Macao Polytechnic Institute / Polytechnic Institute of Leiria

School of Applied Sciences

Bachelor of Social Sciences in Sino-Lusophone Trade

Module Outline

Learning Module	English IV			Class Code	ENGL2102
Pre-requisite(s)	---				
Medium of Instruction	English			Credit	3
Lecture Hours	45 hrs	Lab/Practice Hours	---	Total Hours	45 hrs

Description

Having frequented English III in the first semester, it is crucial that learners continue to build on and develop their competencies in all four skills in English IV. A particular focus of English IV is to broaden the range of vocabulary and grammatical structures for students to deploy in communicative contexts. English is the world's lingua franca, so being able to understand and use the English language in a competent way is likely to enhance academic, professional and social opportunities. This is particularly true when much international business/trade is conducted in a digitally connected world in an era of globalization. At the end of this course learners should have reached the B2 as defined by the Common European Framework of Reference.

Learning Outcomes

After completing the learning module, students will be able to:

1. Express and justify opinions in both spoken and written discourse on themes related to the main areas of the study programme;
2. Identify and use appropriate language, in both spoken and written discourse, for different communicative contexts;
3. Interact in formal or informal meetings and working situations in English with speakers from different social, cultural and linguistic contexts;
4. Use specific vocabulary related to their academic and professional areas of interest;
5. Search for, identify, select and present information from various sources in spoken and written discourse;
6. Identify their own strengths and weaknesses in their English skills and act

accordingly.

Content

1. A globalised economy (15 hours)
    1.1 Globalisation: to define the key concept of globalisation; to identify, discuss and debate factors that contribute to globalisation; to identify and to discuss the causes and consequences of globalisation and their impact on global trade.
    1.2 Advantages and disadvantages of globalisation: to identify rhetorical devices in texts in order to evaluate opinions - both written and spoken - on the advantages and disadvantages of globalisation; students to identify and reflect on factors on a personal level on how globalisation has affected their own lives; to make both written and spoken contributions on the pros and cons of globalisation; to identify, understand, and apply key words/expressions in both written and spoken discourse; to practise pronunciation, intonation and stress in key phrases.
    1.3 Key word list (lexicon) about globalisation: to identify key words, expressions, and word combinations in both written and spoken discourse in order to create a lexical resource to draw on for and deploy in writing and speaking tasks.

2. Building relationships (15 hours)
    2.1 How companies can build strong business relationships: to identify key factors for companies to build strong relationships; students to compare, consider and rank factors important in building relationships for them both inside and outside work, and to apply these in discussions.
    2.2 Describing relations: to match key verbs used with 'relations' to describe state of relationships; to categorise these key verbs used with 'relations' into positive and negative meanings; to match key verbs used with 'relations' to sentences in contexts describing relationships in business organisations.
    2.3 East-West relations: to read, reflect on and develop awareness of east-west relations through texts; to examine the concept of 'guanxi' in terms of developing business relations in China; to identify, understand, and apply key words/expressions in both written and spoken discourse; to practise pronunciation, intonation and stress in key phrases.
    2.4 Networking: to identify and describe key aspects of networking and how these are important in establishing good business relationships within and between companies; to identify, understand and apply phrasal verbs in informal conversations.

3. Leadership (10 hours)
    3.1 Leadership qualities: to discuss and debate the characteristics of a good leader; to identify both positive and negative qualities of a good leader; to identify and apply key character adjectives to apply in discussions and debates about leadership qualities.

3.2　Leadership issues: to reflect on and discuss issues such as differences between men and women leaders, and whether good leaders are born or made.

3.3　Describing leadership situations: to apply multi-word verbs in discussions and writing exercises about leadership issues.

3.4　Challenges and responsibilities: to discuss and reflect on issues such as reasons why a leader should resign, levels of responsibility, different challenges to be faced, and justification of high salaries.

3.5　Describing and defining leaders: to identify and use dependent prepositions and defining and non-defining relative clauses to describe and define leadership qualities and leaders in both written and spoken tasks.

4.　Success and job satisfaction (5 hours)

4.1　Factors in success: to search for, identify, select and present information about key factors in success, from various sources – including online – in spoken (oral presentations) and written (short texts) discourse.

4.2　Indicators of success: to reflect on and discuss factors that are indicators of success in society, taking into account students' own culture.

4.3　The vocabulary of success: to identify and rank indicators of successful businesses, using word partnerships; to identify, understand the meaning and to deploy dependent prefixes in writing and speaking tasks.

4.4　Case studies in success: to read and analyse case studies of successful business people to determine and explain reasons for success or otherwise, including strategies used and other issues such as mismanagement, and to deploy these in writing and speaking tasks.

4.5　Job satisfaction: to identify and rank factors for increasing or decreasing motivation at work, including work-life balance, salary, age, flexible schedule, working from home, and company loyalty.

4.6　Word-building: to identity and use synonyms related to job satisfaction; to build more complex sentences by using word changes in sentences describing various aspects of job satisfaction.

Teaching Method

Lessons will be conducted in English and learners will be expected to express themselves in English. Learners are actively encouraged to participate regularly, actively and visibly across a range of synchronous and asynchronous activities and to make full use of the resources available to them. The central aim of English Language IV is to build on and develop learners' communicative skills acquired in English III by leading them to engage – through interaction – with relevant tasks. Individual tasks as well as whole class, pair, group work and project assignments will give learners the opportunity to discuss ideas and apply skills.

Learners can use a range of resources not only to apply their skills and knowledge but also to improve learning strategies and increase greater autonomy.

Attendance

Assessment

Continuous assessment is the default type of assessment, which involves learners attending at least 75% of all classes given during the academic semester. The learner's final mark will be based on components of assessment directly related to tasks completed in class.

Continuous assessment consists of:

	Item	Description	Percentage
1.	Writing test	Plan, draft & write discursive composition on & define key words based on study programme content	20%
2.	Reading & Use of English test	Reading comprehension, vocabulary and grammar exercises based on study programme content	20%
3.	Speaking: discussion	Interactive discussion in pairs/small groups with peers and lecturer based on study programme content	20%
4.	Speaking: presentation	Presentation based on programme content prepared in and outside class, with PowerPoint used as supporting tool	20%
5.	Listening test	Listening tasks based on understanding specific information and general topics through monologues and interviews.	20%

Total Percentage: 100%

Periodic assessment is for learners with special status, such as work-based learners, as well as learners who have enrolled in this curricular unit two or more times.

Periodic assessment consists of:

	Item	Description	Percentage
1.	Writing test	Plan, draft & write discursive composition on & define key words based on study programme content	20%
2.	Reading & Use of English test	Reading comprehension, vocabulary and grammar exercises based on study programme content	20%
3.	Speaking: discussion	Interactive discussion in pairs/small groups with peers and lecturer based on study programme content	40%
5.	Listening test	Listening tasks based on understanding specific information and general topics through monologues and interviews.	20%

Total Percentage: 100%

Teaching Material(s)

Textbook(s)

Cotton, D., Falvey, D. & Kent, S. (2010). *Intermediate Market Leader*. Pearson: Harlow.

Reference

Reference book(s)

1. Allison, J. & Emmerson, P. (2013). *The Business 2.0 Intermediate*. Macmillan: Oxford.
2. Capel, W., Flockhart, J. & Robbins, S. (2012). *Business Vocabulary in Practice*. Harper & Collins: London.
3. Crystal, D. (1997). *English as a Global Language*. CUP: Cambridge.
4. Emmerson, P. (2013). *Email English*. Macmillan: Oxford.
5. Flinders, S. (2002). *Test your Professional English: Business Intermediate*. Penguin: London.
6. Hofstede, G. (2001). *Culture's Consequences*. Sage: London.
7. Vince, M. (2003). First Certificate Language Practice - with key. Oxford: Heinemann.
8. Vince, M. (2003). Intermediate Language Practice - with key. Oxford: Heinemann.
9. Vince, M. (2003). Advanced Language Practice - with key. Oxford: Heinemann.

Website(s)

British Council website: http://learnenglish.britishcouncil.org/

The Big project homepage: worldwide news in English with access to national and regional newspapers and publications:

http://www.thebigproject.co.uk/news/

Online news websites and newspapers (with business sections).

1. BBC News Online: http://www.bbc.com
2. ABC News Online: http://abcnews.go.com
3. CNN News Online: http://www.cnn.com
4. The Guardian International: http://www.theguardian.com/international
5. Sky News Online: http://www.sky.com/skynews