



ISTITUTO TECNICO STATALE “MARCHI – FORTI”

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PROGRAMMA SVOLTO a.s. 2021/2022

della Prof.ssa Susanna Bagnoli

Docente di Lingua inglese

nella classe 4 sez. D indirizzo AFM

n° ore settimanali 3, sede Forti, Monsummano Terme

1. TESTI IN ADOZIONE

Business Expert – di F. Bentini, B. Bettinelli, K. O’Malley, Ediz. Pearson/Longman

2. ALTRO RIFERIMENTO BIBLIO/SITO-GRAFICO

Animal Farm – G. Orwell, testo in versione integrale (testo assegnato per studio estivo lo scorso anno scolastico)

3. MODULI E UNITA’ DIDATTICHE SVOLTE

Animal Farm (G. Orwell) - Revisione lettura assegnata per le vacanze estive

Author, time and place of written, context and genre, narrator, setting (time and place), characters, plot, themes, parallelism with the Russian Revolution; visione del film in lingua originale.

Business, Finance and Marketing

Unit 1 – International Trade

Business in its economic background, Economic systems, The regulation of International trade, Trading blocs.

Unit 2 – Business organisation

Warming up, Vocabulary, Business Organisation, How businesses grow, Multinationals, Business in the current economic climate (startup companies micro businesses, co-working), The internal organisation of a business. Approfondimento individuale sulle Startup.

Business Communication

Unit 1 – Job applications

Warming up, Vocabulary, Finding job vacancies, Focus on grammar, Analysing job interviews, Analysing and writing a covering letter, Understanding and writing a curriculum vitae, Writing, Case Study.

Consegnata scheda per l’autovalutazione del livello linguistico (A1, A2, B1, B2, C1, C2) all’interno del quadro europeo comune di riferimento per le lingue.



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Unit 2 – The basics of business communication

Warming up, Writing business: e-mails and letters, Netiquette, Speaking business, Basic conversation functions, Focus on vocabulary.

Unit 3 – Documents in business

Warming up, Vocabulary, The invoice, The E-invoice (*fornita fotocopia*), Export documents and terms: analyzing a certificate of origin; analyzing a packing list, Packing and containers, Analysing incoterms, Transport, Analysing transport documents, Payment terms, Analysing payment documents.

Unit 4 – The international business transaction

The business transaction.

Enquiries and replies: listening, speaking, reading enquiries and positive replies, reading enquiries and negative replies, focus on vocabulary, focus on phraseology, writing enquiries and replies.

Orders and replies: listening, speaking, reading orders and positive replies, reading orders and negative replies, focus on vocabulary, focus on phraseology, writing.

Complaints and replies: listening, speaking, reading complaints and replies, focus on vocabulary, focus on phraseology, writing complaints and replies.

Reminders and replies: listening, speaking, reading reminders and replies, focus on vocabulary, focus on phraseology, writing reminders and replies.

Cultural insights

Unit 5 – A changing society

The UK population today; The US population today; Young Italians on the move; Dying to get into the USA; Education and inequality in Britain; Going to university.

Grammar revision

All tenses (present, past, future); passive; conditionals (zero, first, second, third); reported speech; linkers and connectors.

Visione del film *The Great Gatsby* (2013), in lingua originale e sottotitolato.

Per le vacanze estive viene assegnato il libro *The Great Gatsby* di **F. Scott Fitzgerald (ed. Black Cat, versione integrale)**. Si raccomanda un ripasso attento e completo degli argomenti trattati nel corso dell'anno.

Data, 07/06/2022

L'Insegnante:

Prof.ssa Bagnoli Susanna