of prepositions. <p>Comprehension Speaking: Comment on the following: “<i>Why invest in the stock market? What goes up must come down. Spend money today and enjoy it while you can.</i>”</p> <ul style="list-style-type: none"> • giving reasons • giving or seeking personal views and opinion • expressing preferences • making comparisons • comprehension of idiomatic meaning • new idioms and their meanings. 	4hours

	<p>Sources: <i>Main: 1, 5</i> <i>Additional: 10, 13, 15</i> <i>Internet: 16</i></p>	
<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 13</p> <p style="text-align: center;">Topic: “Financial Statements”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting up: home assignment revision</p> <ul style="list-style-type: none"> • topical speaking (<i>in pairs</i>) about financial statements: <i>cash flow statement, balance sheet, profit and loss account</i> • rendering the important documents: <i>The Profit and Loss Account, Balance Sheet.</i> <p>Comprehension Reading: “Financial Statement”</p> <ul style="list-style-type: none"> • reading for obtaining specific information about <i>company’s financial performance, company’s annual report and company accountants, auditors</i> • comprehension meaning of the new words • new idioms and expressions and guessing their meanings on a base of the textual context • grasping the main ideas of the text. 	<p>2 hours</p>

Comprehension Speaking:

- using the key vocabulary for topical speaking (*in pairs*) about: *statements showing income and express resulting from trading over a period of time, statement of the financial position at a specific point of time.*
- giving or seeking personal views and opinions.

Vocabulary:

- drilling the new terms to learn better the topic: “*Financial Statements*”
- improving the students’ key vocabulary for comprehending the meaning utterances: *a blue ribbon, the red-carpet treatment, to go over with a bang*
- usage of prepositions.
- comprehension of idiomatic meaning.

Grammar Revision: Conditionals expressing wishes and regrets:

- usage of the grammar rules for dealing with practical grammar exercises
- using grammar rules for expressing the regrets or criticism, unreality.

Sources:

Main: 1, 3

Additional: 7, 9, 11, 12

Internet: 18

	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms • of terms in box • sentences with new terms. <p>Speaking: “The Bull Market”</p> <ul style="list-style-type: none"> • giving full answers to the questions organizational structure • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons • understanding the meaning of idioms. <p>Grammar Revision: Developing knowledge of expressing wishes and regrets through a variety of tasks.</p> <p>Sources: <i>Main: 1, 3</i> <i>Additional: 7, 9, 11, 12</i> <i>Internet: 18</i></p>	4 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному 	<p style="text-align: center;">Lesson 14</p> <p style="text-align: center;">Topic: “The Bear Market”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Comprehension Speaking (in pairs):</p> <ul style="list-style-type: none"> • Explain the following: <i>What is</i> 	2 hours

<p>мовленні і лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p><i>the only way of keeping track of a company's success?</i></p> <ul style="list-style-type: none"> • giving reasons • expressing preferences • making comparisons. <p>Vocabulary:</p> <ul style="list-style-type: none"> • terms to learn better the topic “Financial Statements” • using the key vocabulary for rendering <i>the financial statements: income statement, balance sheet, cash flow, annual report</i> • word-combination pairs: <i>window dressing, creative accounting, financial statement, financial performance</i> • usage of prepositions • comprehension of idioms and their meanings. <p>Sources: <i>Main: 1, 3</i> <i>Additional: 7, 9, 11, 12</i> <i>Internet: 18</i></p>	
	<p style="text-align: center;">Further work</p> <p>Comprehension Speaking:</p> <ul style="list-style-type: none"> • making short presentations on business topic learnt before • improving grammar and vocabulary skills through demonstrating a short presentation on the learnt business topics • brain storming ideas • summarizing ideas. 	<p>3hours</p>

	<p>Sources: <i>Main: 1, 3</i> <i>Additional: 7, 9, 11, 12</i> <i>Internet: 18</i></p>	
<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 15 Topic: “The World Bank” In-class activity</p> <p>Starting up: Homework revision.</p> <p>Speaking: “The World Bank”</p> <ul style="list-style-type: none"> • giving full answers to the questions organizational structure • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons • understanding the meaning of idioms • discussion on the topic and retelling. <p>Sources: <i>Main: 1, 3</i> <i>Additional: 7, 9, 11, 12</i> <i>Internet: 18</i></p>	<p style="text-align: center;">2 hours</p>
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms • of prepositions • <i>to wind something or itself up.</i> <p>Speaking “Market-makers and Stockholders”:</p> <ul style="list-style-type: none"> • giving full answers to the 	<p style="text-align: center;">3 hours</p>

	<p>questions organizational structure</p> <ul style="list-style-type: none"> • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: Developing knowledge of Modals (<i>can, could, to be able to, to be allowed to</i>) through a variety of tasks.</p> <p>Sources: <i>Main:</i> 1, 3 <i>Additional:</i> 7, 9, 11, 12 <i>Internet:</i> 18</p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 16 Topic: “Bankruptcy” In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting up: home assignment revision</p> <ul style="list-style-type: none"> • topical speaking about bankruptcy (<i>in pairs</i>): <i>successful and less successful companies, how bankruptcy is initiated and resolved</i> • giving or seeking personal views and opinions. <p>Comprehension Reading: “Bankruptcy”</p> <ul style="list-style-type: none"> • reading for obtaining specific information about a company has <i>gone bankrupt, falling company</i> 	<p>2 hours</p>

	<ul style="list-style-type: none"> • comprehension of the meaning of the new unknown words and phrases: <i>collapse, crash, to go down the tubes, fold, to go to the wall, to go belly-up, to go broke, to go under</i> • grasping the main ideas of the text. • new idioms and expressions and guessing their meanings on a base of the textual context. <p>Comprehension Speaking (in pairs):</p> <ul style="list-style-type: none"> • Explain the following: <i>How voluntary bankruptcy is different from involuntary bankruptcy?</i> • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: The Modal Verbs <i>can, could; to be able to giving reasons</i></p> <ul style="list-style-type: none"> • usage of the grammar rules for dealing with practical grammar exercises • using the grammar rules for improving students' skills through a variety of tasks • using grammar rules for expressing the ability, permission. <p>Sources: <i>Main:1</i> <i>Additional: 8, 10, 14, 15</i> <i>Internet: 16, 17</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms • of prepositions • <i>to wind something or itself up.</i> 	

	<p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions organizational structure • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons <p>Grammar Revision: Developing knowledge of Modals (<i>can, could, to be able to, to be allowed to</i>) through a variety of tasks.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 14, 15</i> <i>Internet: 16, 17</i></p>	4 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 17 Topic: “Voluntary Liquidation” In-class activity</p> <p>Starting up: Homework revision.</p> <p>Speaking on the topic “A Voluntary Liquidation”:</p> <ul style="list-style-type: none"> • giving full answers to the questions organizational structure • giving or seeking personal views and opinions • giving reasons • expressing preferences. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 14, 15</i> <i>Internet: 16, 17</i></p>	2 hours

	<p style="text-align: center;">Further work</p> <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • topical speaking about a <i>bankruptcy procedure</i> • usage of prepositions • drilling the new terms to learn better the topic “<i>Bankruptcy.</i>” • improving the students’ key vocabulary for comprehending the meaning of the collocations: <i>to be on the verge (of), to be on the brink (of), to be facing smth, to declare, to file (for)</i> • the meaning of the word-combination: <i>debt repayment, debt burden, debt crisis, debt default, debt rescheduling/restructuring.</i> <p>Writing: “<i>One can accumulate enough wealth to buy a golden bed, but one cannot buy sound sleep with money.</i>” (Daniel ArapMoi).</p> <ul style="list-style-type: none"> • planning an answer • an introduction and the conclusion • summarising ideas. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 14, 15</i> <i>Internet: 16, 17</i></p>	3 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 18</p> <p style="text-align: center;">Topic: “Insolvency”</p> <p style="text-align: center;">In-class activity</p> <p>Starting up: Homework revision.</p> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the 	2 hours

<ul style="list-style-type: none"> • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p>questions organizational structure</p> <ul style="list-style-type: none"> • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Reading the text “Insolvency”:</p> <ul style="list-style-type: none"> • guessing unknown word and expressions from the context • locating and understanding specific information in the text. <p>TEST PAPER</p> <ul style="list-style-type: none"> • assessment of the students’ language competence. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 14, 15</i> <i>Internet: 16, 17</i></p>	<p>3 hours</p>
	<p style="text-align: right;">Усього</p> <p style="text-align: right;"><i>Аудиторна робота</i></p> <p style="text-align: right;"><i>Самостійна робота</i></p>	<p style="text-align: right;">180</p> <p style="text-align: right;">68</p> <p style="text-align: right;">112</p>
<p>II курс III-й семестр</p>		
<p>MODULE 5: “ACCOUNTING AND AUDITING”</p>		
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 1</p> <p style="text-align: center;">Topic: “The Field of Accounting”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information 	

<ul style="list-style-type: none"> • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<ul style="list-style-type: none"> • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting-up:</p> <ul style="list-style-type: none"> • home assignment revision • topical speaking (<i>in-pairs</i>) about <i>the profession of an accountant, a qualified accountant, “the business language”, about accounting as a basic and vital element in modern business</i> • giving reasons • expressing preferences • making comparisons • comprehension of idiomatic meanings. <p>Comprehension Reading “The Field of Accounting”</p> <ul style="list-style-type: none"> • reading for obtaining specific information about <i>accounting, book-keeping</i> • learning the new vocabulary from the text • new idioms and expressions and guessing their meanings on a base of the textual context • grasping the main ideas of the text. <p>Grammar Revision: Modal Verbs: must, have to, should, ought to, need</p> <ul style="list-style-type: none"> • using the grammar rules for improving students’ skills through a variety of tasks • usage of the grammar rules for dealing with practical grammar exercises • using grammar rules for expressing the obligation and necessity. 	<p>2 hours</p>
--	---	----------------

	<p>Sources: <i>Main: 1, 3</i> <i>Additional: 7, 9, 11, 13</i> <i>Internet: 18</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms • of prepositions • <i>to lay off.</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: Developing knowledge of Modals (<i>must, have to, should, ought to, need to</i>) through a variety of tasks.</p> <p>Sources: <i>Main: 1, 3</i> <i>Additional: 7, 9, 11, 13</i> <i>Internet: 18</i></p>	<p>5 hours</p>

<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 2 Topic: “The Field of Accounting” In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting-up:</p> <ul style="list-style-type: none"> • home assignment revision • topical speaking (<i>in-pairs</i>) about <i>accountant profession, a qualified accountant, “the business language”</i> • giving reasons • expressing preferences • making comparisons • comprehension of idiomatic meanings. <p>Comprehension Speaking:</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “<i>The Field of Accounting</i>” • <i>topical speaking (in group of three)</i> <i>why accounting is a basic and vital element in modern business; advantages and disadvantages of a career in accounting</i> <ul style="list-style-type: none"> • giving reasons • giving or seeking personal views and opinion • expressing preferences • new idioms and their meanings. <p>Grammar Revision: Modal Verbs (must, have to, should, ought to, need)</p> <ul style="list-style-type: none"> • using the grammar rules for 	<p>2 hours</p>
---	--	----------------

	<p>improving students' skills through a variety of tasks</p> <ul style="list-style-type: none"> • usage of the grammar rules for dealing with practical grammar exercises • using grammar rules for expressing the obligation and necessity • grammar drills. <p>Sources: <i>Main: 1, 3</i> <i>Additional: 7, 9, 11, 13</i> <i>Internet: 18</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic "<i>The field of Accounting</i>", in particular about the profession of an "accountant" attracting the youth • improving the students' key vocabulary for comprehension the meaning of words-combinations: <i>a certified public accountant, a private accountant, a work load, a financial record, a lay-off</i> • usage of prepositions. • giving reasons • giving or seeking personal views and opinion • expressing preferences • making comparisons • comprehension of idiomatic meaning. <p>Grammar Revision: Modal Verbs (must, have to, should, ought to, need)</p> <ul style="list-style-type: none"> • using the grammar rules for 	<p>5 hours</p>

	<p>improving students' skills through a variety of tasks</p> <ul style="list-style-type: none"> • usage of the grammar rules for dealing with practical grammar exercises • using grammar rules for expressing the obligation and necessity. <p>Sources: Main: 1, 3 Additional: 7, 9, 11, 13 Internet: 18</p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 3 Topic: "Budgeting" In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher's information • grammar and phonetic drills • test "True (T) or False (F)." <p>Starting up: home assignment revision</p> <ul style="list-style-type: none"> • topical speaking (in pairs) about <i>a budget and budgeting, the fiscal year, a master budget</i> • rendering (in pairs) the primary object of the budget. <p>Comprehension Reading: "Budgeting"</p> <ul style="list-style-type: none"> • comprehension of the new unknown words' meaning • grasping the main ideas of the text • reading for obtaining specific information about <i>a budgeting process, a financial operating plan</i> • new idioms and expressions and guessing their meanings on a base of the textual context. 	2 hours

	<p>Comprehension Speaking:</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “<i>Budgeting</i>” • <i>topical speaking (in group of three) about the primary objective of the budget, master budget, preparation as an important aspect of company’s success</i> <ul style="list-style-type: none"> • usage of prepositions • giving reasons • giving or seeking personal views and opinion • expressing preferences • making comparisons • comprehension of idiomatic meaning • new idioms and their meanings. <p>Grammar Revision: The Modal Verbs (<i>must, may, might, could, can’t, should, ought (to)</i>)</p> <ul style="list-style-type: none"> • usage of the grammar rules for improving students’ skills through a variety of tasks • usage of the grammar rules for dealing with practical grammar exercises • usage of the grammar rules for expressing the certainty, possibility, probability. <p>Sources: <i>Main:1</i> <i>Additional: 8, 9, 10, 11, 15</i> <i>Internet: 19</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms 	

	<ul style="list-style-type: none"> • of prepositions • <i>to write something off.</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Writing: Translating the text into English</p> <p>Grammar Revision: Developing knowledge of Modals (<i>must, may, might, could, can't, should, ought to</i>) through a variety of tasks</p> <p>Sources: <i>Main: 1</i> <i>Additional: 8, 9, 10, 11, 15</i> <i>Internet: 19</i></p>	6 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 4 Topic: “Budgeting” In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting up: home assignment revision:</p> <ul style="list-style-type: none"> • topical speaking (<i>in pairs</i>) about <i>a budget for the company.</i> <p>Comprehension Speaking (in pairs):</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “<i>Budgeting</i>” 	2 hours

	<ul style="list-style-type: none"> • explain the following: “<i>It is easier to forgive an enemy than a friend</i>” • usage of prepositions • giving reasons • giving or seeking personal views and opinion • expressing preferences • making comparisons • comprehension of idiomatic meaning • new idioms and their meanings. <p>Grammar Revision: The Modal Verbs (<i>must, have to, should, ought to, need, may, might, could, can't, should, ought to</i>)</p> <ul style="list-style-type: none"> • using the grammar rules for improving students’ skills through a variety of tasks • usage of the grammar rules for dealing with practical grammar exercises • using grammar rules for expressing <i>obligation, necessity, certainty, possibility, probability.</i> <p>Sources: <i>Main: 1</i> <i>Additional: 8, 9, 10, 11, 15</i> <i>Internet: 19</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • improving the students’ key vocabulary for comprehension the meaning of words-combinations: a <i>fiscal year, a</i> 	6 hours

	<p><i>muster budget, an operating plan</i></p> <ul style="list-style-type: none"> • usage of prepositions. • giving reasons • giving or seeking personal views and opinion • expressing preferences • making comparisons • comprehension of idiomatic meaning. <p>Grammar Revision: The Modal Verbs (<i>must, may, might, could, can't, should, ought to</i>)</p> <ul style="list-style-type: none"> • using the grammar rules for improving students' skills through a variety of tasks • usage of the grammar rules for dealing with practical grammar exercises • using grammar rules for expressing <i>certainty, possibility, probability</i>. <p>Writing: <i>making a report</i> “A muster budget of a business”</p> <ul style="list-style-type: none"> • making a plan • an introduction and the conclusion • summarizing ideas. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 9, 10, 11, 15</i> <i>Internet: 19</i></p>	
--	--	--

<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 5 Topic: “Auditing” In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting-up: home assignment revision</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic: “<i>Budgeting</i>” and “<i>Auditing</i>” • topical speaking (<i>in-pairs</i>) about <i>outside/external audits, independent auditing</i> • giving reasons • expressing preferences • making comparisons • usage of prepositions • comprehension of idiomatic meanings. <p>Comprehension Reading: “Auditing”</p> <ul style="list-style-type: none"> • reading for obtaining specific information about <i>auditing, accounting departments</i> • learning the new vocabulary from the text • new idioms and expressions and guessing their meanings on a base of the textual context • comprehension the new words’ meaning • grasping the main ideas of the text. <p>Comprehension Speaking (in pairs):</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “<i>Auditing</i>”. “<i>Functions of the internal and</i> 	<p style="text-align: center;">2 hours</p>
---	--	--

	<p><i>external auditors”</i></p> <ul style="list-style-type: none"> • comment on the following “<i>The path to success is to take massive, determined action.</i>” (<i>Antony Robbins</i>) • giving reasons • giving or seeking personal views and opinion • expressing preferences • comprehension of idiomatic meaning • usage of prepositions. • new idioms and their meanings. <p>Grammar Revision: Modal Verbs with the Perfect Infinitive: can, may, <i>might</i>, <i>must</i>, <i>could</i>, <i>should</i>, <i>ought to</i></p> <ul style="list-style-type: none"> • using the grammar rules for improving students’ skills through a variety of tasks • usage of the grammar rules for dealing with practical grammar exercises • using grammar rules for expressing an action considered undesirable was carried out. <p>Sources: <i>Main: 1, 3, 5</i> <i>Additional: 8, 9, 10, 11, 14</i> <i>Internet: 16, 20</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms • of prepositions • <i>to bail somebody or something out (of something).</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the 	4 hours

	<p>questions</p> <ul style="list-style-type: none"> • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: Developing knowledge of Modals with Perfect Infinitive through a variety of tasks.</p> <p>Sources: <i>Main:</i> 1, 3, 5 <i>Additional:</i> 8, 9, 10, 11, 14 <i>Internet:</i> 16, 20</p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 6 Topic: “Presentation on Business Topics” In-class activity</p> <p>Comprehension Speaking: <i>A short rehearsed presentation:</i></p> <ul style="list-style-type: none"> • making (<i>short presentation</i>) on a business topic learnt before • improving the grammar and vocabulary skills through demonstrating a short presentation on the learned business topics • brainstorming ideas • summarizing ideas. <p style="text-align: center;">TEST PAPER</p> <ul style="list-style-type: none"> • assessment of the students’ language competence <p>Sources: <i>Main:</i> 1, 3, 5 <i>Additional:</i> 8, 9, 10, 11, 14 <i>Internet:</i> 16, 20</p>	2 hours

	<p style="text-align: center;">Further work</p> <p><i>Preparing a short presentation</i></p> <ul style="list-style-type: none"> • revision lexical and grammar material on business topic learnt before <p><i>Preparation for TEST PAPER :</i></p> <ul style="list-style-type: none"> • <i>Vocabulary and Grammar Revision.</i> <p><i>Sources: Main:1, 3, 5</i> <i>Additional: 8, 9, 10, 11, 14</i> <i>Internet: 16, 20</i></p>	6 hours
MODULE 6: “MONEY AND BANKING”		
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 1</p> <p style="text-align: center;">Topic: “Money and its Functions”</p> <p style="text-align: center;">In-class activity</p> <p><i>Warming-up:</i></p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p><i>Starting up:</i> Course Structure</p> <p>Explanation:</p> <ul style="list-style-type: none"> • <i>test paper analysis</i> • topical speaking (<i>in pairs</i>) about <i>money and its functions: medium of exchange, measure of value, store of value.</i> • drilling the new terms to learn better the topic: “<i>Money and its functions</i>”. <p><i>Comprehension Reading:</i> “Money and its functions”</p> <ul style="list-style-type: none"> • reading for obtaining specific information about money: <i>coins, paper bills</i> • comprehension meaning of the new words 	2 hours

	<ul style="list-style-type: none"> • new idioms and expressions and guessing their meanings on a base of the textual context • grasping the main ideas of the text. <p>Grammar Revision: Modal verbs</p> <ul style="list-style-type: none"> • improving the students' grammar knowledge of the Modal verbs by dealing with a variety of tasks • grammar progress <i>test 4</i> (modal verbs). <p>Sources: <i>Main:1, 3, 4</i> <i>Additional: 7, 9, 11, 12</i> <i>Internet: 17</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms • of common terms describing different types of wrongdoing • of prepositions • <i>to spend / to waste</i> • <i>to lay something out.</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: Grammar progress test (Modal Verbs)</p> <p>Sources: <i>Main:1, 3, 4</i> <i>Additional: 7, 9, 11, 12</i></p>	6 hours

<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p><i>Internet: 17</i></p> <p style="text-align: center;">Lesson 2</p> <p style="text-align: center;">Topic: “The British Money”</p> <p style="text-align: center;">In-class activity</p> <p>Starting up: Homework revision. Vocabulary testing.</p> <p>Reading: “The British Money”</p> <ul style="list-style-type: none"> • reading for specific information about money and its functions • guessing unknown words and expressions from the context. <p>Vocabulary: Developing key vocabulary through a variety of tasks.</p> <p>Sources: <i>Main: 1, 3, 4</i> <i>Additional: 7, 9, 11, 12</i> <i>Internet: 17</i></p>	<p style="text-align: center;">2 hours</p>
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms • of common terms describing different types of wrongdoing • of prepositions • <i>to spend / to waste</i> • <i>to lay something out.</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. 	<p style="text-align: center;">4 hours</p>

	<p>Grammar Revision: Grammar progress test (Modal Verbs).</p> <p>Sources: <i>Main:</i> 1, 3, 4 <i>Additional:</i> 7, 9, 11, 12 <i>Internet:</i> 17</p>	
<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 3 Topic: “Types of Banks” In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting-up: home assignment revision</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic: “<i>Types of banks</i>” • topical speaking (<i>in-pairs</i>) about <i>different types of banks</i> • giving reasons • expressing preferences • making comparisons • comprehension of idiomatic meanings. <p>Comprehension Reading: “Types of banks”</p> <ul style="list-style-type: none"> • reading for obtaining specific information about <i>different types of banks</i> • learning the new vocabulary from the text • new idioms and expressions and guessing their meanings on a base of the textual context • grasping the main ideas of the 	<p>2 hours</p>

	<p>text.</p> <p>Grammar Revision: Comparison of Adjectives.</p> <ul style="list-style-type: none"> • usage of the grammar rules for dealing with practical grammar exercises • using grammar rules for expressing <i>superlative and comparative degree</i>. • using the grammar rules for improving students' skills through a variety of tasks. <p>Sources: <i>Main: 1, 3, 4</i> <i>Additional: 10, 11, 13, 15</i> <i>Internet: 18</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms • of prepositions • <i>to make / to do</i> • <i>to cash in (on something)</i>. <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Writing: Translation of an application to the bank into English.</p>	6 hours

	<p>Grammar Revision: Developing knowledge of Comparison of Adjectives through a variety of tasks.</p> <p>Sources: <i>Main: 1, 3, 4</i> <i>Additional: 10, 11, 13, 15</i> <i>Internet: 18</i></p>	
<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 4</p> <p style="text-align: center;">Topic: “Different Types of Banks and Their Functions”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting up: home assignment revision:</p> <p style="padding-left: 20px;">drilling the new terms to learn better the topic “ <i>Different Types of Banks and Their Functions</i> ”</p> <ul style="list-style-type: none"> • topical speaking (<i>in-pairs</i>) about <i>merchant, investment and savings banks</i> • giving reasons • expressing preferences • making comparisons • comprehension of idiomatic meanings. <p>Comprehension Speaking (in pairs):</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “<i>Types of Banks</i>” • explain the following: “<i>Better to go to bed supperless, than to get</i> 	2 hours

	<p><i>up in debts”</i></p> <ul style="list-style-type: none"> • usage of prepositions • giving or seeking personal views and opinions • giving reasons. <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • improving the students’ key vocabulary for comprehension the meaning of word-combinations: <i>bank book, bank charge, bank account, bank deposit, bank clerk</i> • differentiation between the meanings of the confusing words <i>to swindle, to defraud, to bribe, to fine</i> • familiarization the students with idioms <i>to break the bank, to bank on somebody, to be behind the eight ball.</i> <p>Sources: <i>Main: 1, 3, 4</i> <i>Additional: 10, 11, 13, 15</i> <i>Internet: 18</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • improving the students’ key vocabulary for comprehension the meaning of word-combinations: <i>bank statement, bank draft, bank loan, bank holiday.</i> 	<p>6 hours</p>

	<p>Comprehension Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions relating to <i>banks and its functions</i> • giving details about forms of interviewing • giving or seeking personal views and opinions • giving reasons • expressing preferences. <p>Writing: “A bank is a place where they lend you an umbrella in fair weather and ask for it back when it begins to rain”</p> <ul style="list-style-type: none"> • planning an answer • an introduction and the conclusion • summarizing ideas. <p>Sources: <i>Main: 1, 3, 4</i> <i>Additional: 10, 11, 13, 15</i> <i>Internet: 18</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, 	<p style="text-align: center;">Lesson 5 Topic: “Banking Services” In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting-up: home assignment revision:</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic: “<i>Banking Services</i>”. 	<p>2 hours</p>

<p>ідіоми та фразеологічні конструкції.</p>	<p>Comprehension Speaking: comment the following (<i>in pairs</i>): “A bank is a place that will lend you money if you can prove that you don’t need it”</p> <ul style="list-style-type: none"> • usage of prepositions. • giving reasons • giving or seeking personal views and opinion • expressing preferences • making comparisons • comprehension of idiomatic meaning. <p>Grammar Revision: Comparison of Adverbs</p> <ul style="list-style-type: none"> • revision of the theoretical material • usage of the grammar rules for dealing with practical grammar exercises • improvement of the students’ skills through a variety of tasks. <p>Sources: <i>Main: 1, 3, 4</i> <i>Additional: 8, 9, 15</i> <i>Internet: 19</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary:</p> <ul style="list-style-type: none"> • understanding the meaning of idioms • use of prepositions • <i>to make / to do</i> • <i>to cash in (on something)</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the 	<p>6 hours</p>

	<p>questions</p> <ul style="list-style-type: none"> • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons <p>Writing: Translating into English</p> <p>Grammar Revision: Developing knowledge of Comparison of Adjectives and Adverbs through a variety of tasks.</p> <p>Sources: <i>Main:</i> 1, 3, 4 <i>Additional:</i> 8, 9, 15 <i>Internet:</i> 19</p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 6</p> <p style="text-align: center;">Topic: “Banking Services Provided by Ukrainian Banks”</p> <p style="text-align: center;">In-class activity</p> <p>Starting up: Homework revision.</p> <p>Reading: “Ukrainian Banking System”</p> <ul style="list-style-type: none"> • reading for specific information about different types of banks • guessing unknown words and expressions from the context. <p>Vocabulary: Developing key vocabulary through a variety of tasks.</p> <p>Sources: <i>Main:</i> 1, 3, 4 <i>Additional:</i> 8, 9, 15 <i>Internet:</i> 19</p>	<p>2 hours</p>

	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms • of prepositions • <i>to apply for.</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Writing: Translating a letter to the bank manager into English.</p> <p>Grammar Revision: Developing knowledge of Comparison of Adjectives through a variety of tasks.</p> <p>Sources: <i>Main: 1, 3, 4</i> <i>Additional: 8, 9, 15</i> <i>Internet: 19</i></p>	4 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: 	<p style="text-align: center;">Lesson 7 Topic: “The Euro” In-class activity</p> <p>Starting up: Homework revision.</p> <p>Reading: “The Euro”</p> <ul style="list-style-type: none"> • reading for specific information about different European currency 	2 hours

<p>використовува ти в усному і писемному мовленні і лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<ul style="list-style-type: none"> guessing unknown words and expressions from the context. <p>Vocabulary: Developing key vocabulary through a variety of tasks.</p> <p>Sources: <i>Main:</i> 1, 4 <i>Additional:</i> 7, 9, 11, 12 <i>Internet:</i> 17</p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary:</p> <ul style="list-style-type: none"> use of prepositions understanding the meaning of idioms defining the terms. <p>Speaking:</p> <ul style="list-style-type: none"> giving full answers to the questions giving or seeking personal views and opinions giving reasons expressing preferences making comparisons. <p>Writing: Translating the text into English.</p> <p>Grammar Revision: Developing knowledge of Comparatives through a variety of tasks.</p> <p>Sources: <i>Main:</i> 1, 4 <i>Additional:</i> 7, 9, 11, 12 <i>Internet:</i> 17</p>	5 hours
<ul style="list-style-type: none"> Знати: лексичний і граматичний 	<p>Lesson 8 Topic: “The Dollar” In-class activity</p>	

<p>матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p>Starting up: Homework revision.</p> <p>Reading: “The Dollar”</p> <ul style="list-style-type: none"> • reading for specific information about different types of banks • guessing unknown words and expressions from the context. <p>Vocabulary: Developing key vocabulary through a variety of tasks.</p> <p>TEST PAPER</p> <ul style="list-style-type: none"> • assessment of the students’ language competence. <p>Sources: <i>Main: 1, 4</i> <i>Additional: 7, 9, 11, 12</i> <i>Internet: 17</i></p>	<p>2 hours</p>
	<p>Further work</p> <p>Vocabulary:</p> <ul style="list-style-type: none"> • understanding the meaning of idioms • use of prepositions • defining the terms. <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. 	<p>5 hours</p>

	<ul style="list-style-type: none"> • new idioms and expressions and guessing their meanings on a base of the textual context • comprehension the new words' meaning. <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • improving the students' key vocabulary for comprehension the meaning of words-combinations: a <i>fiscal year</i>, a <i>muster budget</i>, an <i>operating plan</i> • usage of prepositions. • giving reasons • giving or seeking personal views and opinions. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 15</i> <i>Internet: 20</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning of</p> <ul style="list-style-type: none"> • idioms • prepositions • the verbs <i>to provide</i> / <i>to secure</i> / <i>to ensure</i>. <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Writing: Translating text into English. Grammar Revision: Developing knowledge of the Infinitive through a variety of tasks.</p>	2 hours

	<p>Sources: <i>Main:1</i> <i>Additional: 7, 10, 15</i> <i>Internet: 20</i></p>	
<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 2</p> <p style="text-align: center;">Topic: “Corporate Securities”</p> <p style="text-align: center;">In-class activity</p> <p>Starting up: Course Structure Explanation.</p> <p>Reading: “Corporate Securities”</p> <ul style="list-style-type: none"> • reading for specific information about international trade • guessing unknown words and expressions from the context. <p>Vocabulary:</p> <ul style="list-style-type: none"> • describing International Trade • developing key vocabulary used to describe international trade. <p>Sources: <i>Main:1</i> <i>Additional: 7, 10, 15</i> <i>Internet: 20</i></p>	2 hours
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms • of prepositions • <i>to raise / to rise.</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences 	4 hours

	<ul style="list-style-type: none"> making comparisons. <p>Writing: Translating the text into English.</p> <p>Grammar Revision: Developing knowledge of the Infinitive through a variety of tasks.</p> <p>Sources: <i>Main:1</i> <i>Additional: 7, 10, 15</i> <i>Internet: 20</i></p>	
<ul style="list-style-type: none"> Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. Вміти: використовувати в усному і письмовому мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 3</p> <p style="text-align: center;">Topic: “Forward Contracts”</p> <p style="text-align: center;">In-class activity</p> <p>Starting up: Course Structure Explanation.</p> <p>Reading: “Forward Contracts”</p> <ul style="list-style-type: none"> reading for specific information about international trade guessing unknown words and expressions from the context. <p>Vocabulary:</p> <ul style="list-style-type: none"> describing international trade developing key vocabulary. <p>Sources: <i>Main:1</i> <i>Additional: 7, 10, 15</i> <i>Internet: 20</i></p>	2 hours
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the</p>	

	<p>meaning</p> <ul style="list-style-type: none"> • of idioms • of prepositions • <i>to provide / to secure / to ensure.</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Writing: Translating a letter into English.</p> <p>Grammar Revision: Developing knowledge of the Complex Object through a variety of tasks.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 15</i> <i>Internet: 20</i></p>	4 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати 	<p style="text-align: center;">Lesson 4</p> <p style="text-align: center;">Topic: “Export and Import”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” 	2 hours

<p>ти в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p>Starting-up: home assignment revision</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “<i>Export and Import</i>” • topical speaking (<i>in-pairs</i>) about <i>visible and invisible export and import, balance of trade</i> • learning the new vocabulary from the text • new idioms and expressions and guessing their meanings on a base of the textual context. <p>Comprehension Reading: “<i>Export and Import</i>”</p> <ul style="list-style-type: none"> • reading for obtaining specific information about <i>international trade</i> • learning the new vocabulary from the text • new idioms and expressions and guessing their meanings on a base of the textual context. <p>Vocabulary Revision:</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “<i>Export and Import</i>” • improving the students’ key vocabulary for comprehension the meaning of words-combinations: <i>a trade surplus, a trade deficit</i> • usage of prepositions. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 12, 14</i> <i>Internet: 16, 20</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary:</p> <ul style="list-style-type: none"> • understanding the meaning of 	

	<p>idioms</p> <ul style="list-style-type: none"> • use of prepositions • explaining the terms. <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Writing: Translating into English the text.</p> <p>Grammar Revision: Developing knowledge of the Gerund through a variety of tasks.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 8, 12, 14</i> <i>Internet: 16, 20</i></p>	6 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні 	<p style="text-align: center;">Lesson 5</p> <p style="text-align: center;">Topic: “Protection Measures and Tariffs”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting-up: home assignment revision</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “<i>International trade</i>” • topical speaking (<i>in-pairs</i>) about <i>national producers, exchange</i> 	2 hours

конструкції.

controls, tariff, quotas

- giving reasons
- expressing preferences
- making comparisons
- comprehension of idiomatic meanings.

Comprehension Speaking (in pairs):
about free trade areas

- usage of prepositions
- giving or seeking personal views and opinions
- giving reasons
- comprehension of idiomatic meanings.

Vocabulary Revision:

- improving the students' key vocabulary for comprehension the meaning of word-combinations: *international trade, protectionist measures, free trade*
- differentiation between the meanings of the confusing words *to provide, to secure, to ensure.*

Grammar Revision: The Infinitive

- improving students' skills through a variety of tasks
- usage of the grammar rules for dealing with practical grammar exercises.

Sources:

Main: 1

Additional: 8, 12, 14

Internet: 16, 20

	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms • of prepositions • <i>to take off.</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Writing: Translating into English “The Balance of Trade”.</p> <p>Grammar Revision: Developing knowledge of the Gerund through a variety of tasks.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 8, 12, 14</i> <i>Internet: 16, 20</i></p>	4 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному 	<p style="text-align: center;">Lesson 6</p> <p style="text-align: center;">Topic: “World Trade Organization”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting up: home assignment revision</p>	2 hours

<p>мовленні і лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<ul style="list-style-type: none"> • topical speaking (<i>in pairs</i>) about <i>trade negotiations, legal ground rule, settle trade disputes, keep trade policy, trade rights.</i> • drilling the new terms to learn better the topic “<i>World Trade Organization</i>”. <p>Comprehension Reading: “World Trade Organization (WTO)”:</p> <ul style="list-style-type: none"> • reading for obtaining specific information about WTO: <i>trade flows, cost price, dumping, dealings, administer trade agreements, barriers</i> • comprehension meaning of the new words • new idioms and expressions and guessing their meanings on a base of the textual context • comprehension of the confusing words’ meaning: <i>politics and policy</i> • grasping the main ideas of the text. <p>Grammar Revision: The Infinitive and the Gerund and their forms in the Active Voice and in the Passive Voice.</p> <ul style="list-style-type: none"> • use of the Infinitive and the Gerund • improving students’ skills through a variety of tasks • usage of the grammar rules for dealing with practical grammar exercises. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 13, 15</i> <i>Internet: 17</i></p>	
--	---	--

	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms • of prepositions • <i>politics / policy.</i> <p>Speaking: “WTO’s Agreements”</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Writing: Translating into English an agreement.</p> <p>Grammar Revision: Comparing the use of the Gerund and the Infinitive through a variety of tasks.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 13, 15</i> <i>Internet: 17</i></p>	2 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і 	<p style="text-align: center;">Lesson 7</p> <p style="text-align: center;">Topic: “The World Bank”</p> <p style="text-align: center;">In-class activity</p> <p>Starting up: Homework revision.</p> <p>Reading: “The World Bank”</p> <ul style="list-style-type: none"> • reading for specific information about The World Bank • guessing unknown words and expressions from the context. 	2 hours

<p>граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p>Vocabulary:</p> <ul style="list-style-type: none"> • describing the work of World Trade Organization • developing key vocabulary through a variety of tasks. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 13, 15</i> <i>Internet: 17</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms • of prepositions. <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Writing: making a report “Functions of the World Bank”.</p> <p>Grammar Revision: Comparing the using of the Gerund and the Infinitive through a variety of tasks.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 13, 15</i> <i>Internet: 17</i></p>	<p>4 hours</p>

<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 8</p> <p style="text-align: center;">Topic: “The International Monetary Fund”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting-up: home assignment revision</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “<i>Export and Import</i>” • comprehension of the meaning of the new word-combinations: <i>visible and invisible exports, invisible import, capital export, controlled export, currency export</i> • topical speaking (in pairs) about <i>capital export, controlled export, currency export, visible and invisible export sets</i>. <p>Comprehension Speaking (in pairs):</p> <ul style="list-style-type: none"> • comment on the following: “<i>It is happier to be sometimes cheated than not to trust</i>” (S. Johnson). • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons • comprehension of idiomatic meanings • usage of prepositions. <p>Grammar Revision: The Gerund and its forms in the Active Voice and in the Passive Voice.</p>	<p style="text-align: center;">2 hours</p>
---	--	--

	<ul style="list-style-type: none"> • improving students' skills through a variety of tasks • usage the Gerund after prepositions, after verbs and expressions followed by prepositions: <i>be interested in, be good at, be fond of</i> etc. • usage the Gerund after set expressions: <i>it's no use, it's not worth, it's no good, to have difficulty</i> • usage of the grammar rules for dealing with practical grammar exercises. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 13, 15</i> <i>Internet: 17</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms • of prepositions • <i>politics / policy.</i> <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Writing: Translating the passage into</p>	4 hours

	<p>English.</p> <p>Grammar Revision: Comparing the using of the Gerund and the Infinitive through a variety of tasks.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 7, 10, 13, 15</i> <i>Internet: 17</i></p>	
<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 9</p> <p style="text-align: center;">Topic: “Globalization and Economic Policy”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting-up: home assignment revision:</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic “globalization and economic policy” • topical speaking (<i>in groups of three</i>) about <i>globalization process, cost factors of globalization, market factors of globalization, global business cycle</i> • giving reasons • expressing preferences • making comparisons • comprehension of idiomatic meanings. 	2 hours

	<p>Comprehension Reading “Globalization and economic policy”:</p> <ul style="list-style-type: none"> • reading for obtaining specific information about <i>emerging markets, supply chain, foreign direct investment</i> • learning the new vocabulary from the text • grasping the main ideas of the text • the new idioms and expressions and guessing their meanings on a base of the textual context. <p>Grammar Revision: The Participle I and its forms in the Active Voice and in the Passive Voice, and the Participle II</p> <ul style="list-style-type: none"> • usage the Participle I and the Participle II • improving students’ skills through a variety of tasks • usage of the grammar rules for dealing with practical grammar exercises. <p>Sources: Main: 1 Additional: 8, 10, 12, 14 Internet: 18</p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms • of prepositions • of phrasal verbs. <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons 	2 hours

	<ul style="list-style-type: none"> • expressing preferences • making comparisons. <p>Grammar Revision: Developing knowledge of the Participle through a variety of tasks comparing the use of the Participle I and II.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 12, 14</i> <i>Internet: 18</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 10</p> <p style="text-align: center;">Topic: “Global Agreements: WTO”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting up: home assignment revision</p> <ul style="list-style-type: none"> • topical speaking (<i>in pairs</i>) about <i>the WTO’s agreements</i> • giving reasons • expressing preferences. <p>Vocabulary revision:</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic: “<i>Global agreements: WTO</i>” • improving the students’ lexical awareness • new phrasal verbs used for global agreement. • improving the students’ 	2 hours

	<p>vocabulary awareness through rendering <i>international economic relations among government.</i></p> <p>Comprehension Speaking (in groups of three):</p> <ul style="list-style-type: none"> • rendering the WTO’s agreements and their main purpose • giving or seeking personal views and opinions • making comparisons • comprehension of idiomatic meanings. <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 12, 14</i> <i>Internet: 18</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms • of prepositions • of synonyms. <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: Developing knowledge of the Participle through a</p>	<p>4 hours</p>

	<p>variety of tasks comparing the use of the Participle I and II.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 12, 14</i> <i>Internet: 18</i></p>	
<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 11</p> <p style="text-align: center;">Topic: “International Finance”</p> <p style="text-align: center;">In-class activity</p> <p>Starting up: Homework revision.</p> <p>Reading: “International Finance”</p> <ul style="list-style-type: none"> • guessing unknown words and expressions from the context • understanding specific information in the text. <p>Vocabulary: Developing key vocabulary through a variety of tasks.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 12, 14</i> <i>Internet: 18</i></p>	<p>2 hours</p>
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Understanding the meaning</p> <ul style="list-style-type: none"> • of idioms • of prepositions • of antonyms. <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the 	<p>4 hours</p>

	<p>questions</p> <ul style="list-style-type: none"> • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: Developing knowledge of the Participle through a variety of tasks comparing the use of the Participle I and II.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 8, 10, 12, 14</i> <i>Internet: 18</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 12</p> <p style="text-align: center;">Topic: “Business Across Cultures”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting-up: home assignment revision</p> <ul style="list-style-type: none"> • drilling the new terms to learn better the topic: “<i>Business across culture</i>” • topical speaking (<i>in-pairs</i>) about <i>social etiquette, different cultures around the world</i> • giving reasons • expressing preferences • making comparisons. <p>Comprehension Reading: “<i>International trade</i>”</p>	2 hours

	<ul style="list-style-type: none"> • reading for obtaining specific information about <i>business across the cultures</i> • learning the new vocabulary from the text • new idioms and expressions and guessing their meanings on a base of the textual context. <p>Grammar Revision: Countable and Uncountable Nouns:</p> <ul style="list-style-type: none"> • improving students' skills through a variety of tasks • usage of the grammar rules for dealing with practical grammar exercises • using the countable and uncountable nouns in everyday speech. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 13, 15</i> <i>Internet: 16, 19</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: the meaning of</p> <ul style="list-style-type: none"> • idioms • prepositions. <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: Developing knowledge of Countable and Uncountable Nouns</p>	<p>2 hours</p>

	<ul style="list-style-type: none"> • <i>little / a little; few / a few</i> • <i>much / many/ a lot of/ lots of</i> • <i>either...or / both...and / neither ...nor.</i> <p>Sources: <i>Main: 1</i> <i>Additional: 7, 13, 15</i> <i>Internet: 16, 19</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 13 Topic: “Mobility between Nations” In-class activity</p> <p>Starting up: Homework revision.</p> <p>Reading: “Mobility between Nations”</p> <ul style="list-style-type: none"> • reading for specific information about different cultures and doing business • guessing unknown words and expressions from the context. <p>Vocabulary: Describing different cultures in the world and the way they doing business. Developing key vocabulary through a variety of tasks.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 7, 13, 15</i> <i>Internet: 16, 19</i></p>	2 hours
	<p style="text-align: center;">Further work</p> <p>Vocabulary: the meaning of</p> <ul style="list-style-type: none"> • idioms • prepositions. 	

	<p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: Developing knowledge of Countable and Uncountable Nouns</p> <ul style="list-style-type: none"> • <i>little / a little; few / a few</i> • <i>much / many/ a lot of/ lots of</i> • <i>either...or / both...and / neither ...nor.</i> <p>Sources: Main: 1 Additional: 7, 13, 15 Internet: 16, 19</p>	4 hours
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 14 Topic: “Do’s and Don’ts for Business People” In-class activity</p> <p>Starting up: Homework revision.</p> <p>Reading: “Do’s and Don’ts for Business People”</p> <ul style="list-style-type: none"> • reading for specific information about different cultures and doing business • guessing unknown words and expressions from the context. <p>Vocabulary: Describing different cultures in the world and the way they are doing business. Developing key vocabulary through a variety of tasks.</p>	2 hours

	<p style="text-align: center;">TEST PAPER</p> <ul style="list-style-type: none"> • assessment of the students' language competence. <p>Sources: <i>Main: 1</i> <i>Additional: 7, 13, 15</i> <i>Internet: 16, 19</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: the meaning of</p> <ul style="list-style-type: none"> • idioms • prepositions. <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Grammar Revision: Developing knowledge of Countable and Uncountable Nouns. Revision of phrasal verbs.</p> <p>Sources: <i>Main: 1</i> <i>Additional: 7, 13, 15</i> <i>Internet: 16, 19</i></p>	<p>4 hours</p>
	<p>Усього <i>Аудиторна робота</i> <i>Самостійна робота</i></p>	<p>180 56 124</p>

II курс IV-й семестр		
MODULE 8: “MONEY, BANKS AND THEIR FUNCTIONS”		
<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p>Lesson 1 Topic: “Characteristics of Money.” In-class activity</p> <p><i>Starting up:</i> Course Structure Explanation.</p> <p><i>Reading:</i></p> <ul style="list-style-type: none"> • rendering into Ukrainian the texts “Money. Characteristics of Money”, “Money Supply” • reading for obtaining specific information about the characteristics of money, money supply • guessing unknown words and expressions from the context. <p><i>Vocabulary:</i> Developing key vocabulary through a variety of tasks.</p> <p><i>Speaking:</i></p> <ul style="list-style-type: none"> • describing different functions and characteristics of money • expressing personal views and opinions. <p><i>Sources:</i> <i>Main:</i> 2, 3, 4 <i>Additional:</i> 8, 9, 12, 13 <i>Internet:</i> 20</p>	4 hours
	Further work	
	<p><i>Vocabulary:</i></p> <ul style="list-style-type: none"> • revision of the terms to learn 	

	<p>better the topic “Characteristics of Money”</p> <ul style="list-style-type: none"> • comprehension of the words’ meaning • understanding the meaning of idioms • revision of phrasal verbs. <p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Writing: Summing up the information got from the texts “Money. Characteristics of Money” and “Monetary Policy”.</p> <p>Grammar Revision: Developing knowledge of the Infinitive through a variety of tasks.</p> <p>Sources: <i>Main: 2, 3, 4</i> <i>Additional: 8, 9, 12, 13</i> <i>Internet: 2</i></p>	<p>1 hour</p>
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 2</p> <p style="text-align: center;">Topic: “Central and Commercial Banks”</p> <p style="text-align: center;">In-class activity</p> <p>Starting up: Homework revision.</p> <p>Reading:</p>	<p>4 hours</p>

<ul style="list-style-type: none"> • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<ul style="list-style-type: none"> • rendering into Ukrainian the texts “ The Bank of England”, “The National Bank of Ukraine”, “Commercial Banks” and “Bank Accounts” • guessing unknown words and expressions from the contexts • understanding specific information in the texts. <p>Vocabulary: Developing key vocabulary through a variety of tasks on the topic “Central Banks”.</p> <p>Sources: <i>Main: 2, 4</i> <i>Additional: 8, 9, 10, 12</i> <i>Internet: 17</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary:</p> <ul style="list-style-type: none"> • developing key vocabulary through a variety of tasks on the topic “Commercial Banks” • practice in use of prepositions • doing exercises in word study • understanding the meaning of idioms. <p>Speaking:</p> <ul style="list-style-type: none"> • <i>giving full answers to the questions</i> • <i>giving or seeking personal views and opinions</i> • <i>giving reasons</i> • <i>expressing preferences</i> • <i>making comparisons</i> 	1 hour

	<ul style="list-style-type: none"> • <i>commenting on the other students' opinion.</i> <p>Writing: Summing up the information obtained from the texts “Central Banks”, “Commercial Banks” and “Bank Accounts”.</p> <p>Grammar Revision: Developing knowledge of the Gerund through a variety of tasks.</p> <p>Sources: <i>Main: 2, 4</i> <i>Additional: 8, 9, 10, 12</i> <i>Internet: 17</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 3 Topic: “Lending” In-class activity</p> <p>Starting up: Homework revision.</p> <p>Reading:</p> <ul style="list-style-type: none"> • rendering into Ukrainian the text “Bank Lending” • reading for getting specific information about the bank lending • guessing unknown words and expressions from the context. <p>Vocabulary: developing key vocabulary through a variety of tasks on the topic “Lending”.</p> <p>Listening and comprehension: “Commercial Loans and Consumer Loans”.</p> <p>Sources: <i>Main: 2, 3, 4</i> <i>Additional: 8, 9, 11, 15</i> <i>Internet: 17</i></p>	6 hours

	<p style="text-align: center;">Further work</p> <p>Vocabulary:</p> <ul style="list-style-type: none"> • revision of the terms to learn better the topic “Lending” • comprehension of the words’ meaning • understanding the meaning of idioms • use of prepositions • comparing the use of words <i>lend / borrow</i>. <p>Speaking:</p> <ul style="list-style-type: none"> • <i>giving full answers to the questions</i> • <i>giving or seeking personal views and opinions</i> • <i>giving reasons</i> • <i>expressing preferences</i> • <i>commenting on the other students’ opinion</i> • <i>making comparisons</i>. <p>Writing: Summing up the information obtained from the text “Bank Lending”.</p> <p>Grammar Revision: Comparing the use of the Gerund and the Infinitive through a variety of tasks.</p> <p>Sources: <i>Main: 2, 3, 4</i> <i>Additional: 8, 9, 11, 15</i> <i>Internet: 17</i></p>	1 hour
<p>• Знати: лексичний і граматичний матеріал, ідіоми та</p>	<p>Lesson 4 Topic: “Credit” In-class activity</p> <p>Starting up: Homework revision.</p>	

<p>фразеологічні конструкції.</p> <ul style="list-style-type: none"> • Вмісту: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p>Reading:</p> <ul style="list-style-type: none"> • rendering the text “Credit” into Ukrainian • guessing unknown words and expressions from the context • understanding specific information in the text. <p>Speaking:</p> <ul style="list-style-type: none"> • <i>giving full answers to the questions</i> • <i>giving or seeking personal views and opinions</i> • <i>giving reasons</i> • <i>expressing preferences</i> • <i>commenting on the other students’ opinion</i> • <i>making comparison.</i> <p>Vocabulary: Developing key vocabulary on the topic “Credit” through a variety of tasks.</p> <p>Sources: <i>Main: 2, 3, 4, 5</i> <i>Additional: 7, 8, 10, 11, 13</i> <i>Internet: 18</i></p>	<p>4 hours</p>
	<p style="text-align: center;">Further work</p> <p>Vocabulary:</p> <ul style="list-style-type: none"> • revision of the terms to learn better the topic “Credit” • comprehension of the words’ meaning • understanding the meaning of idioms • use of prepositions • comparing the use of words <i>creditworthiness</i> and <i>reliability</i>. 	<p>1 hour</p>

	<p>Speaking:</p> <ul style="list-style-type: none"> • giving full answers to the questions • giving or seeking personal views and opinions • giving reasons • expressing preferences • making comparisons. <p>Writing: Summing up the information obtained from the text “Credit”.</p> <p>Grammar Revision: Developing knowledge of the Participle through a variety of tasks comparing the use of the Participle I and II.</p> <p>TEST PAPER</p> <ul style="list-style-type: none"> • assessment of the students’ language competence. <p>Sources: Main: 2, 3, 4, 5 Additional: 7, 8, 10, 11, 13 Internet: 18</p>	
--	--	--

MODULE 9: “FINANCIAL MANAGEMENT”

<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і 	<p align="center">Lesson 1 Topic: “Finance” In-class activity</p> <p>Starting up: Homework revision.</p> <p>Reading:</p> <ul style="list-style-type: none"> • rendering the text “Responsibilities of the Financial Manager” into Ukrainian • reading for getting specific information about different aspects of the text • guessing unknown words and 	<p align="center">6 hours</p>
---	---	-------------------------------

<p>граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p>expressions from the context.</p> <p>Speaking:</p> <ul style="list-style-type: none"> • <i>giving full answers to the questions</i> • <i>giving or seeking personal views and opinions</i> • <i>giving reasons</i> • <i>expressing preferences</i> • <i>making comparisons.</i> <p>Vocabulary: Developing key vocabulary on the topic “Finance” through a variety of tasks.</p> <p>Writing: Summing up the information obtained from the text “Responsibilities of the Financial Manager”.</p> <p>Sources: <i>Main: 2, 3</i> <i>Additional: 9, 10, 11, 12</i> <i>Internet: 19</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary:</p> <ul style="list-style-type: none"> • revision of the terms to learn better the topic “Finance” • comprehension of the words’ meaning • understanding the meaning of idioms • use of prepositions • interpreting such notions as <i>finance, economics</i> and <i>accounting.</i> 	<p>2 hours</p>

	<p>Speaking:</p> <ul style="list-style-type: none"> • <i>giving full answers to the questions</i> • <i>giving or seeking personal views and opinions</i> • <i>giving reasons</i> • <i>expressing preferences</i> • <i>making comparisons.</i> <p>Writing: Summing up the information obtained from the text “Responsibilities of the Financial Manager”.</p> <p>Grammar Revision: Developing knowledge of Countable and Uncountable Nouns through a variety of tasks.</p> <p>Sources: <i>Main: 2, 3</i> <i>Additional: 9, 10, 11, 12</i> <i>Internet: 19</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і 	<p style="text-align: center;">Lesson 2 Topic: “Financial Plan” In-class activity</p> <p>Starting up: Homework revision. Testing.</p> <p>Reading:</p> <ul style="list-style-type: none"> • rendering the text “Financial Plan” into Ukrainian • guessing unknown words and expressions from the context • understanding specific information in the text. 	4 hours

<p>граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p>Vocabulary: Developing key vocabulary on the topic “Financial Plan” through a variety of tasks.</p> <p>Sources: <i>Main: 2, 3</i> <i>Additional: 8, 9, 11, 13</i> <i>Internet: 20</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary:</p> <ul style="list-style-type: none"> • revision of the terms to learn better the topic “Financial Plan” • comprehension of the words’ meaning • understanding the meaning of idioms • use of prepositions • interpreting such notions as <i>expenditures</i> and <i>receipts</i>, <i>cash inflows</i> and <i>outflows</i>. <p>Speaking:</p> <ul style="list-style-type: none"> • <i>giving full answers to the questions</i> • <i>giving or seeking personal views and opinions</i> • <i>giving reasons</i> • <i>expressing preferences</i> • <i>making comparisons.</i> <p>Writing: Summing up the information obtained from the text “Financial Plan”.</p> <p>Grammar Revision: Developing knowledge of “Possession” through a variety of tasks.</p>	<p>2 hours</p>

	<p>Sources: <i>Main: 2, 3</i> <i>Additional: 8, 9, 11, 13</i> <i>Internet: 20</i></p>	
<p>• Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовува ти в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p style="text-align: center;">Lesson 3 Topic: “Firm’s Finances” In-class activity Starting up: Homework revision.</p> <p>Reading:</p> <ul style="list-style-type: none"> • rendering the texts “Short-Term and Long-Term Expenditures” and “Debt and Equity Capital” into Ukrainian • guessing unknown words and expressions from the context • understanding specific information in the text. <p>Vocabulary: Developing key vocabulary on the topic “Firm’s Finances” through a variety of tasks.</p> <p>Sources: <i>Main: 2, 3</i> <i>Additional: 7, 9, 11, 14</i> <i>Internet: 18</i></p>	6 hours
	<p style="text-align: center;">Further work</p> <p>Vocabulary:</p> <ul style="list-style-type: none"> • revision of the terms to learn better the topic “Firm’s Finances” • comprehension of the words’ meaning • understanding the meaning of idioms • use of prepositions • interpreting such notions as <i>short-term (operating)</i> and <i>long-</i> 	2 hours

	<p><i>term (capital) expenditures, debt and equity capital.</i></p> <p>Speaking:</p> <ul style="list-style-type: none"> • <i>giving full answers to the questions</i> • <i>giving or seeking personal views and opinions</i> • <i>giving reasons</i> • <i>expressing preferences</i> • <i>making comparisons</i> • <i>commenting on the other students' opinion.</i> <p>Writing: Summing up the information obtained from the texts “Short-Term and Long-Term Expenditures” and “Debt and Equity Capital”.</p> <p>Grammar Revision: Developing knowledge of Tenses in Active Voice through a variety of tasks.</p> <p>Sources: <i>Main: 2, 3</i> <i>Additional: 7, 9, 11, 14</i> <i>Internet: 18</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному 	<p style="text-align: center;">Lesson 4 Topic: “Sources of Funds” In-class activity</p> <p>Starting up: Homework revision.</p> <p>Reading:</p> <ul style="list-style-type: none"> • rendering the text “Sources of Short-Term and Long-Term Funds” into Ukrainian • guessing unknown words and 	<p>6 hours</p>

<p>мовленні і лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p>expressions from the context</p> <ul style="list-style-type: none"> • understanding specific information in the text. <p>Vocabulary: Developing key vocabulary on the topic “Sources of Funds” through a variety of tasks.</p> <p>Writing: Summing up the information from the text “Sources of Short-Term and Long-Term Funds”.</p> <p>Grammar Revision: Developing knowledge of Tenses in Passive Voice through a variety of tasks.</p> <p>Sources: <i>Main: 2, 3</i> <i>Additional: 8, 9, 11, 12</i> <i>Internet: 16</i></p>	
	<p style="text-align: center;">Further work</p> <p>Reading:</p> <ul style="list-style-type: none"> • rendering the text “Financial Management for Small Businesses” into Ukrainian • guessing unknown words and expressions from the context • understanding specific information. <p>Vocabulary:</p> <ul style="list-style-type: none"> • revision of the terms to learn better the topic “Sources of Funds” • comprehension of the words’ meaning • understanding the meaning of idioms 	<p>2 hours</p>

	<ul style="list-style-type: none"> • use of prepositions • interpreting such notions as <i>trade credit, secured and unsecured loans, commercial paper, debt financing, equity financing and hybrid financing.</i> <p>Writing: : Summing up the information from the text “Financial Management for Small Businesses”.</p> <p>Speaking:</p> <ul style="list-style-type: none"> • <i>giving full answers to the questions</i> • <i>giving or seeking personal views and opinions</i> • <i>giving reasons</i> • <i>expressing preferences</i> • <i>making comparisons</i> • <i>commenting on the other students’ opinion.</i> <p>Grammar Revision: Developing knowledge of Tenses in Passive Voice through a variety of tasks.</p> <p style="text-align: center;">TEST PAPER</p> <ul style="list-style-type: none"> • assessment of the students’ language competence. <p>Sources: <i>Main: 2, 3</i> <i>Additional: 8, 9, 11, 12</i> <i>Internet: 16</i></p>	
MODULE 10: “ACCOUNTING, AUDITING, TAXATION AND INSURANCE”		
<ul style="list-style-type: none"> • Знати: лексичний і граматичний 	Lesson 1 Topic: “Accounting Profession” In-class activity	

<p>матеріал, ідіоми та фразеологічні конструкції.</p> <p>• Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p>Starting up: Homework revision.</p> <p>Reading:</p> <ul style="list-style-type: none"> rendering the text “People in Accounting Profession” into Ukrainian guessing unknown words and expressions from the context understanding specific information in the text. <p>Vocabulary: Developing key vocabulary on the topic “Accounting Profession” through a variety of tasks.</p> <p>Writing: Summing up the information from the text “People in Accounting Profession”.</p> <p>Grammar Revision: Developing knowledge of Sequence of Tenses through a variety of tasks.</p> <p>Sources: <i>Main: 2, 3, 5</i> <i>Additional: 9, 10, 11</i> <i>Internet: 17</i></p>	<p>4 hours</p>
	<p style="text-align: center;">Further work</p> <p>Reading:</p> <ul style="list-style-type: none"> rendering the text “Accounting for Whom?” into Ukrainian guessing unknown words and expressions from the context understanding specific information. <p>Vocabulary:</p> <ul style="list-style-type: none"> revision of the terms to learn better the topic “Accounting Profession” 	<p>1 hour</p>

	<ul style="list-style-type: none"> • comprehension of the words' meaning • understanding the meaning of idioms • use of prepositions • interpreting such notions as <i>accounting, bookkeeping, CPA, CMA.</i> <p>Writing: Summing up the information from the charts describing financial and managerial accounting systems, and the application of a firm's accounting information by its major users.</p> <p>Speaking:</p> <ul style="list-style-type: none"> • <i>giving full answers to the questions</i> • <i>giving or seeking personal views and opinions</i> • <i>giving reasons</i> • <i>expressing preferences</i> • <i>making comparisons</i> • <i>commenting on the other students' opinion.</i> <p>Grammar Revision: Developing knowledge of Sequence of Tenses through a variety of tasks.</p> <p>Sources: <i>Main: 2, 3, 5</i> <i>Additional: 9, 10, 11</i> <i>Internet: 17</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та 	<p>Lesson 2 Topic: “Auditing” In-class activity</p> <p>Starting up: Homework revision.</p>	

<p>фразеологічні конструкції.</p> <ul style="list-style-type: none"> • Вміст: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p>Reading:</p> <ul style="list-style-type: none"> • rendering the text “Auditors in Accounting Process ” into Ukrainian • guessing unknown words and expressions from the context. • understanding specific information in the text. <p>Vocabulary: Developing key vocabulary on the topic “Auditing” through a variety of tasks.</p> <p>Speaking:</p> <ul style="list-style-type: none"> • <i>giving full answers to the questions</i> • <i>giving or seeking personal views and opinions</i> • <i>giving reasons</i> • <i>expressing preferences</i> • <i>making comparisons</i> • <i>commenting on the other students’ opinion.</i> <p>Writing: Translating into English the text “Report of Independent Accountants to the Stockholders” and expressing the opinion about the role of an independent auditor.</p> <p>Grammar Revision: Developing knowledge of Reported Speech through a variety of tasks.</p> <p>Sources: <i>Main: 2, 3, 5</i> <i>Additional: 9, 11, 13</i> <i>Internet: 18</i></p>	<p>4 hours</p>
	<p style="text-align: center;">Further work</p> <p>Vocabulary:</p> <ul style="list-style-type: none"> • doing exercises in word study to 	

	<p>improve the vocabulary on the topic “Auditing”</p> <ul style="list-style-type: none"> • filling the blanks • matching • joining the halves • comprehension of the words’ meaning • understanding the meaning of idioms • use of prepositions • interpreting such notions as <i>internal and external audit, generally accepted accounting principles, audit report.</i> <p>Writing: Summing up the information from the text “Auditors in Accounting Process”.</p> <p>Grammar Revision: Developing knowledge of Reported Speech through a variety of tasks.</p> <p>Sources: <i>Main: 2, 3, 5</i> <i>Additional: 9, 11, 13</i> <i>Internet: 18</i></p>	<p>2 hours</p>
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні 	<p style="text-align: center;">Lesson 3</p> <p style="text-align: center;">Topic: “Record-Keeping and Accounting Equation”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Starting-up: home assignment</p>	<p>4 hours</p>

<p>лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції.</p>	<p>revision, topical speaking (<i>in pairs</i>) about accounting process</p> <ul style="list-style-type: none"> • giving reasons • making comparisons • comprehension of idiomatic meaning. <p>Comprehension Speaking (in pairs):</p> <ul style="list-style-type: none"> • commenting on the following: “The computer revolution has simplified the accounting process” • giving or seeking personal views and opinions. <p>Writing: Summing up the information from the text “Record-Keeping and Accounting Equation”.</p> <p>Grammar Revision: Developing knowledge of Reported Speech through a variety of tasks.</p> <p>Sources: Main: 2, 3 Additional: 8, 9, 10, 11, 12 Internet: 19</p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary:</p> <ul style="list-style-type: none"> • revision of the terms to learn better the topic “Record-Keeping and Accounting Equation” • comprehension of the words’ meaning • understanding the meaning of idioms • use of prepositions 	<p>1 hour</p>

	<ul style="list-style-type: none"> interpreting such notions as <i>record-keeping, accounting equation, journals and ledgers.</i> <p>Speaking:</p> <ul style="list-style-type: none"> <i>giving full answers to the questions</i> <i>giving or seeking personal views and opinions</i> <i>giving reasons</i> <i>expressing preferences</i> <i>making comparisons</i> <i>commenting on the other students' opinion.</i> <p>Grammar Revision: Developing knowledge of Reported Speech through a variety of tasks.</p> <p>Sources: <i>Main: 2, 3</i> <i>Additional: 8, 9, 10, 11, 12</i> <i>Internet: 19</i></p>	
<ul style="list-style-type: none"> Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 4 Topic: “Double-Entry Accounting” In-class activity</p> <p>Starting up: Homework revision.</p> <p>Reading:</p> <ul style="list-style-type: none"> rendering the text “Double-Entry Accounting” into Ukrainian guessing unknown words and expressions from the context understanding specific information in the text. <p>Vocabulary: Developing key vocabulary on the topic “Double-Entry Accounting” through a variety of tasks.</p>	4 hours

	<p>Writing: Summing up the information from the text “Double-Entry Accounting”.</p> <p>Grammar Revision: Developing knowledge of the Conditionals through a variety of tasks.</p> <p>Sources: <i>Main: 2, 3</i> <i>Additional: 8, 10, 11</i> <i>Internet: 16</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary:</p> <ul style="list-style-type: none"> • revision of the terms to learn better the topic “Double-Entry Accounting” • comprehension of the words’ meaning • understanding the meaning of idioms • use of prepositions • interpreting such notions as <i>double-entry accounting, entry, ledger accounts, credit and debit.</i> <p>Speaking:</p> <ul style="list-style-type: none"> • <i>giving full answers to the questions</i> • <i>giving or seeking personal views and opinions</i> • <i>giving reasons</i> • <i>expressing preferences</i> • <i>making comparisons</i> • <i>commenting on the other students’ opinion.</i> 	1 hour

	<p>Grammar Revision: Developing knowledge of the Conditionals through a variety of tasks.</p> <p>Sources: <i>Main: 2, 3</i> <i>Additional: 8, 10, 11</i> <i>Internet: 16</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 5 Topic: “Basic Financial Statements” In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Reading:</p> <ul style="list-style-type: none"> • rendering the text “Basic Financial Statements” into Ukrainian • guessing unknown words and expressions from the context • understanding specific information in the text. <p>Vocabulary:</p> <ul style="list-style-type: none"> • revision of the terms to learn better the topic “Basic Financial Statements” • comprehension of the words’ meaning • understanding the meaning of idioms • use of prepositions • interpreting such notions as <i>balance sheet, income statement, statement of cash flows, assets, liabilities and owners’ equity.</i> 	4 hours

	<p>Speaking:</p> <ul style="list-style-type: none"> • <i>giving full answers to the questions</i> • <i>giving or seeking personal views and opinions</i> • <i>giving reasons</i> • <i>expressing preferences</i> • <i>making comparisons</i> • <i>commenting on the other students' opinion.</i> <p>Writing: Summing up the information from the text “Basic Financial Statements”.</p> <p>Grammar Revision: Developing knowledge of the Modals through a variety of tasks.</p> <p>Sources: <i>Main: 2, 3</i> <i>Additional: 9, 10, 11, 13</i> <i>Internet: 19</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Developing key vocabulary on the topic “Basic Financial Statements” through a variety of tasks.</p> <p>Writing: Summing up the information from the text “Budgeting”.</p> <p>Speaking</p> <ul style="list-style-type: none"> • <i>making short presentation on the topic “Basic Financial Statements”</i> • <i>improving the grammar and vocabulary skills through demonstrating short presentations on the learned</i> 	2 hours

	<p><i>topics</i></p> <ul style="list-style-type: none"> • <i>brainstorming ideas</i> • <i>summarizing ideas.</i> <p>Grammar Revision: Developing knowledge of the Modals through a variety of tasks.</p> <p>Sources: <i>Main: 2, 3</i> <i>Additional: 9, 10, 11, 13</i> <i>Internet: 19</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 6</p> <p style="text-align: center;">Topic: “Taxes and Taxation”</p> <p style="text-align: center;">In-class activity</p> <p>Warming-up:</p> <ul style="list-style-type: none"> • listening to the text or teacher’s information • grammar and phonetic drills • test “True (T) or False (F).” <p>Reading:</p> <ul style="list-style-type: none"> • rendering the text “Taxes and Taxation” into Ukrainian • guessing unknown words and expressions from the context • understanding specific information in the text. <p>Vocabulary:</p> <ul style="list-style-type: none"> • revision of the terms to learn better the topic “Taxes and Taxation” • comprehension of the words’ meaning • understanding the meaning of idioms • use of prepositions • interpreting such notions as <i>tax, taxation, VAT, tax management,</i> 	4 hours

	<p><i>income tax and tax authorities.</i></p> <p>Speaking:</p> <ul style="list-style-type: none"> • <i>giving full answers to the questions</i> • <i>giving or seeking personal views and opinions</i> • <i>giving reasons</i> • <i>expressing preferences</i> • <i>making comparisons</i> • <i>commenting on the other students' opinion.</i> <p>Writing: Summing up the information from the text “Taxes and Taxation”.</p> <p>Grammar Revision: Developing knowledge of the Complex Object through a variety of tasks.</p> <p>Sources: <i>Main: 5</i> <i>Additional: 8, 9, 10, 11</i> <i>Internet: 18</i></p>	
	<p style="text-align: center;">Further work</p> <p>Vocabulary: Developing key vocabulary on the topic “Taxes and Taxation” through a variety of tasks.</p> <p>Speaking</p> <ul style="list-style-type: none"> • <i>making short presentation on the topic “Taxes and Taxation”</i> • <i>improving the grammar and vocabulary skills through demonstrating short presentations about the taxation systems in the USA and UK</i> • <i>brainstorming ideas</i> 	1 hour

	<ul style="list-style-type: none"> • <i>summarizing ideas.</i> <p>Writing: Summing up the information from the text “Tax Management”.</p> <p>Grammar Revision: Developing knowledge of the Complex Object through a variety of tasks.</p> <p>Sources: <i>Main: 5</i> <i>Additional: 8, 9, 10, 11</i> <i>Internet: 18</i></p>	
<ul style="list-style-type: none"> • Знати: лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. • Вміти: використовувати в усному і писемному мовленні лексичний і граматичний матеріал, ідіоми та фразеологічні конструкції. 	<p style="text-align: center;">Lesson 7 Topic: “Insurance” In-class activity</p> <p>Starting up: Homework revision.</p> <p>Reading:</p> <ul style="list-style-type: none"> • rendering the text “Insurance” into Ukrainian • guessing unknown words and expressions from the context • understanding specific information in the text. <p>Vocabulary: Developing key vocabulary on the topic “Insurance” through a variety of tasks</p> <p>Speaking:</p> <ul style="list-style-type: none"> • <i>giving full answers to the questions</i> • <i>giving or seeking personal views and opinions</i> • <i>giving reasons</i> • <i>expressing preferences</i> • <i>making comparisons</i> 	4 hours

	<ul style="list-style-type: none"> • <i>commenting on the other students' opinion.</i> <p>Writing: Summing up the information from the text “Insurance”.</p> <p style="text-align: center;">TEST PAPER</p> <ul style="list-style-type: none"> • assessment of the students' language competence. <p>Sources: <i>Main: 6</i> <i>Additional: 8, 10, 12, 15</i> <i>Internet: 16, 17</i></p>	
	<p style="text-align: center;">Further work</p> <p>Reading:</p> <ul style="list-style-type: none"> • rendering the text “Lloyd’s” into Ukrainian • guessing unknown words and expressions from the context • understanding specific information in the text. <p>Writing: Summing up the information from the text “Lloyd’s”.</p> <p>Speaking about the “Insurance in Ukraine”:</p> <ul style="list-style-type: none"> • <i>giving full answers to the questions</i> • <i>giving or seeking personal views and opinions</i> • <i>giving reasons</i> • <i>expressing preferences</i> • <i>making comparisons</i> • <i>commenting on the other students' opinion.</i> 	2 hours

	Sources: <i>Main: 6</i> <i>Additional: 8, 10, 12, 15</i> <i>Internet: 16, 17</i>	
	Усього <i>Аудиторна</i> <i>робота</i> <i>Самостійна робота</i>	90 68 22

* Курсивом зазначені інтерактивні методи навчання.

III. СПИСОК РЕКОМЕНДОВАНИХ ДЖЕРЕЛ*

Основний

1. Латигіна А. Г. *Basic English of Economics [Текст] : Підручник для вищ. навч. закл.– К. : Київ. нац. торг.- екон. ун-т, 2020. – 456 с.*
2. Рудешко Є. В. *Англійська мова сфери фінансів та бухгалтерії = English of Finance and Accounting : Підручник для вищ. навч. закл. – К. : Київ. нац. торг.-екон. ун-т, 2018. – 280 с.*
3. Рудешко Є. В. *Англійська мова фінансів та бухгалтерії = Mastering English on Finance and Accounting: Навчальний посіб. – К. :Київ. нац. торг.- екон. ун-т, 2013.–197 с.*
4. Кравченко В.О., Макарова О.О., Рудешко Є.В. *Англійська мова банківської справи = Mastering English on Banking : Підручник для вищ. навч. закл.–К.: Київ. нац. торг.- екон. ун-т, 2013. – 244 с.*
5. Жеронкіна О.Л., Жашкевич І.Й. *Англійська мова для фінансистів = English for Financiers: Навч. посіб.–К.: Київ. нац. торг.- екон. ун-т, 2016. – 368 с.*
- 6.. Белова В.В. *Англійська мова страхового бізнесу = English of Insurance Business:Навч. посіб. – К.: Київ. нац. торг.- екон. ун-т, 2008. – 167 с.*

Додатковий

7. Dooley J., Evans V. *Grammar way 3 / J. Dooley, V. Evans – Express Publishing, 2014. – 262 p.*
8. Dooley J., Evans V. *Grammar way 4 / J. Dooley, V. Evans – Express Publishing, 2014. – 224 p.*

9. Ian MacKenzie Professional English in Use. Finance – Cambridge University Press, 2019. – 138 p.

10. Зоценко Л.А., Орлик Л.С. Практичний курс з граматики англійської мови = *Practical Course of English Grammar: Навч. посіб.* – К.: Київ. нац. торг.- екон. ун-т, 2016.–224 с.

11. Рудешко Є В., Розум А.П. Англо – українсько – російський словник термінів з обліково – фінансової діяльності та банківської справи з тлумаченням англійською мовою / Є В. Рудешко, А.П. Розум. – Ч. I, II. – К.: Київ. нац. торг.- екон. ун-т, 2002

12. Рудешко Є.В., Іваненко Г.П. Англійська мова за професійним спрямуванням Збірник лексико-граматичних тестів / Є.В. Рудешко, Г.П. Іваненко.–К.: Київ. нац. торг.- екон. ун-т, 2015.–43 с.

13. Іваненко Г.П., Рудешко Є.В. Іноземна мова за професійним спрямуванням (англійська) Збірник лексико-граматичних завдань / Г.П. Іваненко, Є.В. Рудешко.–К.: Київ. нац. торг.- екон. ун-т, 2017.–50 с.

14. Розум А. П. Іноземна мова за професійним спрямуванням (англійська) Збірник текстів та вправ. / А. П. Розум. – К.: Київ. нац. торг.- екон. ун-т, 2017

15. Лисак О.Б. Методичні рекомендації з розвитку навичок усного мовлення / навч. посіб., О. Б. Лисак . - Київ: Київ. нац. торг.- екон. ун-т, 2019

* Джерела, які є у бібліотеці КНТЕУ, виділені курсивом.

Інтернет-ресурси

Testing

16. www.toefl

17. www.sat.org

News & Current Events

18. www.ft.com/home/europe

19. <http://news.bbc.co.uk>

20. www.cnn.com