

Course Name : Business English							
Course Code	Course Type	Regular Semester	Lecture (hours/week)	Seminar (hours/week)	Lab. (hours/week)	Credits	ECTS
ELL 255	C	Fall	3.00	0.00	0.00	3.00	5.00
Lecturer		Zamira Hodo, Msc					
Assistant		Temisa Isufi, Msc					
Course language		English					
Course level		Bachelor					
Description		Students will be able to independently perform communicative acts in English that demonstrate a highly developed sense of language awareness and a mastery of argumentation and effective social discourse. In particular, students will be able to communicate fluently and accurately in English in a variety of business contexts, both spoken (e.g., meetings and on the phone) and written (e.g., letters and reports).					
Objectives		Listening, speaking, reading, and writing skills in English in a business or office setting.					
Core Concepts							
Course Outline							
Week	Topic						
1	Building a Career: Reading about the education business; Vocabulary of education and careers; Review of the tenses; Giving reasons in interviews; Writing Cover letters.						
2	Information: Reading about IT Solutions; Vocabulary of information systems and communication; Comparing solutions and getting help; Telephoning; Writing memos.						
3	Case study: Mangalia Business School and Meteor Bank.						
4	Quality: Reading about what quality means; Vocabulary of quality and standards; Passive structure and have something done; Delivering presentations; Writing procedures and instructions.						
5	Feedback: Reading about the project team; Vocabulary of managing people and projects; Regulations, speculations, and habits; Coaching; Writing reports.						
6	Case studies: Zaluski Strawberries and Trident Overseas.						
7	Selling more: Reading about Viral Marketing; Vocabulary of the marketing mix; Questions for persuading; Dealing with objections; Writing mail shots and sales letters.						
8	Mid-term Exam						
9	New Business: Reading about self-financing; Vocabulary of funding a start-up; Future perfect and future continuous; Taking questions in presentations; Writing an executive summary.						
10	Case studies: Backchat communications and Angels or Demons.						
11	Financial Control: Reading about accountants; Vocabulary of financial documents and regulation; Cause, effect, ability, and articles; Communicating in meetings; Writing minutes.						
12	Fair Trade: Reading about fair trade or free trade						
13	Vocabulary of contracts and corporate ethics; Obligation and permission, inversion; Negotiating a compromise; Assertive writing.						
14	Case studies: Car-Glazer and Green Hills Coffee.						

15	Review			
16	Final Exam			
Prerequisites The student must attend the course at a minimum rate of 75%.				
Literature	• The Business (MacMillan, 2008) B2 • Google Classroom (online): https://classroom.google.com/c/MjgzMTA2MjM1 • Business English, Nikolaenko, E.,B.,(2008)			
References				
Course Outcome				
1	Students will be able to understand extended speech and follow complex lines of argument in English in interviews, in meetings, and on the phone.			
2	Students will be able to read English language business documents such as charts, graphs, and accounting statements.			
3	Students will be able to successfully complete an job interview in English, give a business presentation, and chair a meeting.			
4	Students will be able to write business docs, including a Europass CV and cover letter.			
Course Evaluation				
In-term Studies		Quantity	Percentage	
Midterms		1	30	
Quizzes		1	30	
Projects		0	0	
Term Projects		0	0	
Laboratory		0	0	
Class Participation		0	0	
Total in-term evaluation percent			60	
Final exam percent			40	
Total			100	
ECTS Workload (Based on Student Workload)				
Activities		Quantity	Duration (hours)	Total (hours)
Course duration (Including the exam week: 16x Total hours of the course)		16	3	48
Study hours outside the classroom (Preparation, Practice, etc.)		14	1	14
Duties		0	0	0
Midterms		1	43	43
Final Exam		1	2	2
Other		10	2	20
Total Work Load				127
Total Work Load / 25 (hours)				5.08
ECTS				5.00