



ISTITUTO TECNICO STATALE "MARCHI – FORTI"

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PROGRAMMA SVOLTO a.s. 2021/2022

del Prof. **LAURA BALDI**

Docente di INGLESE

nella classe 4 sez. A Indirizzo RIM

n° 3 ore settimanali Sede MARCHI

TESTI IN ADOZIONE

THINK BUSINESS di Cumino e Bowen ed DEA SCUOLA

FOCUS AHEAD di P. Reilly, S.Dignen, R.Fricker ed Longman Pearson

Fotocopie per spiegare, integrare ed approfondire i contenuti.

1. MODULI E UNITA' DIDATTICHE SVOLTE

BUSINESS COMMUNICATION

Oral Communication: face to face Communication, Telephone calls

Visual Communication

Written Communication: Text messages, , Memos, Notes, E-mail. E-mail: the pros and cons

Business Letters: layout

UNIT 2: ENQUIRIES

Key Vocabulary

Key Language

Written Enquiries

Phrase Bank: Enquiries

Written Replies to enquiries

Phrase Bank to Enquiries

Telephone Enquiries



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Telephone Replies to Enquiries

Work Simulation

DEALING WITH ENQUIRIES

BUSINESS THEORY

UNIT 1: THE ECONOMIC ENVIRONMENT

The production process. The factors of production. Needs and Wants. Commerce and trade.
Distribution Channels. The impact of information technology on business. Visible and Invisible
Trade. Import and Export. Balance of Trade and Balance of Payments. The supply chain.
Deindustrialization. Economic Systems: The Public Sector. Economic Indicators

UNIT 2: GLOBAL TRADE

Global Trade Development. Inequalities in trade. E-commerce. International Trade. Protectionism.
Trade Alliances

UNIT 3: BUSINESS STRUCTURES AND ORGANIZATIONS

Business Structures: Sole traders. Partnerships. Private and Public Limited Companies. Cooperatives.
Franchising. Business Growth: Internal and External growth. Merger. Acquisition or Takeover. Joint
Ventures. Multinationals. Relocation of Business. Offshoring. Reshoring and Outsourcing. Company
Structure.

Planned economy, free market economy and mixed economy (in fotocopia)

CULTURE

GEOGRAPHICAL ISSUES

The UK: the British Isles. Highland and lowland Britain. Rivers and Lakes. Climate. People.
London. British towns and cities.

The USA. Position and boundaries. The people. Climate. The face of the land. American regions

THE ECONOMY OF THE UK

Foreign Trade.



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Natural Resources

Manufacturing

Services

THE ECONOMY OF THE USA

Foreign Trade.

Natural Resources

Manufacturing

Services

THE POLITICAL SYSTEM OF THE UK

Type of government

The Monarch

The legislative, the executive

The Constitution

Political Parties

Elections

THE POLITICAL SYSTEM OF THE USA

The legislative, the executive and the judicial power

The Constitution

Political Parties

Elections

Dal testo FOCUS AHEAD sono state revisionate le unit 4-5-6-7-8 delle quali gli student dovranno conoscere il lessico, le strutture e le funzioni comunicative, oltre ai vari tipi di writing (articles, reviews, opinion essays, for and against essays)

10 giugno 2022

Gli studenti

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L'insegnante

LAURA BALDI

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