



ISTITUTO TECNICO STATALE "MARCHI – FORTI"

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PROGRAMMA SVOLTO a.s. 2023/2024

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 PLUS 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: Free Market, Mixed Economy, Planned Economy
Economic Indicators: GDP, Inflation, Unemployment, Unemployment rate

UNIT 2: GLOBAL TRADE

Global Trade Development. Inequalities in trade. E-commerce. International Trade. Protectionism. Trade Alliances. The Globalisation process: its features and consequences.

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.

CULTURE

GEOGRAPHICAL ISSUES



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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.

Natural Resources

Manufacturing

Services

THE ECONOMY OF THE USA

Foreign Trade.

Natural Resources

Manufacturing

Services

THE POLITICAL SYSTEM OF THE UK

The legislative, the executive and the judicial power

The Constitution

Political Parties

Elections

THE POLITICAL SYSTEM OF THE USA

The legislative, the executive and the judicial power

The Constitution

Political Parties

Elections

Da FOCUS AHEAD:

UNIT 6: GET WELL

Parts of the body, Injuries

Second Conditional

Wish e if only

Third Conditional



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Writing: An Article

UNIT 7: IN THE SPOTLIGHT

Television, TV shows

Reported Speech, Reported questions and imperatives

Writing: Reviews

UNIT 8 : GOOD CITIZENS

Human qualities

The Passive.

Have something done

Writing: An opinion essay

Di ogni unit dovrà essere conosciuto il lessico, le letture, le funzioni comunicative e dovranno essere acquisite tutte le strutture tipiche delle varie tipologie di writing.

10 giugno 2024

Gli studenti

L'insegnante

LAURA BALDI

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