

# CdL in International Management



**Welcome!**

*Docente:*

*Chiara Fancello*

*A.A.*

*2025/2026*



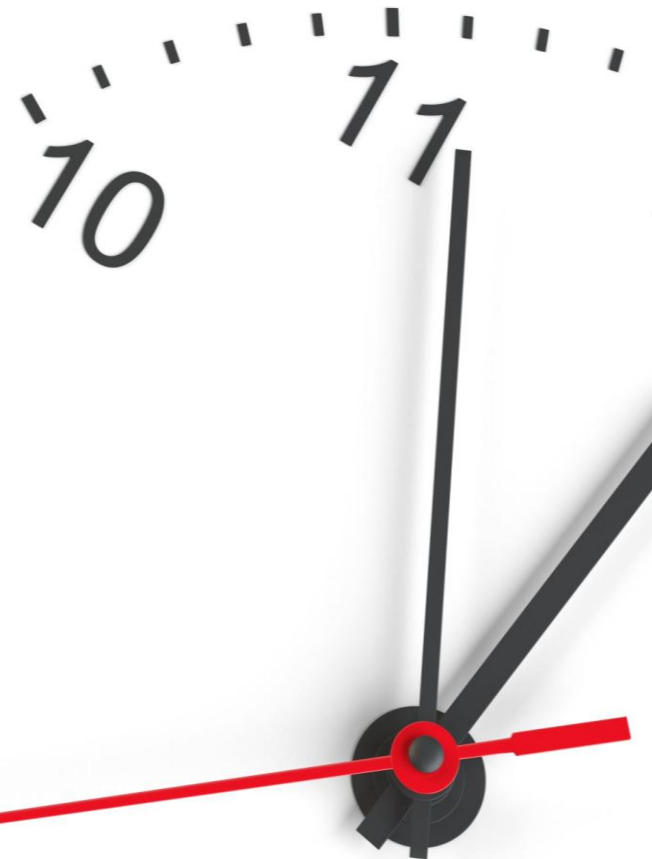


**October – November 2025**

**9 lessons**

# LESSONS TIMETABLE

(ALWAYS CHECK FOR UPDATES)



**(4:00 p.m. - 5:45 p.m.)**

**Aula CM 9**

Monday 6 October 2025

Tuesday 7 October 2025 (in CM8)

Wednesday 8 October 2025 (in CM8)

Monday 13 October 2025

Tuesday 14 October 2025

Wednesday 15 October 2025

Monday 20 October 2025

Wednesday 22 October 2025

Tuesday 4 November 2025



# AIMS AND CONTENTS

**Students are required to be already familiar with all B1+ level language structures.**

Students will have the opportunity to increase their ability to understand and interpret specialized texts in English on the lexical, syntactic, textual, discursive and rhetorical features of the language of BUSINESS and MANAGEMENT (Reading comprehension at **Level B2**).

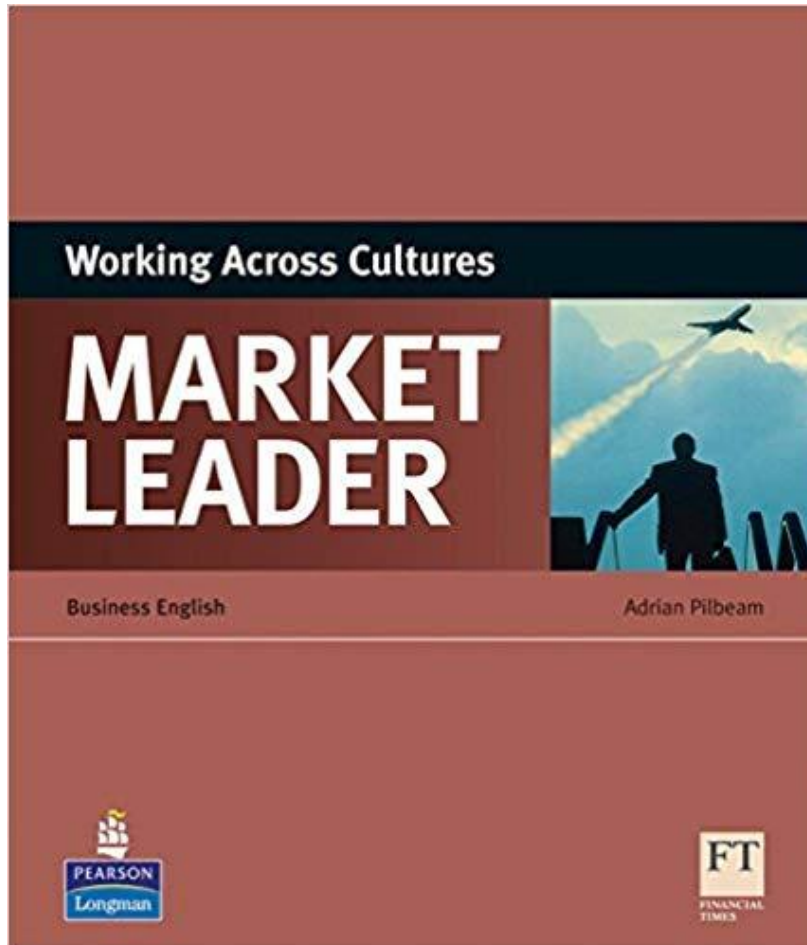


# AIMS AND CONTENTS

- 1) Knowledge and understanding - developing and enhancing the knowledge and the ability to understand morphological, lexical, syntactical and textual concepts and the communication skills previously acquired.
- 2) Applying knowledge and understanding: developing and enhancing skills in using and applying grammatical concepts (morphological, lexical, syntactical and textual) and the communication skills necessary to deal with non familiar or interdisciplinary topics.
- 3) Making judgements: developing and enhancing the awareness of language and discourse and of critical analysis, for proper choices in the oral and written production and in the comprehension of specialised texts dealing with the studied topics.
- 4) Communication skills: developing and enhancing communication skills and applying the specialised language acquired through specific readings.
- 5) Learning skills: learning proper strategies for self-study and research in a specific area, conceiving and developing original ideas that may also include wider or interdisciplinary contexts.



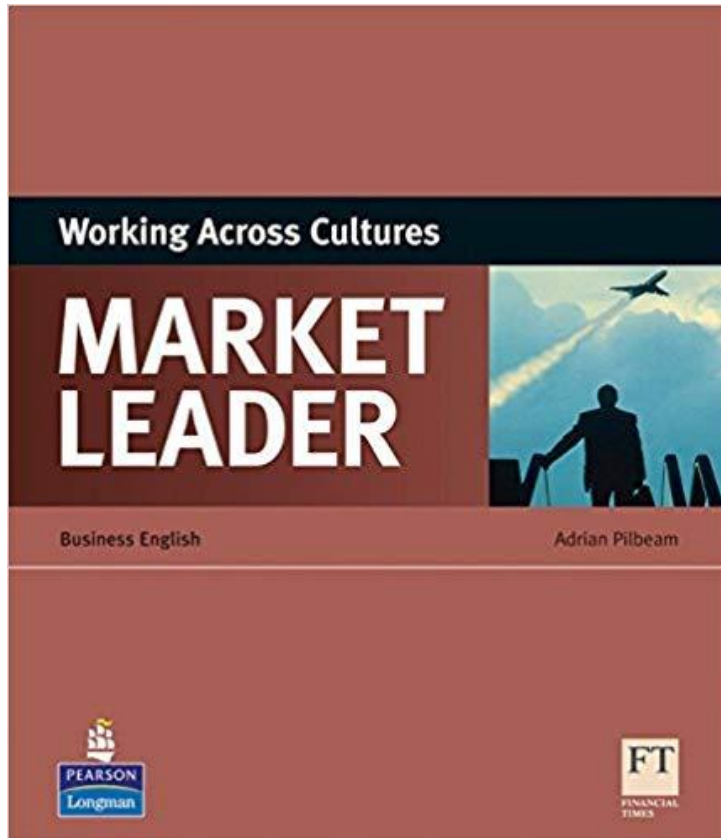
# TEXTBOOK



- A. PILBEAM,
- *Market Leader - Working across cultures.*
- Pearson Longman 2015  
(or other editions)



# TEXTBOOK – UNITS for attendees



- **Working Across Cultures**
  - Unit 1
- **Doing business in foreign markets**
  - Unit 6
- **Living and working in a foreign country**
  - Unit 10
- **Working in international teams**
  - Unit 13
- **Training and development**
  - Unit 16
  - Unit 17



# TEXTBOOK – UNITS for NON- attendees



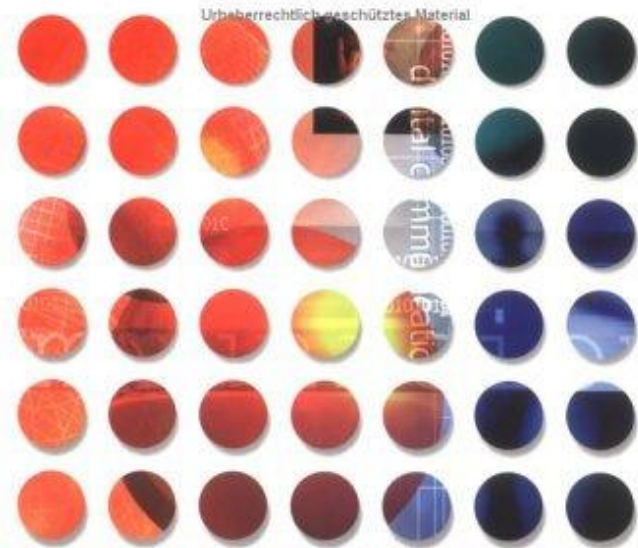
- **Working Across Cultures**
  - Unit 1
  - Unit 2
- **Doing business in foreign markets**
  - Unit 6
- **International mergers**
  - Unit 7
- **Living and working in a foreign country**
  - Unit 10
- **Working in international teams**
  - Unit 13
- **Training and development**
  - Unit 16
  - Unit 17



# GRAMMAR BOOK

P. EMMERSON,  
*Business Grammar Builder*  
(for class and self-study),  
MacMillan edition

Intermediate to Upper-  
intermediate level



## Business Grammar Builder

For class and self study

Free  
listening  
material

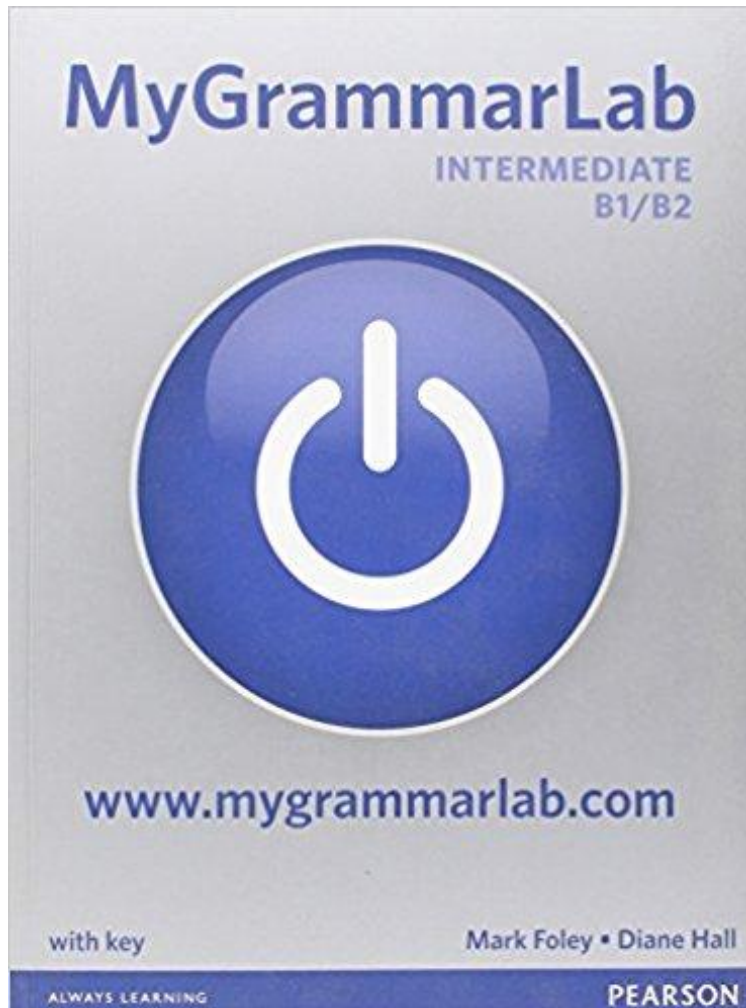
  
MACMILLAN

Paul Emmerson

Urhheberrechtlich geschütztes Material



# GRAMMAR TEXTBOOK - SUGGESTED



1.M. FOLEY, D. HALL,

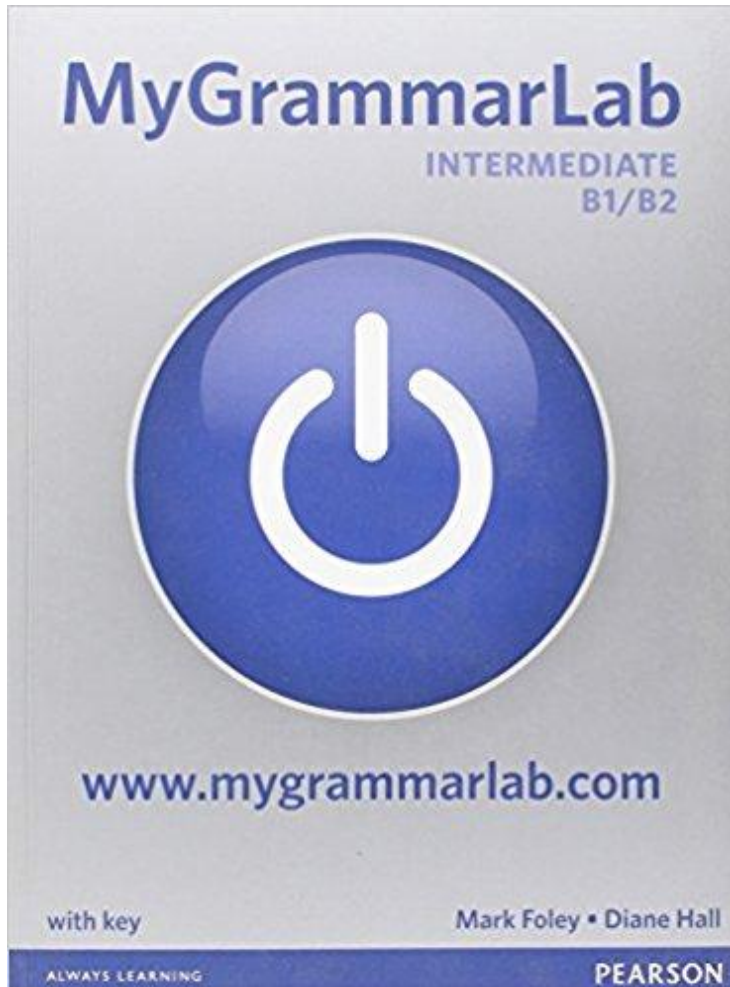
**My GrammarLab**

- INTERMEDIATE -

+Online+Mobile,  
Intermediate B1/B2 con  
appunti e schema di  
grammatica anche  
online/cellulare, PEARSON.



# TEXTBOOK - TOPICS



- Narrative tenses (present perfect and present perfect continuous, used to, past perfect and past perfect continuous);
- Unreal Uses of Past Tenses
- Future tenses (perfect and continuous);
- Passive structures;
- Phrasal verbs;
- Modal verbs (obligation, permission, prohibition, ability, possibility, deduction);
- Zero, first, second and third conditionals;
- Reported speech
- Gerund and Infinitive



■ **TEXTBOOKS**

■ **ADDITIONAL SLIDES AND DOCUMENTS –  
'MATERIALE DIDATTICO' SECTION**

**or on**

**MS TEAM CLASS**

## THE EXAM

The exam will be divided into  
**two parts:**

- the **written part** will test the linguistic competence and the specialised contents and issues ,
- while the **oral test** will assess the comprehension and oral production skills and the communication competence.



# THE EXAM

**Written exam** at a B2 level according to the criteria specified in CEFR (Common European Framework of Reference for languages) will include:

- **General English: grammar, vocabulary, word formation and use of English exercises;**
- **Specific English: Specialised contents and issues**

Contents and issues will be mostly specialised, consistent with the international debates at an academic level.

The written test will assess the students' linguistic knowledge as well as their skills in understanding specialised contexts consistent with the course contents.



## THE EXAM

- The **oral exam** will require the students to discuss in English the **linguistic and technical issues** dealt with during the course, showing that they have acquired the right terminology and concepts and that they are able to apply them to practical cases.
- To this aim, the students will have to prepare the **text analysis of an article** chosen from a specialised newspaper or magazine, related to their studies.
- The discussion will be on **specific issues** (general topic, field related vocabulary, purpose of the text, etc.)
- *Students must **send a copy** of the original article to the teacher by email **a week before** their oral exam.*
- **STUDENTS WHO DO NOT RESPECT THIS DEADLINE WILL NOT BE ADMITTED TO THE EXAM.**



## THE EXAM

Written and Oral parts of the exam must be taken in the same exam session.

### FINAL ASSESSMENT:

Those students who will obtain a score equal or higher than 18/30 in both the written test and the oral test will pass the exam (IDONEO).



## CERTIFICATIONS:

For the recognition of all the international certifications and the certificates released by University Language Centres (CLA), students will have to **send a copy** to the teacher in order to make sure it can be accepted to skip the written part of the exam.

## CERTIFICATIONS – at least B2 level

- CAMBRIDGE ESOL
- TRINITY ISE
- IELTS
- TOEFL
- PEARSON ACADEMIC
- CLA (frequenza + profitto)

Students who present a B2 (or +) certificate not older than 3 years (from 2023 on) will take the exam as follow →



## CERTIFICATIONS:

- ❑ **International and CLA certifications** of B2 or C1/C2 level can be considered if:
  - have not been previously used for other accreditations,
  - have not been granted before January 1st, 2022,
  - have been previously sent and approved by the professor.
  
- **B2 certificates** → students must take the specific English test of the written exam and the oral exam. Grades for the General English part: 24/30.
  
- **C1/C2 certificates** → students must take the oral exam. Mark for written exam is: 26/30.

## USEFUL LINKS AND MATERIALS:

### - BRITISH COUNCIL – LEARNING ENGLISH

<https://learnenglish.britishcouncil.org/>

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

### - BBC LEARNING ENGLISH

<https://www.bbc.co.uk/learningenglish/>

<http://www.bbc.co.uk/worldservice/learningenglish/business/talkingbusiness/index.shtml>



## USEFUL LINKS AND MATERIALS:

### PODCASTS:

Economist Radio:

<https://www.economist.com/podcasts/>

FT News Briefing:

<https://app.ft.com/stream/e609bfe0-9deb-4deb-ac65-135da462ffd8>

HBR IdeaCast:

<https://hbr.org/2018/01/podcast-ideacast>



## USEFUL LINKS AND MATERIALS:

### Instagram profiles:

**IN ENGLISH WITH LOVE**

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

**DEREKCALLAN.ENGLISH**

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