



ISTITUTO TECNICO ECONOMICO "MOSSOTTI"

"Amministrazione, finanza e marketing" - "Turismo"

Ministero dell'Istruzione, dell'Università e della Ricerca

PROGRAMMAZIONE DISCIPLINARE PER U. di A.

AD – 3g

MATERIA	LINGUA INGLESE		
CLASSE	IV	INDIRIZZO	AFM – RIM- SIA

DESCRIZIONE Unità di Apprendimento

UdA n.	1	Titolo:	INTERNATIONAL TRADE
Competenze attese a livello di UdA			
Discussing the advantages of different types of economy – Carrying out an oral presentation on the advantages and issues of online business – Analysing and assessing different company websites from the customers' point of view			
Argomenti	Conoscenze (sapere)	Abilità (saper fare)	Tempi (durata in ore)
International Trade	GRAMMAR Revision and practice of pre-intermediate structures and functions The three sectors The economic systems Mature markets and emerging markets The organizations regulating the international trade International commercial organizations E-commerce	Listening for gist, discourse management, Reading for gist, formal letters and e-mails Advanced reading comprehension strategies Summarizing and exposing: speaking strategies Effective writing skills Active listening techniques	20 h
Strategie didattiche	Interactive lessons, pair- work, group work – practice of the 4 skills		
Materiali e strumenti	textbook, workbook, LIM, CD recorder, Internet, dictionaries (mono-bilingual), foreign language magazines, <i>realia</i> , <i>songs</i>		
Tipo di verifiche	Multiple Matching - Open Cloze – Multiple Choice – Letter/e-mail Writing - Questionnaires – Word Formation – Use of English – Open Questions – Sentence Transformation- Summary – T/F – Fill-in-the-blank exercises- reading comprehensions- listening tests		
Valutazione (per certificazione competenze)	Si fa riferimento alla Griglia di Valutazione comune di Dipartimento		
Altre discipline coinvolte (eventuali)			
Annotazioni			



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UdA n.	2	Titolo:	BUSINESS ORGANISATION
Competenze attese a livello di UdA			
Identifying the advantages and disadvantages of different forms of organisations – Identifying business opportunities in a country / region and presenting a business project			
Argomenti	Conoscenze (sapere)	Abilità (saper fare)	Tempi (durata in ore)
Business organisation The world of business	Types of companies Franchising The expansion of a company Multinational companies New forms of companies Models of business organization Grammar <i>Past simple e Present perfect</i>	Advanced reading comprehension strategies Summarizing and exposing: speaking strategies Effective writing skills Active listening techniques	16h
Strategie didattiche	interactive lessons, pair- work, group work – practice of the 4 skills		
Materiali e strumenti	Textbook, workbook, LIM, CD recorder, Internet, dictionaries (mono-bilingual), foreign language magazines,		
Tipo di verifiche	Multiple Matching - Open Cloze – Multiple Choice – Letter/e-mail Writing - Questionnaires – Word Formation – Use of English – Open Questions – Sentence Transformation- Summary – T/F – Fill-in-the-blank exercises- listening tests- reading comprehensions		
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UdA n.	3	Titolo:	BANKING AND FINANCE	
Competenze attese a livello di U d A				
Carrying out an oral presentation about financial issues, based on information from given texts and Internet research				
Writing a report on online banking, illustrating the advantages and disadvantages and adding personal points of view and experience				
Carrying out an oral presentation about the main stock exchange indexes				
Comparing online banking services, choosing the best one and presenting the results in a written report				
Argomenti	Conoscenze (sapere)		Abilità (saper fare)	Tempi (durata in ore)
BANKING AND FINANCE	Bank services Online banking The main world stock markets Financial crisis Grammar: the future with <i>going to / will / present continuous</i>		Advanced reading comprehension strategies Summarizing and exposing: speaking strategies Effective writing skills Active listening techniques	12h
Strategie didattiche	interactive lessons, pair- work, group work practice of the 4 skills			
Materiali e strumenti	Textbook, workbook, LIM, CD recorder, Internet, dictionaries (mono-bilingual), foreign language magazines			
Tipo di verifiche	Multiple Matching - Open Cloze – Multiple Choice – Letter/e-mail Writing - Questionnaires – Word Formation – Use of English – Open Questions – Sentence Transformation- Summary – T/F – Fill-in-the-blank exercises			
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UdA n.	4	Titolo	The EU	
Competenze attese a livello di UdA				
Carrying out research on European countries and preparing a presentation Finding out information about relevant institutions of the EU and presenting them				
Argomenti	Conoscenze (sapere)		Abilità (saper fare)	Tempi (durata in ore)
The EU	Main steps in the history of the European Union The main treaties The in institutions of the European Union What Europe does for its citizens (consumer rights, environment, trade, migration, workers rights) EU economic and monetary policy Pros and cons of the European Union Grammar: The conditional		Advanced reading comprehension strategies Summarizing and exposing: speaking strategies Effective writing skills Active listening techniques	15 h
Strategie didattiche		interactive lessons, pair- work, group work-		
Materiali e strumenti		Textbook, workbook, LIM, CD recorder, Internet, dictionaries (mono-bilingual), foreign language magazines,		
Tipo di verifiche		Multiple Matching - Open Cloze – Multiple Choice – Letter/e-mail Writing - Questionnaires – Word Formation – Use of English – Open Questions – Sentence Transformation- Summary – T/F – Fill-in-the-blank exercises		
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UdA n.	5	Titolo:	GLOBALISATION	
Competenze attese a livello di UdA				
Carrying out a presentation based on graphs and data Carrying out an oral presentation about the advantages and disadvantages of globalisation Researching information about offshoring and presenting the results				
Argomenti	Conoscenze (sapere)		Abilità (saper fare)	Tempi (durata in ore)
Globalisation	Globalisation: definition, pros and cons Glocalisation Outsourcing and offshoring Grammar The passive voice		Advanced reading comprehension strategies Summarizing and exposing: speaking strategies Effective writing skills Active listening techniques	12 h
Strategie didattiche	interactive lessons, pair- work, group work practice of the 4 skills			
Materiali e strumenti	Textbook, workbook, LIM, CD recorder, Internet, dictionaries (mono-bilingual), foreign language magazines,			
Tipo di verifiche	Multiple Matching - Open Cloze – Multiple Choice – Letter/e-mail Writing - Questionnaires – Word Formation – Use of English – Open Questions – Sentence Transformation- Summary – T/F – Fill-in-the-blank exercises-listening tests and reading comprehensions			
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UdA n.	6	Titolo:	THE BASICS OF BUSINESS	
Competenze attese a livello di UdA				
Understanding the parts of an email				
Writing an appropriate email				
Speaking over the phone				
Using basic conversation functions: asking for and giving opinions / advice, agreeing and disagreeing, interrupting and stopping interruption, asking for clarification / confirmation and replying, arranging meetings				
Argomenti	Conoscenze (sapere)		Abilità (saper fare)	Tempi (durata in ore)
The basics of business correspondence	Parts and elements of an email Netiquette Basic vocabulary and expressions to speak over the phone Vocabulary about the new communication technologies		Advanced reading comprehension strategies speaking strategies Effective writing skills Active listening techniques	15h
Strategie didattiche	interactive lessons, pair- work, group work			
Materiali e strumenti	Textbook, workbook, LIM, CD recorder, Internet, dictionaries (mono-bilingual), foreign language magazines,			
Tipo di verifiche	Multiple Matching - Open Cloze – Multiple Choice – Letter/e-mail Writing - Questionnaires – Word Formation – Use of English – Open Questions – Sentence Transformation- Summary – T/F – Fill-in-the-blank exercises Reading comprehensions, listening tests			
Valutazione (per certificazione competenze)	Si fa riferimento alla Griglia di Valutazione comune di Dipartimento			
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