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|  |  | **Department of English for Humanities №3** |
| **English for Professional Communication.** **Business English** **Syllabus** |

# Requisites of the Course

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| Cycle of Higher Education | *First cycle of higher education (Bachelor’s degree)* |
| Field of Study | 07 Management and administration |
| Speciality  | 073 Management |
| Curriculum  | International Economics |
| Type of Course | elective |
| Mode of Study | full-time |
| Year of Study/ Semester | IV year (VII semester) |
| ECTS workload  | 1,5 credits (ECTS). Time allotment - 45 hours, including 36 hours of classroom work, and 9 hours of self-study. |
| Testing and Assessment  | final testing |
| Course Schedule  |  One class per week by the timetable <http://rozklad.kpi.ua/> |
| Language of Instruction | English |
| Course Instructors | Practical: Associate professor Kolosova HannaPhone: 044 204 82 05E-mail: kolosova.hanna@lll.kpi.ua Profile: https://kamgs3.kpi.ua/node/323 |
| Access to the Course | Code oiph66p |

# Outline of the Course

1. **Course description, goals, objectives, and learning outcomes**

 The course "Foreign language for professional purposes" (credit module "English for professional сommunication. Business English") belongs to the cycle of humanitarian and socio-economic training. The profession-oriented nature and implementation of interdisciplinary links provide the peculiarity of the course, which is reflected in the educational goals and the content.

In the context of expanding international cooperation, implementing international agreements and programs, Ukraine's participation in the Bologna process, the question arises of the formation of future specialists having a foreign language communicative competence as a component of their professional competence.

The aim of the course is to form English-language communicative competence at a level not lower than B2, which is the standard for bachelor's degree preparation. At this level, students are able to communicate effectively in typical educational and professional situations in accordance with the norms and cultural traditions of specialists in a particular field.

This course is important for future professionals as it provides them with the necessary level of knowledge, skills and abilities for English-language professional communication and ensures the effective use of English-language terminology in international cooperation, taking into account the specifics of communication within the needs of the profession. The course covers the basic needs of document management, business correspondence and industrial negotiations in English.

# Prerequisites and post-requisites of the course

Prerequisites for successful completion of the course “Foreign language for professional purposes” are a minimum B1+ level of English (according to the Common European Framework of Reference for Languages (CEFR), which the student obtains as a result of learning the course “Foreign language”.

 Post-requisites of the course are obtaining the level B2 (CEFR) to pass the exam and continue training in the master's program.

# Content of the course

Semester VII

1.Energy

2. Problem-solving

3. Application procedure

4. Making a presentation

5. Competition

6. Handling conflict

7. Consulting

8. Job-interview

1. **Coursebooks and teaching resources**

 Basic:

1. Trappe, T. & Tullis, G. (2006). *Intelligent Business: Coursebook Upper-Intermediate.* Longman.

2. Pile, L. (2006). *Intelligent Business: Workbook Upper-Intermediate.* Longman.

3. Dooley, J. & Evans, V. (2011). *Grammarway 4.* Express Publishing.

4. Foley, M., Hall, D. (2012). *My Grammar Lab (Advanced, C1/C2*). Pearson.

5. Downes, C. (2009). *Cambridge English for Job-hunting* (with Audio-CD). Cambridge University Press.

6. Petrechko, M. (2019). *Focus on Exams B2: Student’s Book.* Pearson.

Supplementary:

1. Cotton, D., Falvey, D., Kent, S. (2006). *Market Leader: Coursebook Upper-Intermediate*. Longman.

2. Duckworth, M. (2003). *Business Grammar and Practice. Oxford*: OUP.

Powell, M. (2007). *Presenting in English. How to give successful presentations*. Boston:Thomson.

3. Farr, M. (2007). *The Quick Resume & Cover Letter Book: Write and Use an Effective Resume in Only One Day.* Jist Works.

4. Mc Gee, P. (2006). *How to Write a Great CV: Discover What Interviewers Are Looking For, Focus on Your Strengths and Perfect Your Presentation.* How To Books. 2nd ed..

5. Pile, L. (2004). *E-mailing. Business Communication Skills*. Delta Publishing.

6. Cotton, D. (1996). *Keys to Management*. Longman: ELT.

7. Pilbeam, A. (2000). *International Management.* Harlow: Longman: ELT.

8. Farral, C. & Lindsley, M. (2008). *Professional English in Use. Marketing.* Oxford University Press.

9. Robert, B. W. (2004). *Letter Writing Handbook*. Webster’s New World. Indiana: Wiley Publishing, Inc.

10. Downes, C. *Cambridge English for Job-hunting* (with Audio-CD). Cambridge University Press. 2nd ed.

11. *Write a motivation letter.* (2020). Retrieved from: <https://www.unipage.net/en/letter_motivation>.

On-line resources:

<https://www.bbc.com/news>

<http://www.breakingnewsenglish.com/>

<https://americanenglish.state.gov/>

https://eslbrains.com/esl-lesson-plans/b2-upper-intermediate/

# Course Overview

# Methodology

The general methodological approach to teaching the course "Foreign language for professional purposes" is defined as communicative-cognitive and professionally focused, where the center of the educational process is the student - the subject of study and the future specialist.

The methodology of teaching a foreign language for professional purposes combines the provisions of professionally oriented communicative methodology aimed at the formation of foreign language professional communicative competence, in which communication is both the ultimate goal of language learning and a means to achieve it. Work on practical classes is aimed at acquiring knowledge, developing and improving communication skills and abilities in a foreign language professional environment. The students also learn to effectively process authentic professionally oriented sources, develop and improve skills and abilities of foreign language professional written communication. The lesson topics and range of activities are relevant to the goals of the “Foreign language for professional purposes” course and are described in more detail in the curriculum.

1. **Self-study**

Self study is essential for students to get most out of their learning experience outside the classroom and include:

- searching and analysing original foreign professionally oriented literature in order to obtain certain information on the specialty;

- performing individual tasks, which help students consolidate and put their knowledge to practice. The main types of individual tasks are completing the online courses on the Sikorsky platform, creating interactive posters and presentations, writing essays in the specialty, preparation of projects with the reports in the form of presentations, preparation of a written translation within a professionally oriented topic;

- preparing for the classes and doing individual tasks.

# Attendance Policy and Assessment

# Attendance policy

The course "English for Professional Purposes" is exclusively practical in nature, so the successful completion of the course involves attending practical classes on topics and completing the corresponding tasks, individual and group work. All works and activities are aimed at the student's compliance with the assessment rating requirements. A significant part of the student's rating is formed through active participation in activities in practical classes. Therefore, skipping a practical lesson does not allow the student to get points in the semester rating. The general assessment takes place according to the scheme of the agreed rating system. Mid-term attestation of students (hereinafter - attestation) is a calendar boundary control. The purpose of the attestation is to improve the quality of student learning and monitor the implementation of the schedule of the educational process by students. Expected learning outcomes, control measures and deadlines are announced to students at the first lesson.

During the course, writing an essay/ a conference abstract, presenting at a conference, taking part in a language contest/ university project will bring rewarding points added to the student’s performance score.

According to the Code of Honour of the University (https://kpi.ua/code) students are expected to be self-disciplined, well-behaved, considerate, honest and responsible.

1. **Monitoring and grading policy**

At the first lesson of the course students are introduced to the rating system of performance, which is based on the university regulations on the academic performance and grading system, as stated in <https://document.kpi.ua/files/2020_1-273.pdf>

The continuous assessment of student performance during the course suggests that the 100-point score comprises getting maximal 5 points obtainable for classroom work at 16 lessons, and doing the 10-point Presentation on the topic of the specialty, and 10-point Final Test.

Classroom work includes fulfilling the homework assignments, studying the coursebook materials, and discussions in groups.

According to the university regulations on the monitoring of students’ academic progress (<https://kpi.ua/document_control>) there are two assessment weeks, usually during 7th/8th and 14th/15th week of the semester, to check their progress against the criteria of the course assessment policy.

At the final lessons of the course students will add their rewarding points, if there are any, to the performance score, and in case it is in total higher than 60 points, they may like to get their Pass instead of taking the Fail/ Pass Test.

Students whose final performance score is 30-60 points have to take the Fail/ Pass Test in order to complete the course.

Students whose score is below 30 are not allowed to take the Fail/ Pass Test.

The final performance score or the results of the Fail/ Pass Test are adopted by university grading system as follows:

Table of correspondence of rating points to grades on the university scale:

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| --- | --- |
| Score  | Grade |
| 100-95 | Excellent  |
| 94-85 | Very good |
| 84-75 | Good  |
| 74-65 | Satisfactory |
| 64-60 | Sufficient  |
| below 60 | Fail |
| Course requirements are not met | Not Graded |

1. **Additional information on the course**

Learning outcomes obtained in non-formal/informal education, in particular the international certificate in a foreign language at the level of B2 and above, are accepted as a result of semester performance. To validate the learning outcomes by order of the dean of the faculty, a subject committee is created, which includes the head of the department; research and teaching staff; scientific and pedagogical employee of the department of technical faculty/institute, as a rule, a curator of the academic group of the applicant or a scientific supervisor. The subject committee considers the submitted documents, analyses their compliance with the syllabus, interviews the applicant (if necessary) and makes one of the decisions:

1. accept the results acquired during non-formal education and credit them as an assessment of semester performance in the relevant discipline/educational component;

2. accept the results obtained during non-formal education and include them following the rating system of assessment as a current control of the relevant component of the discipline / educational component;

3. not to accept the results acquired during non-formal/informal education;

4. set a date for additional testing following the curriculum.

The procedure for validation of non-formal learning outcomes is regulated by<https://document.kpi.ua/2020_7-177>

**Syllabus of the course**

**is designed by PhD, Associate professor Hanna Kolosova**

**(position/ scientific degree, academic title/ full name)**

**adopted by Department of English for Humanities № 3** (Protocol № \_7\_ , 20 Jan 2021)

**approved by the Faculty Board of Methodology** (Protocol № \_\_ ,..........)