



ISTITUTO TECNICO STATALE “MARCHI – FORTI”

Viale Guglielmo Marconi, 16 - 51017 PESCIA (PT) - Tel: 0572-451565 - Fax: 0572-444593
E-mail: pttd01000e@istruzione.it - Sito internet: www.itsmarchiforti.edu.it



Via Caduti di Nassiriya, 87 - 51015 MONSUMMANO TERME (PT) - Tel. e Fax: 0572-950747
E-mail: istituto.forti@itsmarchiforti.gov.it - Sito internet: www.itsmarchiforti.edu.it

PROGRAMMA SVOLTO a.s. 2024/2025

del Prof. **LAURA BALDI**

Docente di INGLESE

nella classe 4sez. A Indirizzo RIM

n° 3 ore settimanali Sede MARCHI

TESTI IN ADOZIONE

CARRER PATHS IN BUSINESS di BETTINELLI E GALIMBERTI ed. Sanoma

GOALS INVOLVED B2

Fotocopie per spiegare, integrare ed approfondire i contenuti.

1. MODULI E UNITA' DIDATTICHE SVOLTE

BUSINESS COMMUNICATION

Successful Communication

STEPS OF A BUSINESS TRANSACTION: photocopy

Written Communication: E-mails Netiquette Instant Messaging, Business Letters : Layout

Speaking On the Telephone: Phrases, Face to face Communication, Telephone calls. Useful Phrases and fillers. Video Calls. Video Call Phrases

Visual Communication

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

Business Letters: layout

UNIT 2: ENQUIRIES

Key Vocabulary

Key Language

Written Enquiries



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Phrase Bank: Enquiries

Written Replies to enquiries

Phrase Bank to Enquiries

Telephone Enquiries

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. Industry and Commerce
Deindustrialisation. Supply Chains and Distribution Channels (da pag 78 a pag 85)

UNIT 2: THE INTERNATIONAL MARKET

Import-Export International Trade. Visible and Invisible Trade. Balance of Trade and Balance of Payment . International Organisations. Trading Blocs. Protectionism. Mature and Emerging Markets
Emerging Markets: Brics.

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. Start-Ups. Crowdfunding.

CULTURE and CIVILIZATION

GEOGRAPHICAL ISSUES (da pag 366 a pag 372)



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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

Da GOALS GET INVOLVED B2

UNIT 5: ON TARGET

WORK

DIRECT AND INDIRECT QUESTIONS

COMPARATIVES AND SUPERLATIVES

A JOB INTERVIEW

UNIT 6: LIFE ON LINE

TECHNOLOGY SOCIAL MEDIA TELEVISION

HAVE/GET SOMETHING DONE, PASSIVE

ASKING FOR AND GIVING INSTRUCTIONS

Writing: Reviews

UNIT 7: JUSTICE?: ART WORLD FOOLED



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CRIME AND JUSTICE

MODAL VERBS OF DEDUCTION

AGREEING AND DISAGREEING

UNIT 8: TASTY!

COOKING VERBS, GERUNDS AND INFINITIVES

USED TO, BE USED TO

DIET AND NUTRITION

DISCUSSING PROS AND CONS

UNIT 9: DOING BUSINESS

MONEY AND FINANCE

SECOND, THIRD, MIXED CONDITIONALS

ASKING FOR CLARIFICATION

Writings

An informal e-mail (pag 256)

A Travel Blog (pag 257)

A Biography (pag 261)

A Review

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 2025



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Gli studenti

L'insegnante

LAURA BALDI