

**CdL in Economia e Gestione Aziendale**  
**CdL in Economia e Finanza**

**Lingua Inglese**

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**A.A. 2019/2020**

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**OFFICE HOURS:**

Tuesday, 12-13; Wednesday, 12-13

By appointment

Studio 3, I° piano Viale Sant'Ignazio, 84 (Biblioteca Polo Economico) Cagliari (always check my personal webpage to be up-to-date)

# TIMETABLE

**36 hours, 18 lessons**

<b>DAY</b>	<b>TIME</b>	<b>ROOM</b>	<b>DAY</b>	<b>TIME</b>	<b>ROOM</b>
<b>Mon 24 Feb</b>	10 - 12	Aula 2 Baffi	<b>Mon 16 Mar</b>	10 - 12	Aula 2 Baffi
<b>Tue 25 Feb</b>	10 - 12	Aula 2 Baffi	<b>Tue 17 Mar</b>	10 - 12	Aula 2 Baffi
<b>Wed 26 Feb</b>	10 - 12	Aula 2 Baffi	<b>Wed 18 Mar</b>	10 - 12	Aula 2 Baffi
<b>Mon 2 Mar</b>	10 - 12	Aula 2 Baffi	<b>Mon 23 Mar</b>	10 - 12	Aula 2 Baffi
<b>Tue 3 Mar</b>	10 - 12	Aula 2 Baffi	<b>Tue 24 Mar</b>	10 - 12	Aula 2 Baffi
<b>Wed 4 Mar</b>	10 - 12	Aula 2 Baffi	<b>Wed 25 Mar</b>	10 - 12	Aula 2 Baffi
<b>Mon 9 Mar</b>	10 - 12	Aula 2 Baffi	<b>Mon 30 Mar</b>	10 - 12	Aula 2 Baffi
<b>Tue 10 Mar</b>	10 - 12	Aula 2 Baffi	<b>Tue 31 Mar</b>	10 - 12	Aula 2 Baffi
<b>Wed 11 Mar</b>	10 - 12	Aula 2 Baffi	<b>Wed 1 Apr</b>	10 - 12	Aula 2 Baffi

## **OBIETTIVI DEL CORSO**


### **Competenza della lingua inglese a livello intermedio (B1/B2 QCR)**

- Principali strutture lessico-grammaticali
- Lessico generale e specialistico
- Ascolto e comprensione della lingua generale e specialistica
- Dialogare spontaneamente su argomenti non noti di carattere generale
- Descrivere argomenti specialistici preventivamente studiati

## LIBRO DI TESTO E MATERIALE DIDATTICO

- # BUSINESS ENGLISH: Trappe, Tullis. ***Intelligent Business***, Intermediate (Pearson Longman) → coursebook + workbook
- CORSO MONOGRAFICO (SLIDES IN PPT → sezione «materiale didattico» sulla pagina docente)
- DIZIONARI MONOLINGUE E GRAMMATICHE

# LIBRO DI TESTO E MATERIALE DIDATTICO



# Intelligent Business

Coursebook

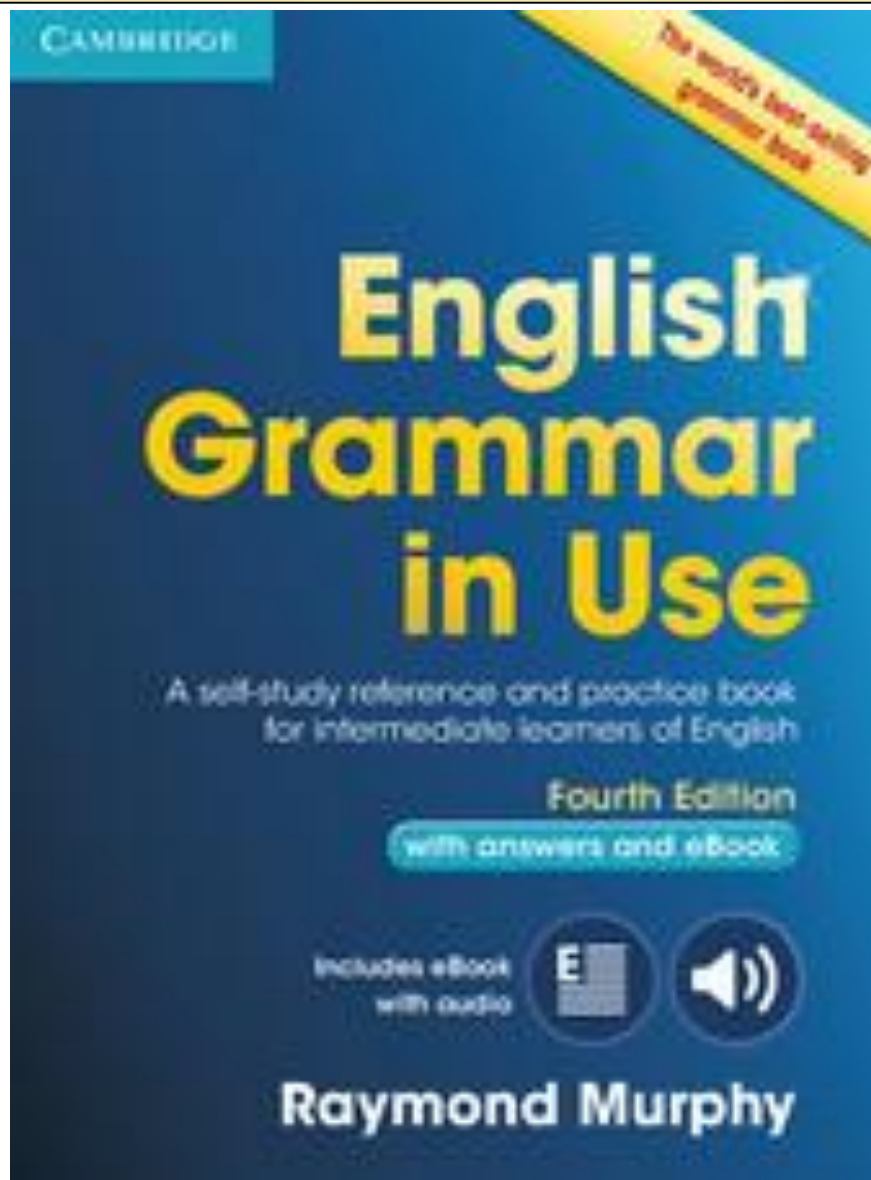
Intermediate  
Business English



| Tonya Trappe | Graham Tullis |

The  
Economist

# LIBRO DI TESTO E MATERIALE DIDATTICO



# IL CORSO - TOPICS

- COMPANIES
- LEADERSHIP
- STRATEGY
- MARKETING
- FINANCE
- RECRUITMENT
- ADVERTISING

## IL CORSO - L'ESAME

Il programma prevede lo sviluppo delle 4 abilità linguistiche:

- *Listening*: ascolto e comprensione
- *Writing: Use of English* (business) + Fonetica + Grammatica + *Word formation*
- *Reading comprehension*
- *Speaking*

## IL CORSO - L'ESAME

Esercitazioni laboratorio (inizio: seconda settimana di lezione):

- Strategie di ascolto e comprensione (*Intelligent Business*)

La prova orale:

- parlare di sé, dei propri passatempi, delle proprie prospettive future...
- presentazione argomenti specifici tratti da articoli di giornali e/o riviste

## IL CORSO - L'ESAME

L'esame:

due prove, 1 scritta e 1 orale

La prova scritta consiste in:

- Ascolto e comprensione (ESCLUSE CERTIFICAZIONI)
- Use of English (grammatica, lessico) (ESCLUSE CERTIFICAZIONI)
- Reading Comprehension (con esercizi)

## IL CORSO - L'ESAME

### L'esame scritto

#### **Use of English**

**Choose the best word to fill each gap in the sentences below. (MULTIPLE CHOICE)**

1. We offer a ..... to customers who buy in bulk  
a) refund b) discount c) delivery
2. We ask customers who are not fully satisfied to .....  
goods within seven days  
a) discount b) refund c) return
3. Goods will be ..... within 24 hours of your order  
a) delivered b) purchased c) exchanged

## IL CORSO - L'ESAME

### L'esame scritto

#### **Use of English**

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**a) delivered** b) purchased c) exchanged

## IL CORSO - L'ESAME

### L'esame scritto

#### **Word formation (MULTIPLE CHOICE)**

1. He will be a very ..... manager  
a) success b) successful c) succeed

2. ....is good for business  
a) compete b) competitive c) competition

3. Goods will be ..... within 24 hours of your order  
a) delivery b) delivered c) deliverable

## IL CORSO - L'ESAME

### L'esame scritto

#### **Word formation (MULTIPLE CHOICE)**

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a) delivery **b) delivered** c) deliverable

## IL CORSO - L'ESAME

### L'esame scritto

#### **Use of English – Grammar Exercises**

1 - If you need to contact me out of our usual office hours, please \_\_\_\_\_ the following number.

A telephone up                      B ring                      C ask

2 - Due to \_\_\_\_\_ heavy traffic, the bus to York will probably be late.

A because                      B the                      C to

3 - " \_\_\_\_\_ a glass of wine or some water?"

A did you wants rather have                      B prefer you to have                      C would you

4 - \_\_\_\_\_ people have their summer break \_\_\_\_\_ the seaside.

A lots / to                      B many / at                      C much / on to

## IL CORSO - L'ESAME

### L'esame scritto

#### **Use of English – Grammar Exercises**

1 - If you need to contact me out of our usual office hours, please \_\_\_\_\_ the following number.

A telephone up

**B ring**

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A did you wants

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**C would you**

**rather have**

4 - \_\_\_\_\_ people have their summer break \_\_\_\_\_ the seaside.

A lots / to

**B many / at**

C much / on to

# IL CORSO - L'ESAME

## L'esame scritto

### **Word Formation (rif. Livello B2)**

Going overseas in order to experience a \_\_\_\_\_ way of life is what many people \_\_\_\_\_ of as travel, but travel does not \_\_\_\_\_ mean going abroad. How many people can say they have visited every part of \_\_\_\_\_ own country? Many people who live in vast \_\_\_\_\_ such as Russia and the USA have only \_\_\_\_\_ a small part of their own country, and so domestic travel is also very \_\_\_\_\_.

It's a surprising fact that about 75 \_\_\_\_\_ of US citizens do not own a passport, so \_\_\_\_\_ does not mean leaving the country for them.

DIFFER  
THINK  
NECESSARY  
THEY  
COUNTRY  
VISIT  
EXCITE  
PERCENTAGE  
TRAVEL

### L'esame scritto

#### **Reading comprehension**

Comprensione generale di un testo scritto attraverso:

- Analisi della frase e del periodo
- True & False questions
- General Questions
- Language Questions: Synonyms, Antonyms
- Paraphrases
- Morphology: "Carmaker" CAR-MAKE-(E)R
- Phonetics : /ə'kwaiə(r)/ *verb* acquire

## IL CORSO - L'ESAME

### L'esame scritto- **Reading comprehension**

Italy has a diversified industrial economy, which is divided into a developed industrial north, dominated by private companies, and a less-developed, highly subsidized, agricultural south, where unemployment is high. The Italian economy is driven in large part by the manufacture of high-quality consumer goods produced by small and medium-sized enterprises, many of them family owned.

Italy also has a sizable underground economy, which by some estimates accounts for as much as 17% of GDP. These activities are most common within the agriculture, construction, and service sectors. Italy is the third-largest economy in the eurozone, but its exceptionally high public debt and structural impediments to growth have rendered it vulnerable to scrutiny by financial markets. Public debt has increased steadily since 2007, topping 126% of GDP in 2012, and investor concerns about the broader euro-zone crisis at times have caused borrowing costs on sovereign government debt to rise to euro-era records.

L'esame scritto- **Reading comprehension**

**TRUE OR FALSE?**

The Italian economy is mostly sustained by high quality consumer goods producers

T                      F

b) Italy's public debt has been constantly rising

T                      F

**ANSWER THE QUESTIONS:**

c) What economic activities are involved in Italy's underground economy?

d) What is the article about?

## IL CORSO - L'ESAME

### L'esame scritto- **Reading comprehension**

Italy has a diversified industrial economy, which is divided into a developed industrial north, dominated by private companies, and a less-developed, highly subsidized, agricultural south, where unemployment is high. **The Italian economy is driven in large part by the manufacture of high-quality consumer goods** produced by small and medium-sized enterprises, many of them family owned.

Italy also has a sizable **underground economy**, which by some estimates accounts for as much as 17% of GDP. These activities are most common **within the agriculture, construction, and service sectors**. Italy is the third-largest economy in the eurozone, but its exceptionally high public debt and structural impediments to growth have rendered it vulnerable to scrutiny by financial markets. **Public debt has increased steadily since 2007, topping 126% of GDP in 2012**, and investor concerns about the broader euro-zone crisis at times have caused borrowing costs on sovereign government debt to rise to euro-era records.

L'esame scritto - **Reading comprehension**

**What do the following numbers refer to?**

a. 17%

PERCENTAGE OF GDP ATTRIBUTED TO UNDERGROUND ECONOMY

b. 2007

YEAR MARKING THE START OF ITALY'S PUBLIC DEBT INCREASE

L'esame scritto - **Reading comprehension**

**Find the synonym in the text for the following terms:**

1. SUBSIDIZED
2. ESTIMATES
3. GROWTH
4. DEBT
5. CONCERN
6. BORROWING

- a. development, increase
- b. obligation, something owed
- c. receiving as loans
- d. funded
- e. judgment, opinion
- f. worry

L'esame scritto - **Reading comprehension**

**Find the synonym in the text for the following terms – keys**

- a. development, increase
- b. obligation, something owed
- c. receiving as loans
- d. funded
- e. judgment, opinion
- f. worry

- 1. GROWTH
- 2. DEBT
- 3. BORROWING
- 4. SUBSIDIZED
- 5. ESTIMATES
- 6. CONCERN

L'esame scritto - **Reading comprehension**

**Find in the text a word which means the same as:**

1. Condition of not having a job (n.) \_\_\_\_\_
2. Buyer (n.) \_\_\_\_\_
3. Company, firm, business (n.pl.) \_\_\_\_\_
4. Elevated, costly (adj) \_\_\_\_\_
5. Governing, supreme (adj.) \_\_\_\_\_

L'esame scritto - **Reading comprehension**

**Find in the text a word which means the same as:**

1. Condition of not having a job (n.) ***unemployment***
2. Buyer (n.) ***consumer***
3. Company, firm, business (n.pl.) ***enterprise***
4. Elevated, costly (adj) ***high / sizable***
5. Governing, supreme (adj.) ***sovereign***

L'esame scritto - **Reading comprehension**

1. /'haɪərɑ:rkɪ/

2. /'kʌstəmaɪz/

3. /'entəpraɪz/

4. /stæf/ - /stɑ:f/

5. /'strætədʒɪ/

6. /plæn/

7. /brænd/

8. /'ædvətaɪzɪŋ/

9. /'faɪə(r)/

10. /ə'plaɪ/

## IL CORSO - L'ESAME

L'esame scritto - Listening comprehension  
<https://www.bbc.com/news/uk-politics-47373996>

### **Step 1: Listen & decide**

**You're going to hear a genuine BBC news report from 26 February, 2019. Before you listen, read these three summaries:**

- Theresa May has promised MPs a vote on delaying the UK's departure from the EU or ruling out a no-deal Brexit, if they reject her deal next month.
- Theresa May has promised MPs a vote on accelerating the UK's departure from the EU with a no-deal Brexit, if they reject her deal next month.
- Theresa May has not accepted the MPs proposal of delaying the UK's departure from the EU rather than ruling out a no-deal Brexit, if they reject her deal next month.

### L'esame scritto - **Listening comprehension**

#### **Step 2: Learn the key words and listen again**

How was that? Try listening again. Here are three definitions of key vocabulary items which may help you.

- **ruling out** = deciding or saying officially that something is impossible or not going to happen
- **amid** = during, in the middle of
- **withdrawal** = retreat, disengagement

# IL CORSO - L'ESAME

## L'esame scritto - **Listening comprehension**

### **Step 3: Transcript and answer**

**Theresa May has promised MPs a vote on delaying the UK's departure from the EU or ruling out a no-deal Brexit, if they reject her deal next month.**

Mrs May made a statement to MPs about Brexit on Tuesday, **amid** the threat of a revolt by Remain-supporting ministers.

The prime minister said she will put her **withdrawal** agreement - including any changes she has agreed with the EU - to a meaningful vote by 12 March.

If that fails, MPs will be offered two separate votes:

- One, on the following day, on whether MPs support a no-deal Brexit - so the UK would "only leave without a deal on 29 March if there is explicit consent in the House for that outcome"

- If that fails, then MPs will get a vote by 14 March on requesting an extension to the two-year Article 50 negotiation process to delay EU withdrawal beyond 29 March

"Let me be clear, I do not want to see Article 50 extended," she told MPs.

"Our absolute focus should be on working to get a deal and leaving on 29 March."

Any extension should not go beyond the end of June and "would almost certainly have to be a one-off", she added.

## USEFUL LINKS

Listening comprehension exercises... and not only ...

<http://www.bbc.co.uk/worldservice/learningenglish/>

<http://lyricstraining.com>

<https://learnenglish.britishcouncil.org/business-english>

App: PRACTICAL ENGLISH USAGE

Instagram profiles:

IN ENGLISH WITH LOVE

<https://www.instagram.com/inenglishwithlove/>

DEREKCALLAN.ENGLISH

<https://www.instagram.com/derekcallean.english/>

## IL CORSO - L'ESAME

Ogni prova ha un punteggio totale che viene convertito in trentesimi. Il voto finale avrà come base la media delle tre parti dello scritto. Ad essa potranno essere aggiunti massimo 4 punti per la prova orale.

Le parti sufficienti dello scritto valgono per l'appello successivo. Se non dovessero essere nuovamente superate quelle insufficienti, lo studente dovrà ripetere l'intera prova. L'orale va sostenuto nella stessa sessione dello scritto.

Gli appelli disponibili per sostenere la prova sono 6: aprile, giugno, luglio, settembre, gennaio e febbraio

## IL CORSO - L'ESAME

È necessario iscriversi su esse3 ad entrambe le prove previste, quella **scritta** (prova parziale) e quella **orale**. L'esito verrà registrato una volta superata la prova orale. Le date e gli orari degli esami possono variare fino al giorno stesso, perciò gli studenti sono tenuti a controllare di frequente i dettagli sulla propria pagina esse3 e sul sito della facoltà alla sezione «calendario esami».

# IL CORSO - L'ESAME

▲ ▼ Attività Didattica	Periodo iscrizioni ▲ ▼ Dal - Al	▲ ▼ Date e ora del turno
[2146] LINGUA INGLESE	31/03/2020 - 11/04/2020	<a href="#"><u>15/04/2020 - 14:00</u></a>
[2146] LINGUA INGLESE	01/06/2020 - 12/06/2020	<a href="#"><u>16/06/2020 - 09:00</u></a>
[2146] LINGUA INGLESE	01/07/2020 - 13/07/2020	<a href="#"><u>17/07/2020 - 09:00</u></a>
[2146] LINGUA INGLESE	23/08/2020 - 03/09/2020	<a href="#"><u>07/09/2020 - 09:00</u></a>
[2146] LINGUA INGLESE	01/04/2020 - 19/04/2020	<a href="#"><u>23/04/2020 - 09:00</u></a>
[2146] LINGUA INGLESE	01/06/2020 - 25/06/2020	<a href="#"><u>29/06/2020 - 09:00</u></a>
[2146] LINGUA INGLESE	01/07/2020 - 20/07/2020	<a href="#"><u>24/07/2020 - 09:00</u></a>
[2146] LINGUA INGLESE	01/09/2020 - 17/09/2020	<a href="#"><u>21/09/2020 - 09:00</u></a>

## LE CERTIFICAZIONI

Le certificazioni internazionali di lingua inglese (a partire dal livello B1 del QCR) e gli attestati di frequenza e profitto rilasciati dal Centro Linguistico di Ateneo (a partire dal livello Avv. B1), potranno essere presentate per la sostituzione di parti della prova scritta dell'esame curricolare di lingua inglese **SE CONSEGUITE IN PERIODO NON SUPERIORE AI 3 ANNI E SE NON GIÀ PRESENTATE PER L'IDONEITÀ (3 CFU)**

## LE CERTIFICAZIONI

- **Certificazione B1**

PET, TRINITY ISE 6, IELTS 4.5/5, CLA AVV. B1  
(frequenza + profitto) → **ESENZIONE PROVA  
ASCOLTO E COMPRENSIONE. VOTO: 24/30**

- **Certificazione B2 >**

FCR, TRINITY ISE 7-8, IELTS 6/6.5, CLA AVV. B2  
(frequenza + profitto) → **ESENZIONE PROVA  
ASCOLTO/COMPRENSIONE E USE OF  
ENGLISH/GRAMMAR. VOTO: 26/30**

## IL CORSO - L'ESAME

L'esame:  
due prove, 1 scritta e 1 orale

La prova orale consiste in:

- Colloquio con la commissione su argomenti di carattere generale (PARTE 1);
- Presentazione di un articolo di argomento specifico (economico, finanziario, socio-politico) e discussione sul testo. Il candidato dovrà rispondere a domande di carattere lessicale, sintattico, morfologico, semantico.  
**PORTARE 2 copie pulite foglio A4 (PARTE 2).**

# IL CORSO - L'ESAME

L'Esame orale

## **PART 1**

### **ASKING AND ANSWERING. DURATION: 5/7 MINUTES**

You will be asked and answer questions about your personal life, your hobbies, interests, wishes and hopes for your future life.

## **PART 2**

### **DISCUSSING A TOPIC OF YOUR CHOICE. DURATION: 10 MINUTES**

Students will introduce a topic of their choice, and present a newspaper or magazine article. The article should not be longer than a photocopied A4 page. A part of an article is also acceptable.

The article should discuss a relevant economic, financial or political issue. They will be then asked specific questions about the text.

**Students will bring two copies of the article.** One, to be given to the examining board, must be perfectly clean.

## IL CORSO

### The English language today

- **How many people speak English in the world today?**

1.5 billion people, 20% of the Earth's population (7 bln)

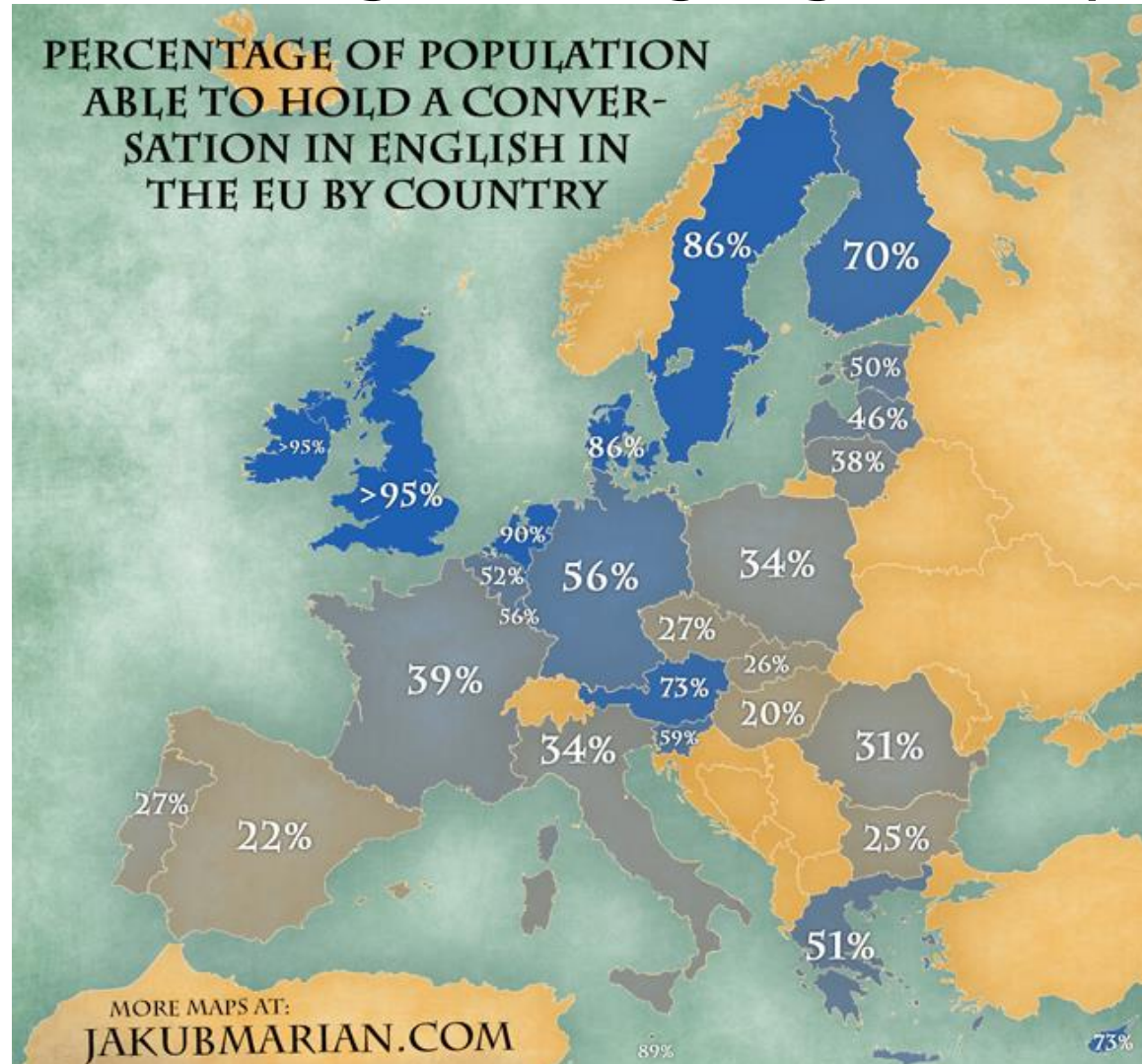
#### **1st language, 2nd language, foreign language**

- **1st language:** 360-450 million (70 m. creole)
- **2nd language:** 70 countries where it has a status - 200-800 million. The good guess is 400 m.
- **Foreign language:** 120 countries, 600-1.000 million learning English

DISTINCTION BETWEEN 2nd and FOREIGN is difficult:  
NIGERIA-GHANA vs. Sweden & Netherlands.....

# IL CORSO

## The English language today



## IL CORSO

### The English language today

#### **NATIVE SPEAKERS**

According to the British government, the countries with a majority of native English speakers are as follows: Antigua and Barbuda, Australia, the Bahamas, Barbados, Belize, Canada, Dominica, Grenada, Guyana, Ireland, Jamaica, New Zealand, Saint Kitts and Nevis, Saint Lucia, Saint Vincent and the Grenadines, Trinidad and Tobago, United Kingdom, and United States of America.

## IL CORSO

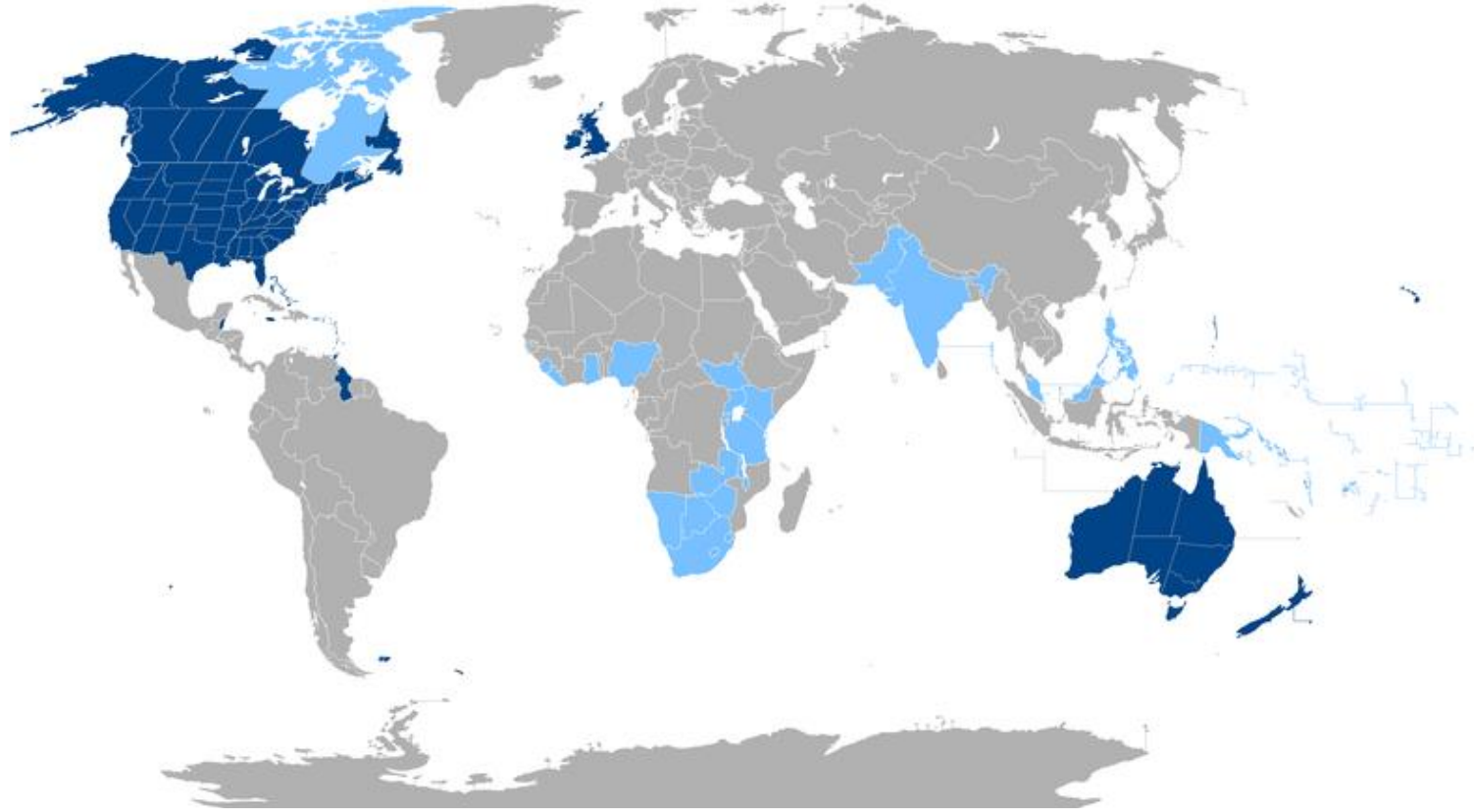
### The English language today

#### **ENGLISH AS OFFICIAL LANGUAGE**

Countries where English is an official language:  
Botswana, Cameroon, the Federated States of  
Micronesia, Fiji, Ghana, India, Kenya, Kiribati, Lesotho,  
Liberia, Malta, the Marshall Islands, Mauritius, Namibia,  
Nigeria, Pakistan, Palau, Papua New Guinea, the  
Philippines, Rwanda, Saint Lucia, Samoa, Seychelles,  
Sierra Leone, Singapore, the Solomon Islands, Sri  
Lanka, Sudan, South Africa, South Sudan, Swaziland,  
Tanzania, Uganda, Zambia and Zimbabwe.

## IL CORSO

### The English language today



- States and territories in which English is the first language of the majority of the population.
- States and territories in which English is an official, but not the majority language.

## IL CORSO

### The English language today

#### Global English – English as a Lingua Franca (ELF)

The language of non-native speakers will soon become the language of international communication

WHAT ARE THE CONSEQUENCES OF THIS?

- Vocabulary
- Pronunciation
- Grammar

The English we teach and learn will change. Certain pronunciations and errors will be accepted...

WE MUST BE MORE TOLERANT AND ACCEPT DIVERSITY

## IL CORSO

### The English language today

#### Global English – English as a Lingua Franca (ELF)

Why do people want to know English?

- WORK
- LEISURE AND HOLIDAYS
- STUDY (school, university, life-long learning)
- INTERNET
- PERSONAL INTERESTS
- ..... and contribute to the definition of our identity: I AM AN ENGLISH SPEAKER.

## IL CORSO

### The English language today

#### Global English – English as a Lingua Franca (ELF)

#### What's English for?

- Intercultural communication
- Professional necessity
- Driver of international capitalism
- A threat for local cultures and languages????

## IL CORSO

### The English language today

#### Global English – English as a Lingua Franca (ELF)

Why is English our Global Language?

- It has been the dominant language of science for a long time
- It has been the language of powerful nations for many centuries
- As the consequence of its global spread, English came to be adopted as an additional language, it began to adapt to the local needs (addition of local vocabulary)
- This is why English has probably a larger vocabulary than any other language (over 1 m)

## IL CORSO

### The English language today

#### GLOBAL ENGLISH

Many people believe that English has a simple structure and a very simple morphology. Because of this, it has become a Global Language. Do you agree??

A LANGUAGE BECOMES AN INTERNATIONAL AND GLOBAL LANGUAGE ONLY FOR ONE REASON:

The power of the people who speak it.

A combination of political/military, scientific/technological, economic, and cultural power has led to English achieving its present dominant position  
(Crystal, 2009)