

**МІНІСТЕРСТВО ОСВІТИ І НАУКИ УКРАЇНИ  
ДЕРЖАВНИЙ ТОРГОВЕЛЬНО-ЕКОНОМІЧНИЙ УНІВЕРСИТЕТ  
ВІННИЦЬКИЙ ТОРГОВЕЛЬНО-ЕКОНОМІЧНИЙ ІНСТИТУТ  
СИСТЕМА УПРАВЛІННЯ ЯКІСТЮ**

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**Кафедра іноземної філології та перекладу**

**ЗАТВЕРДЖЕНО**  
Рішення вченої ради  
01.04.2024  
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**ВВЕДЕНО В ДІЮ**  
Наказ від 01.04.2024 № 52

**ІНОЗЕМНА МОВА ЗА ПРОФЕСІЙНИМ СПРЯМУВАННЯМ**

**FOREIGN LANGUAGE FOR SPECIFIC PURPOSES**

**РОБОЧА ПРОГРАМА**

Ступінь вищої освіти	«бакалавр» /	«bachelor»
Галузь знань	07 «Управління та адміністрування» /	«Management and Administration»
Спеціальність	073 «Менеджмент» /	«Management»
Освітня програма	«Логістика» /	«Logistics»

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**Обговорено та схвалено:**

на засіданні кафедри іноземної філології та перекладу 19.02.2024 р. протокол № 01;

на засіданні вченої ради обліково-фінансового факультету 21.03.2024 р. протокол № 03

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## I. ЗАГАЛЬНІ ПОЛОЖЕННЯ:

### **Мета вивчення освітнього компоненту.**

Робоча програма освітнього компоненту «Іноземна мова за професійним спрямуванням» розроблена для здобувачів вищої освіти, які навчаються за спеціальністю 073 «Менеджмент». Освітній компонент «Іноземна мова за професійним спрямуванням» є невід'ємним складником навчального процесу з підготовки спеціалістів в сфері логістики. Основне призначення іноземної мови як предметної галузі вищої освіти полягає у формуванні компетентностей для комунікації в усній і писемній формах відповідно до мотивів, цілей і соціальних норм мовленнєвої поведінки у типових сферах і ситуаціях іншомовного спілкування.

**Мета** навчання іноземної мови за професійним спрямуванням у немовному ЗВО полягає у формуванні іншомовної комунікативної компетенції для ведення переговорів у сфері логістики, ділового листування (аналіз та складання комерційних документів та контрактів), складання анотації та реферування наукової літератури за фахом іноземною мовою. Під час вивчення дисципліни передбачено набуття соціокультурних та лінгвокультурних компетентностей.

**Іноземна мова за професійним спрямуванням є обов'язковим освітнім компонентом.**

**Результати вивчення освітнього компоненту, його місце в освітньому процесі.**

Результатом вивчення освітнього компоненту «Іноземна мова за професійним спрямуванням» для освітньої програми «Логістика» є формування комплексу компетентностей:

**- інтегральна компетентність:**

Здатність розв'язувати складні спеціалізовані задачі та практичні проблеми, які характеризуються комплексністю і невизначеністю умов, у сфері менеджменту або у процесі навчання, що передбачає застосування теорій та методів соціальних та поведінкових наук.

**- загальні компетентності:**

ЗК 4. Здатність застосовувати знання у практичних ситуаціях.

ЗК 7. Здатність спілкуватися іноземною мовою.

ЗК 8. Навички використання інформаційних і комунікаційних технологій.

ЗК 9. Здатність вчитися і оволодівати сучасними знаннями.

ЗК 13. Цінування та повага різноманітності та

мультикультурності.

ЗК 14. Здатність працювати у міжнародному контексті

**Програмні результати навчання** здобувачів з навчальної дисципліни «Іноземна мова за професійним спрямуванням» полягають у здатності:

РН 3. Демонструвати знання теорій, методів і функцій менеджменту, сучасних концепцій лідерства.

PH 11. Демонструвати навички аналізу ситуації та здійснення комунікації у різних сферах діяльності організації.

PH 13. Спілкуватись в усній та письмовій формі державною та іноземною мовами.

PH 15. Демонструвати здатність діяти соціально відповідально та громадсько свідомо на основі етичних міркувань (мотивів), повагу до різноманітності та між культурності.

PH 16. Демонструвати навички самостійної роботи, гнучкого мислення, відкритості до нових знань, бути критичним і самокритичним.

PH 17. Виконувати дослідження індивідуально та/або в групі під керівництвом лідера.

Розвиток комунікативних умінь неможливий без оволодіння мовними засобами реалізації усного і писемного мовлення, без уміння оперування цим матеріалом, а також використання його для породження і розпізнавання інформації у певних сферах спілкування.

**Комунікативні мовні компетенції** формуються на основі взаємопов'язаного мовленнєвого, соціокультурного, соціолінгвістичного і мовного розвитку здобувачів вищої освіти відповідно до їхніх вікових особливостей та інтересів на кожному етапі оволодіння іноземною мовою і складаються з:

- мовної (лінгвістичної) компетенції, яка забезпечує оволодіння здобувачами вищої освіти мовним матеріалом з метою використання його в усному і писемному мовленні;

- соціолінгвістичної компетенції, яка забезпечує формування умінь користуватися у процесі спілкування мовленнєвими реаліями (зразками), особливими правилами мовленнєвої поведінки, характерними для країни, мова якої вивчається;

- прагматичної компетенції, яка пов'язана зі знаннями принципів, за якими висловлювання організуються, структуруються, використовуються для здійснення комунікативних функцій та узгоджуються згідно з інтерактивними та трансактивними схемами.

Під час навчання здобувачів вищої освіти у вищій школі реалізуються також освітня, виховна і розвиваюча цілі. Освітня мета передбачає формування у здобувачів вищої освіти таких особистісних якостей як:

- усвідомлення функцій іноземної мови у навчальному процесі та у суспільстві;

- усвідомлення значень мовних явищ, іншої системи понять, за допомогою якої сприймається дійсність;

- розуміння особливостей власного мислення;

- зіставлення англійської мови з рідною;

- оволодіння знаннями про культуру, історію, реалії та традиції країни, мова якої вивчається (країнознавство, лінгвокраїнознавство);

- залучення здобувачів вищої освіти до діалогу культур;

- умінь використовувати у разі необхідності різноманітні стратегії для задоволення дидактичних потреб (працювати з книжкою, підручником, словником, довідковою літературою, мультимедійними засобами тощо).

Засобами іноземної мови відбувається виховання здобувачів вищої освіти, яке здійснюється через систему особистісних стосунків із новою культурою і процесом оволодіння нею. Цьому сприяє виховання у здобувачів вищої освіти:

- позитивного ставлення до іноземної мови як засобу спілкування, поваги до народу, носія цієї мови, толерантного ставлення до його культури, звичаїв і способу життя;
- культури спілкування, прийнятої в сучасному цивілізованому світі;
- емоційно-ціннісного ставлення до всього, що нас оточує;
- розуміння важливості оволодіння іноземною мовою і потреби користуватися нею як засобом спілкування.

Оволодіння іноземною мовою сприяє розвитку мовних, інтелектуальних і пізнавальних здібностей; готовності брати участь в англomовному спілкуванні; бажання до подальшого самовдосконалення у галузі володіння іноземною мовою; уміння екстраполяції знань і навичок у нову ситуацію шляхом виконання проблемно-пошукової діяльності.

Отже, **практична мета навчального процесу** в межах курсу «Іноземна мова за професійним спрямуванням» полягає у формуванні у здобувачів вищої освіти професійно-комунікативної компетенції. Вони мають оволодіти мовленням на рівні програмних вимог (на рівні професійної комунікативної достатності), тобто бути здатними і готовими реалізувати одержану підготовку в своїй майбутній практичній діяльності. Рівень володіння іноземною мовою на кінець навчання у немовному вищому навчальному закладі відповідає рівню B2 згідно із «Загальноєвропейськими Рекомендаціями з мовної освіти: вивчення, викладання, оцінювання».

#### **Міждисциплінарні зв'язки:**

Освітня компонента «Іноземна мова за професійним спрямуванням» посідає важливе місце серед освітніх компонент гуманітарної підготовки здобувачів освітнього ступеня «бакалавр» спеціальності 073 «Логістика». Вона викладається протягом I-II курсів (1-3 семестри), має безпосередній зв'язок із дисциплінами професійної та практичної підготовки, оскільки забезпечує професійно орієнтовану іншомовну компетенцію фахівців сфери логістики.

## Критерії оцінювання результатів навчання

Критерієм успішного проходження здобувачем вищої освіти підсумкового оцінювання може бути досягнення ним мінімальних порогових рівнів оцінок за кожним запланованим результатом навчання освітнього компоненту. Мінімальний пороговий рівень оцінки варто визначати за допомогою якісних критеріїв і трансформувати його в мінімальну позитивну оцінку використовуваної числової (рейтингової) шкали.

Рівні компетентності	За шкалою ДТЕУ	Критерії оцінювання
1	2	3
Високий (дослідницький)	90-100	Має обґрунтовані та всебічні знання з дисципліни, вміє узагальнювати та систематизувати набуті знання; самостійно знаходить джерела інформації та працює з ними; проводить власні дослідження, може використовувати набуті знання та вміння при розв'язанні задач.
Достатній (частково-пошуковий)	82-89	Володіє навчальним матеріалом, вміє зіставляти та узагальнювати, виявляє творчий інтерес до предмету, виконує завдання з повним поясненням та обґрунтуванням, але допускає незначні помилки; може усвідомити нові для нього факти, ідеї.
	75-81	Володіє визначеним програмою навчальним матеріалом; розв'язує завдання, передбачені програмою, з частковим поясненням.
Елементарний (репродуктивний)	69-74	Володіє навчальним матеріалом на репродуктивному рівні; може самостійно розв'язати та пояснити розв'язання завдання.
	60-68	Ознайомлений з навчальним матеріалом, відтворює його на репродуктивному рівні; виконує елементарні завдання за зразком або відомим алгоритмом.
Низький (фрагментарний)	35-59	Ознайомлений та відтворює навчальний матеріал на рівні окремих фактів та фрагментів матеріалу; під керівництвом викладача виконує елементарні завдання.
	1-34	Ознайомлений з навчальним матеріалом на рівні розпізнавання та відтворення окремих фактів.

Для очної (денна, вечірня) форми навчання поточна робота оцінюється в 100 балів, підсумковий контроль (екзамен) оцінюється в 100 балів.

До екзамену допускаються всі здобувачі вищої освіти, які набрали за результатами поточної роботи протягом семестру 60 балів.

Результат підсумкового контролю (екзамен) з освітнього компоненту для здобувачів очної форми навчання визначається як середньоарифметична сума балів поточної роботи та екзамену.

Кращим здобувачам, які повністю виконали програму з освітнього компоненту, виявили активність в науково-дослідній роботі за відповідною тематикою, стали призерами студентських олімпіад, виступали на конференціях та за результатами поточної роботи набрали 90 і більше балів, науково-педагогічний працівник має право виставити результат екзамену без опитування (при усному екзамені) чи виконання екзаменаційного завдання (при письмовому екзамені).

Результат підсумкового контролю (екзамен) з освітнього компоненту для здобувачів заочної форми навчання оцінюється в 100 балів, відповідно до Положення про організацію освітнього процесу від 07.02.2022 № 38 (зі змінами).

Здобувач вищої освіти, який не погоджується з оцінкою, отриманою під час підсумкового контролю, має право звернутися із проханням перегляду оцінки, одержаної на екзамені, відповідно до Положення про апеляцію результатів підсумкового контролю знань студентів від 07.02.2022 № 32.

## Обсяг освітнього компоненту в кредитах та його розподіл

Теми	Кількість годин			Форми контролю	Бальна оцінка	
	всього	з них				
		лекції	практ.			СРС
<b>1 курс I семестр</b>						
<b>Unit 1. Business and Entrepreneurship. The Noun.</b>	<b>38</b>		<b>14</b>	<b>24</b>		<b>20</b>
1. Key Notions of Business. Productive Resources. Formation and classification of Nouns.	5		2	3	В, П	2
2. Natural resources, capital. Category of Number.	5		2	3	УД, РМГ	3
3. Labour, technology. Profit and Profitability Countable and uncountable nouns.	6		2	4	РПЗ, КТ	3
4. The Notion of Competition. Types of Business. Regular and irregular plurals.	5		2	3	В, УД	3
5. Manufacturing and Service Businesses. Compound and Invariable nouns.	6		2	4	Т, Д	3
6. Forms of Business. Sole Proprietorships. The Case. Possessive Case.	6		2	4	В, РМГ, КТ	3
7. Partnerships. Corporations. Entrepreneurship.	5		2	3	Д, Т	3
<b>Unit 2. Business Organizations and Human Resources. The Article.</b>	<b>42</b>		<b>16</b>	<b>26</b>		<b>22</b>
8. Types of Companies. The Article.	5		2	3	В, РМГ, КТ	3
9. Privately and State-owned Companies. Kinds of Articles.	5		2	3	РМГ, П	3
10. Relationships between Companies. Use of articles with common nouns.	5		2	3	УД, РМГ	3
11. Holding Company. Use of articles with nouns of material and abstract nouns.	5		2	3	РЗ, Т	3
12. Conglomerate. Joint Venture. Consortium. Use of articles with proper nouns.	5		2	3	Т, ТЕ	3
13. Shareholders, the Management and the Workforce of the Company.	6		2	4	П, В	3
14. The Management Structure of a Typical Company.	6		2	4	РЗ	2

15. Human Resources (HR). Human Resources Department and Management. Special difficulties in the use of articles. Use of articles with set expressions.	5		2	3	Д	2
<b>Unit 3. Management and Leadership. The Pronoun.</b>	<b>38</b>		<b>14</b>	<b>24</b>		<b>20</b>
16. Key Notions of Management and its Basic Functions. Personal and possessive pronouns.	5		2	3	В, РМГ, Т	3
17. Planning and Organizing Functions. Reflexive pronouns.	5		2	3	УД, КТ	3
18. Directing and Controlling Functions. Reciprocal pronouns.	6		2	4	В, РМГ, Т	3
19. Leadership. Leadership Styles. Interrogative pronouns.	5		2	3	В, Д	3
20. Autocratic or Authoritarian Style. Laissez-faire (Free Rein Style). Indefinite and Negative pronouns.	6		2	4	РПЗ, КТ	3
21. Participative or Democratic style. Demonstrative pronouns.	6		2	4	РЗ, РМГ	3
22. Visionary, Coaching, Narcissistic styles. Toxic and Other Leadership Styles. Defining and Quantitative pronouns.	5		2	3	Д	2
<b>Unit 4. Economics. Key Economic Notions. The Adjective. Comparative and Superlative Forms of Adjectives.</b>	<b>38</b>		<b>12</b>	<b>26</b>		<b>22</b>
23. Key Notions of Economics. The notion of Scarcity.	6		2	4	В, РМГ, КТ	3
24. Goods and Services.	6		2	4	УД, РМГ	3
25. Production. Adjectives with nouns and verbs.	6		2	4	РПЗ, УД	4
26. Distribution. The <i>-ed</i> adjectives.	7		2	5	В, РМГ, П	4
27. Types of Economic Systems. The <i>-ing</i> adjectives.	7		2	5	РПЗ, РЗ	4
28. Order of adjectives; stronger and weaker meanings.	6		2	4	Д, П	4
	24			24	ІЗ	14
<b>Разом за I семестр</b>	<b>180/6</b>		<b>56</b>	<b>124</b>		<b>100</b>
<b>Підсумковий контроль - екзамен</b>						
<b>1 курс II семестр</b>						
<b>Unit 1. Product, Market and Market Relations. The concept of product. The Adverb</b>	<b>25</b>		<b>14</b>	<b>11</b>		<b>14</b>
1. The Concept of Product. Word order.	4		2	2	В, РМГ	2

2. Tangible Products and Intangible Products. Adverb. Types of averb.	3		2	1	УД	2
3. Core, Actual and Augmented Products. Adverbs of frequency, time, place and manner.	3		2	1	ППЗ	2
4. The Concept of a Market. Adverbs of probability, degree, and completeness.	3		2	1	В, УД	3
5. Demand and Supply. Connecting adverbs ( <i>so, too, either, neither; first, next, then, etc; actually, fortunately, etc; only, even</i> ).	4		2	2	Т	1
6. Types of Markets. Comparison of adverbs. Adverbs of degree: <i>quite – rather</i> .	4		2	2	В, РМГ	2
7. Target Market. Adverbs/ adjectives.	4		2	2	Д	2
<b>Unit 2. Marketing and Advertising. The Preposition. The Numeral</b>	<b>29</b>		<b>14</b>	<b>15</b>		<b>14</b>
8. Marketing. The Preposition. General form and use	4		2	2	В, РМГ	2
9. The four Ps. Product, Price. Prepositions of place.	4		2	2	РМГ	1
10. Placement and Promotion. Prepositions of movement.	4		2	2	УД	2
11. Common Channel of Distribution: manufacturer – wholesaler – retailer – customer. Prepositions of time. Common prepositional phrases.	4		2	2	РЗ	2
12. Advertising. Service Advertising. The Numeral. Cardinal numerals. Ordinal numerals.	4		2	2	Т, ППЗ	3
13. Product Advertising. Institutional Advertising. Fractions. Expressing quantity, reading figures.	4		2	2	П	2
14. Advertising Media. Telling the time, dates, telephone numbers, addresses.	5		2	3	Д	2
<b>Unit 3. Trade and Commerce. Word formation. The Sentence. Questions, negatives and answers</b>	<b>34</b>		<b>16</b>	<b>18</b>		<b>16</b>
15. Key Notions of Trade. Word formation. Productive and unproductive affixes.	4		2	2	В, РМГ	2

16. Producers and Consumers. The Sentence. Simple / compound/ complex, extended/ unextended sentences.	4		2	2	УД	2
17. Forms and Types of Trade. The Subject. The Predicate. The Object.	4		2	2	В, РМГ	2
18. Wholesale Trade. The Attribute.	4		2	2	В, РМГ	2
19. Retail Trade. The Adverbial Modifier.	4		2	2	РПЗ	2
20. E-commerce. Word order in statements. Questions, negatives and answers. Yes/No questions. Wh-questions. Subject/object questions.	4		2	2	РЗ	2
21. International Trade. Prepositions in wh-questions. Negative statements.	5		2	3	Т, В	2
22. International Trade Organization. Negative questions. Question tags. Alternative Questions. Disjunctive Questions.	5		2	3	Д	2
<b>Unit 4. Money and Banking. The Verb. Present Tense Forms</b>	<b>40</b>		<b>24</b>	<b>16</b>		<b>24</b>
23. Concept of Money. Types of verbs	3		2	1	В, РМГ	2
24. Functions of Money: medium of exchange. Regular verbs and Irregular verbs.	3		2	1	УД	2
25. Functions of Money: measure of value. State verbs and event verbs.	4		2	2	РПЗ	2
26. Functions of Money: store of value. Time, tense and aspect. <i>Be, have and have got.</i>	4		2	2	В, РМГ	2
27. Types of Money. Present Simple (Indefinite).	3		2	1	РПЗ	2
28. Hard money, soft money and no-money. Present Continuous (Progressive).	4		2	2	В, РМГ	2
29. Credit and Debit Cards. Present Simple (Indefinite) and Present Continuous (Progressive).	3		2	1	РПЗ	2
30. Banking Sector. Time indicators	4		2	2	РЗ	2
31. Types of Banks. State Verbs.	3		2	1	Т, РМГ	2
32. National Bank of Ukraine. Present Perfect.	3		2	1	РПЗ	2

33. Personal Finance. Present Perfect Continuous.	3		2	1	Д	2
34. Corporate Finance. Present Perfect and Present Perfect Continuous.	3		2	1	П	2
<b>Unit 5.Accounting and Accountancy. Past Forms</b>	<b>32</b>		<b>18</b>	<b>14</b>		<b>18</b>
35. The Nature of Accounting. Past Simple (Indefinite).	3		2	1	В, РМГ	2
36.Jobs in Accounting. Past Continuous (Progressive).	4		2	2	УД	2
37.Bookkeeping. Interrupted past action.	3		2	1	РПЗ	2
38. The Principle of Double Entry. Past Habitual: <i>used to. Have gone to / have been to / have been in.</i>	4		2	2	РЗ	2
39. Chart of Accounts. Past Perfect.	3		2	1	УД	2
40.Financial Statements. Past Perfect Continuous.	4		2	2	РПЗ	2
41. Profit and Loss Account. Sequence of Tenses.	3		2	1	Т, РМГ	2
42. Balance Sheet. Previous and subsequent events.	4		2	2	ПРЗ	2
43. Cash Flow Statement. Final Grammar Test.	4		2	2	Д	2
	20			20	ІЗ	14
<b>Разом за II семестр</b>	<b>180/6</b>		<b>86</b>	<b>94</b>		<b>100</b>
<b>Підсумковий контроль–екзамен</b>						
<b>2 курс III семестр</b>						
<b>Unit 1. Logistics Jobs. Supply Chain and Logistics Management. Future Forms.</b>	<b>36</b>		<b>14</b>	<b>22</b>		<b>20</b>
1.Employment Opportunities. Future Simple/ Be Going to. Future Simple/ Present Continuous. Future Continuous.	5		2	3	В, РМГ, Т	3
2.Careers in Logistics. Consulting firms.	5		2	3	УД, КТ	3
3. Future Perfect Continuous.	5		2	3	РПЗ, РМГ	3
4. Measurements. Future-in-the Past tense forms.	5		2	3	В, УД	3
5.Manufacturing Employee Manual. Other ways of expressing future: constructions: be about+ infinitive, be on the point + -ing form, be due to + infinitive, be sure to/ be certain to/ be bound to + infinitive	6		2	4	Т, ТЕ	3

6.Customer Service.	5		2	3	B, PMГ, T	3
7. Other ways of expressing future: constructions: to be (un)likely to + infinitive, to be sure to + infinitive.	5		2	3	Д	2
<b>Unit 2. Supply Chain. Supplier Planning. Modals.</b>	<b>46</b>		<b>16</b>	<b>30</b>		<b>22</b>
8.Supplier Planning.	6		2	4	B, PMГ, T	3
9.Basic Management Functions. Ability (can - could - be able to).	6		2	4	PMГ, TE	3
10.Types of Inventory. Necessity (must - have to - should/ ought – need).	6		2	4	УД, КТ	3
11. Logistics Management. Absence of necessity (needn't/ don't have to / don't need to – didn't need to – needn't have done).	6		2	4	P3, PMГ	3
12.Third-Party Logistics.	6		2	4	T, ППЗ	3
13.Safety issues. Prohibition (mustn't – can't). Logical assumption (must – can't/ couldn't).	6		2	4	П, КТ	3
14. Probability (should/ ought). Possibility (can - could/ may - might).	6		2	4	P3, T	3
15. Criticism (should/ ought to). Promise (will). Expressions similar to modal verbs.	4		2	2	Д	1
<b>Unit 3. Inventory Costs. The Passive Voice.</b>	<b>34</b>		<b>14</b>	<b>20</b>		<b>24</b>
16.Third-party logistics.	5		2	3	B, PMГ, T	3
17. Transformation from Active to Passive.	5		2	3	УД, B	3
18. Personal/ impersonal constructions.	5		2	3	B, PMГ, T	3
19. Inbound Logistics.	5		2	3	B, TE, КТ	4
20. Types of Inventory Costs.	5		2	3	ППЗ, T	3
21. Special passive constructions. Have something done. Get something done. To be done/ being done.	5		2	3	P3, TE	4
22. Phrasal and prepositional verbs, prepositional phrases.	4		2	2	Д, П	4
<b>Unit 4. Outbound Logistics. Understanding basics. Sequence of Tenses.</b>	<b>40</b>		<b>12</b>	<b>28</b>		<b>20</b>
23.Security. Working with high-risk employees. Direct speech and reported speech.	6		2	4	B, PMГ, T	3

24. Warehouse management. Reported speech: person, place and time.	7		2	5	УД, В	3
25. The Benefits of Optimizing Outbound Logistics. Reported statements. Reported questions.	7		2	5	РПЗ, Д	4
26. From “Buy Now” Through Final Delivery. Reported speech: the tense change.	7		2	5	В, РМГ, ТЕ	4
27. Reported requests, orders, and advice	7		2	5	РПЗ, КТ	3
28. Introductory Verbs.	6		2	4	Д, Т	3
	24			24	ІЗ	14
<b>Разом за III семестр</b>	<b>180/6</b>		<b>56</b>	<b>124</b>		<b>100</b>
<b>Підсумковий контроль-екзамен</b>						

**Перелік умовних позначень форм контролю та оцінка їх у балах:**

В – відповідь на практичних заняттях – 1 бал.

РПЗ – розв’язання практичних завдань – 2 бали.

УД – участь у дискусії – 2 бали.

КТ – комп’ютерне тестування – 1 бал.

Т – тестування – 1 бал.

РЗ – розв’язування задач – 2 бали.

ТЕ – твори-есе – 2 бали.

РМГ – робота в малих групах – 1 бал.

Д – доповідь – 2 бали.

П – презентація – 2 бали.

ІЗ – індивідуальні завдання – 14 балів (творчий проєкт / участь у наукових заходах).

**Загальна сума за поточну навчальну роботу (аудиторну та самостійну) за семестр – 100 балів.**

## II. ПРОГРАМА ОСВІТНЬОГО КОМПОНЕНТУ

### 1 курс

### I семестр

#### **Unit 1. Business and entrepreneurship. The Noun**

Key Notions of Business. Productive Resources: natural resources, capital, labour, technology. Profits and Profitability. Competition. Types of Business. Manufacturing Businesses. Service Businesses. Forms of Business. Sole Proprietorships. Partnerships. Corporations. Entrepreneurship.

Formation of nouns. Classification of nouns. The Category of Number. Countable and uncountable nouns. Regular plurals. Compounds. Irregular plurals. Singularia tantum nouns. Pluralia tantum nouns. Invariable nouns. The Category of Case. Possessive case, of-phrases.

#### **Unit 2. Business organizations and Human Resources. The Article.**

Types of Companies. Privately-owned and State-owned Companies. Relationships between Companies. Holding Company. Conglomerate. Joint Venture. Consortium. Shareholders, the Management and the Workforce of a Company. The Management Structure of a Typical Company. Human Resources (HR). Human Resources Department. Human Resource Management.

Use of articles with common nouns. Use of articles with nouns of material and abstract nouns. Use of articles with proper nouns (geographical names, names of places, buildings, public organizations, etc., names of persons). Special difficulties in the use of articles (names of month and days, seasons, meals, languages). Use of articles with set expressions.

#### **Unit 3. Management and Leadership. The Pronoun**

Key Notions of Management. Basic Management Functions. Planning. Organizing. Directing. Controlling. Leadership. Leadership styles. Autocratic or Authoritarian style. Participative, or Democratic Style. Laissez-faire or Free Rein Style. Visionary, Coaching, Narcissistic, Toxic and other Leadership Styles.

Classification of pronouns. Personal and possessive pronouns. Reflexive pronouns. Reciprocal pronouns. Demonstrative pronouns. Interrogative pronouns. Indefinite and negative pronouns. *Some, any, all, most, no, none of*. Defining pronouns. *Both, either, neither; each, every*. Quantitative pronouns. *Much/ many, a lot of, (a) little / (a) few*.

#### **Unit 4. Economics. Key economic notions. The Adjective. Comparative and Superlative Forms of Adjectives**

Key Notions of Economics. Goods and Services. Production. Distribution. Scarcity. Types of Economic Systems. Key Functions of Economists.

Adjectives with nouns and verbs; -ed and -ing forms. Order of adjectives; stronger and weaker meanings.

**I кypc**  
**II семестp**

**Unit 1. Product, Market and Market Relations. The Concept of Product.  
The Adverb.**

The concept of product. Tangible and Intangible Products. Core, Actual and Augmented Products. The Concept of a Market. Demand and Supply. Demanders and Suppliers. Types of Markets. Target Market.

Types of adverb. Adverb and word order. Adverbs of frequency, time, place and manner. Adverbs of probability, degree, and completeness. Connecting adverbs (*so, too, either, neither; first, next, then, etc; actually, fortunately, etc; only, even*). Comparison of adverbs. Adverbs of degree: *quite – rather*.

**Unit 2. Marketing and Advertising. The Preposition. The Numeral.**

The four Ps: Product, Price, Placement, and Promotion. Common Channel of Distribution: manufacturer – wholesaler – retailer – customer. Advertising. Product Advertising. Institutional Advertising. Advertising Media.

General form and use. Prepositions of place. Prepositions of movement. Prepositions of time. Common prepositional phrases.

Cardinal numerals. Ordinal numerals. Fractions. Expressing quantity, reading figures. Telling the time, dates, telephone numbers, addresses.

**Unit 3. Trade and Commerce. Word formation. The Sentence. Questions,  
negatives and answers.**

Key Notions of Trade. Producers and Consumers. Forms and Types of Trade. Wholesale Trade. Retail Trade. E-commerce. International Trade. International Trade Organization.

Productive and unproductive affixes.

Simple / compound/ complex, extended/ unextended sentences. The Subject. The Predicate. The Object. The Attribute. The Adverbial Modifier. Word order in statements.

Yes/No questions. Wh-questions. Subject/object questions. Prepositions in wh-questions. Negative statements. Negative questions. Question tags. Alternative Questions. Disjunctive Questions.

**Unit 4. Money and Banking. The Verb. Present Tense Forms.**

Concept of Money. Functions of Money: medium of exchange, measure of value; store of value. Types of Money: hard money, soft money and no-money. Banking Sector. Types of Banks. Personal and Corporate Finance. Bank Accounts.

Types of verbs. Regular and irregular verbs. State verbs and event verbs. Time, tense and aspect. *Be, have and have got*.

Present Simple (Indefinite). Adverbs of frequency. Present Continuous (Progressive). State Verbs. Present Perfect. Have been (to) /have been (to). Present Perfect Continuous (Progressive).

### **Unit 5. Accounting and Accountancy. Past Forms.**

Jobs in Accounting. The Nature of Accounting Obligation/ Duty. Bookkeeping. The Principle of Double Entry. Chart of Accounts. Financial Statements. Profit and Loss Account. Financial Statements. Balance Sheet. Cash Flow Statement.

Past Simple (Indefinite). Past Habitual: used to. Have gone to / have been to / have been in. Past Continuous (Progressive). Past Perfect. Past Perfect Continuous.

### **II курс**

### **III семестр**

### **Unit 1. Logistics Jobs. Supply Chain and Logistics Management. Future Forms.**

Employment Opportunities. Careers in Logistics. Consulting firms. Measurements. Manufacturing Employee Manual. Customer Service.

Future Simple/ Be Going to. Future Simple/ Present Continuous. Future Continuous. Future Perfect. Future Perfect Continuous. Future-in-the Past tense forms. Other ways of expressing future: constructions: be about+ infinitive, be on the point + -ing form, be due to + infinitive, be sure to/ be certain to/ be bound to + infinitive. Other ways of expressing future: constructions: to be (un)likely to + infinitive, to be sure to + infinitive.

### **Unit 2. Supply Chain. Supplier Planning. Modals.**

Supplier Planning. Types of Inventory. Logistics Management. Third-Party Logistics. Safety issues.

Ability (can - could - be able to). Obligation/ Duty. Necessity (must - have to - should/ ought – need). Absence of necessity (needn't/ don't have to / don't need to – didn't need to – needn't have done). Prohibition (mustn't – can't). Logical assumption (must – can't/ couldn't). Probability (should/ ought). Possibility (can - could/ may - might). Permission (can/ could/ may /might). Request (can/ could/ will/ would/ may/ might). Offers (I'll/ shall/ can/ could). Suggestions (shall/ can/ could). Advice (should/ ought to/ must). Criticism (should/ ought to). Promise (will). Expressions similar to modal verbs

### **Unit 3. Inventory Costs. The Passive Voice.**

Third-party logistics. Inbound Logistics. Types of Inventory Costs.

The Passive Voice. Transformation from Active to Passive. Personal/ impersonal constructions. Special passive constructions. Have something done. Get something done. To be done/ being done. Phrasal and prepositional verbs, prepositional phrases.

**Unit 4. Outbound Logistics. Understanding basics. Sequence of Tenses.**

Security. Working with high-risk employees. Warehouse management. The Benefits of Optimizing Outbound Logistics. From “Buy Now” Through Final Delivery.

Direct speech and reported speech. Reported speech: person, place and time. Reported statements. Reported questions. Reported speech: the tense change. Reported requests, orders, and advice. Introductory Verbs.

## Структура освітнього компоненту

Результат навчання	Навчальна діяльність	Робочий час студента, год.
1	2	3
<b>1 курс</b>		
<b>I семестр</b>		
<b>Unit 1. Business and Entrepreneurship. The Noun.</b>		
knowledge of topical vocabulary; ability to use grammatical resources of the language; understanding different aspects of language behaviour	Practical lesson 1. 1. Key Notions of Business. 2. Formation of nouns. References: 1, 4, 13, 14, 16, 23 Recommended materials: 28, 35, 41 Internet sources: 51, 59, 60	2
	Self-study: enriching thematic vocabulary; developing grammatical skills; analyzing grammar rule	3
understanding and interpreting different aspects of culture and language behaviour in the world of work; ability to use grammatical resources of the language	Practical lesson 2. 1. Natural resources. 2. Capital. 3. The Category of Number. References: 1, 4, 7, 14, 16, 23 Recommended materials: 27, 32, 41 Internet sources: 51, 59, 60	2
	Self-study: activating topical vocabulary; revising grammar rules; developing speaking skills Reference: 1, 9, 10, 14, 23, 25 Recommended materials: 26, 38, 41 Internet sources: 51, 59, 60	3
awareness and control of the organisation of the meaning of grammatical elements; understanding of logical relations	Practical lesson 3 1. Labour. 2. Technology 3. Countable nouns References: 1, 10, 14, 23, 25 Recommended materials: 26, 38, 41 Internet sources: 51, 59, 60	2
	Self-study: studying thematic information; developing grammatical skills; analyzing grammar rules	4
correct use of topical vocabulary; practising and memorizing grammatical rules	Practical lesson 4 1. The Notion of Competition. 2. Regular plurals. References: 1, 9, 10, 14, 23, 25 Recommended materials: 26, 38, 41 Internet sources: 51, 59, 60	2
	Self-study: doing grammar exercises; reading and translating texts on the topic	4

correct use of topical vocabulary; practising and memorizing grammatical rules	Practical lesson 5 1.Manufacturing Businesses 2. Compound nouns. References: 1, 9, 10, 14, 23 Recommended materials: 26, 38, 41 Internet sources: 51, 59, 60	2
	Self-study: doing grammar exercises; reading and translating texts on the topic	4
ability to use lexical and grammatical resources of the language; knowledge of topical vocabulary	Practical lesson 6. 1.Forms of Business. 2.Sole Proprietorships. 3.The Case. Possessive Case References: 4, 6, 10, 14, 17 Recommended materials: 26, 31, 34, 41 Internet sources: 51, 59, 60	2
	Self-study: preparing presentations on the topic; doing grammar exercises; reading and translating a newspaper article on the theme.	4
capability to apply effectively the acquired knowledge of topical information to the appropriate situation	Practical lesson 7 1.Partnerships. 2.Corporations. 3.Entrepreneurship References: 3, 6, 7, 10, 14, 18 Recommended materials: 35, 38, 43 Internet sources: 51, 59, 60	2
	Self-study: writing study and specialism- related essays to develop an argument; explaining advantages and disadvantages of various options	3
<b>Unit 2. Business Organizations and Human Resources. The Article</b>		
awareness and control of the organisation of the meaning of grammatical elements; understanding of logical relations (entailment, presupposition, implicature, etc.)	Practical lesson 8 1. Types of Companies. 2. The Article. References: 2, 5, 8, 10, 14, 16,20 Recommended materials: 26, 29, 32, 38 Internet sources: 45, 46, 47	2
	Self-study: preparing presentations on the topic; doing grammar exercises; reading and translating texts on the theme.	3

capability to apply effectively the acquired knowledge of topical information to the appropriate situation	<p>Practical lesson 9</p> <p>1. Privately-owned Companies.</p> <p>2. Kinds of Articles.</p> <p>References: 2, 5, 8, 10, 14, 16, 20</p> <p>Recommended materials: 26, 29, 32, 38</p> <p>Internet sources: 45, 46, 47</p>	2
	<p>Self-study:</p> <p>writing study and specialism- related essays to develop an argument; explaining advantages and disadvantages of various options</p>	3
understanding and interpreting different aspects of culture and language behaviour in the world of work	<p>Practical lesson 10</p> <p>1. Relationships between Companies.</p> <p>2. Use of articles with common nouns.</p> <p>References: 2, 5, 10, 14, 23</p> <p>Recommended materials: 27, 28, 33, 38</p> <p>Internet sources: 45, 46, 47</p>	2
	<p>Self-study:</p> <p>writing study and specialism- related essays to develop an argument; explaining advantages and disadvantages of various options</p>	3
capability to apply effectively the acquired knowledge of topical information to the appropriate situation	<p>Practical lesson 11</p> <p>1. Holding Company.</p> <p>2. Use of articles with nouns of material.</p> <p>References: 6, 8, 10, 14, 16, 23</p> <p>Recommended materials: 27, 28, 33, 38</p> <p>Internet sources: 45, 46, 47</p>	2
	<p>Self-study:</p> <p>doing grammar exercises; reading and translating texts on the topic</p>	3
understanding of logical relations (entailment, presupposition, implicature, etc.); knowledge of topical vocabulary; ability to use grammatical resources of the language	<p>Practical lesson 12</p> <p>1. Conglomerate.</p> <p>2. Joint Venture.</p> <p>References: 6, 8, 10, 14, 16, 23</p> <p>Recommended materials: 27, 33, 35</p> <p>Internet sources: 45, 46, 47</p>	2
	<p>Self-study:</p> <p>enriching thematic vocabulary; developing grammatical skills; analyzing grammar rules</p>	3

ability to use lexical and grammatical resources of the language; knowledge of topical vocabulary	Practical lesson 13 1. Shareholders. 2. The Management and the Workforce of the Company. References: 2, 10, 14, 15, 18 Recommended materials: 35, 38, 42, 43 Internet sources: 45, 46, 47	2
	Self-study: activating topical vocabulary; revising grammar rules; developing speaking skills	4
gain in depth the knowledge of the topical vocabulary; practising and memorizing vocabulary	Practical lesson 14 1.The Management Structure of a Typical Company. References: 4, 10, 14, 14, 18, 25 Recommended materials: 35, 38, 41, 42 Internet sources: 45, 46, 47	2
	Self-study: writing study and specialism- related essays to develop an argument; explaining advantages and disadvantages of various options	4
ability to use lexical and grammatical resources of the language; knowledge of topical vocabulary	Practical lesson 15 1.Human Resources (HR). 2.Human Resources Department. 3.Special difficulties in the use of articles. References: 4, 10, 11, 14, 18, 23 Recommended materials: 35, 38, 41, 42 Internet sources: 45, 46, 47	2
	Self-study: preparing presentations on the topic; doing grammar exercises; reading and translating a newspaper article on the theme.	3
<b>Unit 3. Management and Leadership. The Pronoun.</b>		
awareness and control of the organisation of the meaning of grammatical elements; understanding of logical relations (entailment, presupposition, implicature, etc.)	Practical lesson 16. 1.Key Notions of Management. 2.Pronouns. 3.Personal pronouns. References: 1, 3, 10, 11, 14, 15, 20, 24 Recommended materials: 27, 28, 38 Internet sources: 55, 60	2
	Self-study: activating topical vocabulary; revising grammar rules; developing speaking skills	3

correct use of topical vocabulary; practising and memorizing grammatical rules	Practical lesson 17 1.Planning Function. 2.Organizing Function. 3.Reflexive pronouns. References: 2, 10, 14, 15, 20, 23 Recommended materials: 27, 28, 38 Internet sources: 55, 60	2
	Self-study: doing grammar exercises; reading and translating a newspaper article on the topic	3
ability to reproduce and produce effectively topical vocabulary in oral and writing speech; practising and memorizing grammatical rules	Practical lesson 18 1.Directing Function. 2.Controlling Function. 3.Reciprocal pronouns. References: 4, 7, 10, 14, 15, 25 Recommended materials: 26, 31, 38 Internet sources: 55, 60	2
	Self-study: writing study and specialism- related essays to develop an argument; explaining advantages and disadvantages of various options	4
ability to use grammatical resources of the language; understanding and interpreting different aspects of culture and language behaviour in the world of work	Practical lesson 19 1.Leadership. 2.Leadership Styles. 3.Interrogative pronouns. References: 1, 5, 7, 10, 14,15, 23 Recommended materials: 32, 35, 43 Internet sources: 55, 60	2
	Self-study: preparing presentations on the topic; doing grammar exercises; reading and translating a newspaper article on the theme.	3
correct use of topical vocabulary; practising and memorizing grammatical rules	Practical lesson 20 1.Autocratic or Authoritarian Style. 2.Indefinite pronouns. References: 2, 5, 10, 14, 15,20 Recommended materials: 32, 35, 38 Internet sources: 55, 60	2
	Self-study: analyzing grammar rules and doing grammar tasks; developing the ability to collect information on the topic from specialized Internet sources	4

correct use of topical vocabulary; practising and memorizing grammatical rules	Practical lesson 21 1. Participative or Democratic style. 2. Demonstrative pronouns. References: 2, 5, 10, 14, 15,20 Recommended materials: 32, 35, 38 Internet sources: 55, 60	2
	Self-study: writing study and specialism- related essays to develop an argument; explaining advantages and disadvantages of various options	4
awareness and control of the organisation of the meaning of grammatical elements; understanding of logical relations	Practical lesson 22 1. Visionary, Coaching, Narcissistic styles. 2. Toxic and Other Leadership Styles. 3. Defining and Quantitative pronouns. References: 4, 10, 11, 14, 18, 23 Recommended materials: 35, 38, 41, 42 Internet sources: 45, 46, 47	2
	Self-study: preparing presentations on the topic; doing grammar exercises; reading and translating a newspaper article on the theme.	3
<b>Unit 4. Economics. Key Economic Notions. The Adjective. Comparative and Superlative Forms of Adjectives.</b>		
understanding and interpreting different aspects of culture and language behaviour in the world of work; ability to use grammatical resources of the language	Practical lesson 23 1.Key Notions of Economics. 2. The notion of Scarcity. References: 4, 10, 11, 14, 18, 23 Recommended materials: 35, 38, 41, 42 Internet sources: 45, 46, 47	2
	Self-study: writing study and specialism- related essays to develop an argument; explaining advantages and disadvantages of various options	4
ability to use lexical and grammatical resources of the language; knowledge of topical vocabulary	Practical lesson 24 1.Goods and Services. References: 4, 10, 11, 14, 18, 23 Recommended materials: 35, 38, 41, 42 Internet sources: 45, 46, 47	2

	Self-study: preparing presentations on the topic; doing grammar exercises; reading and translating texts on the theme.	4
understanding and interpreting different aspects of culture and language behaviour in the world of work	Practical lesson 25 1.Production. 2. Adjectives with nouns and verbs. References: 2, 5, 10, 14, 15,20 Recommended materials: 32, 35, 38 Internet sources: 55, 60	2
	Self-study: enriching thematic vocabulary; developing grammatical skills; analyzing grammar rules	4
capability to apply effectively the acquired knowledge of topical information to the appropriate situation	Practical lesson 26 1.Distribution. 2.The <i>-ed</i> adjectives. References: 2, 5, 10, 14, 15,20 Recommended materials: 32, 35, 38 Internet sources: 55, 60	2
	Self-study: doing grammar exercises; reading and translating texts on the topic	5
correct use of topical vocabulary; practising and memorizing grammatical rules	Practical lesson 27 1.Types of Economic Systems. 2.The <i>-ing</i> adjectives. References: 2, 5, 10, 14, 15,20 Recommended materials: 32, 35, 38 Internet sources: 55, 60	2
	Self-study: writing study and specialism- related essays to develop an argument; explaining advantages and disadvantages of various options	5
ability to use lexical and grammatical resources of the language; knowledge of topical vocabulary	Practical lesson 28 1.Order of adjectives; stronger and weaker meanings. References: 2, 5, 10, 14, 15,20 Recommended materials: 32, 35, 38 Internet sources: 55, 60	2
	Self-study: preparing presentations on the topic; doing grammar exercises; reading and translating a newspaper article on the theme.	4
Індивідуальне завдання	Творчий проєкт / участь у наукових заходах	14
<b>РАЗОМ:</b>		<b>180/6</b>

<b>1 курс II семестр</b>		
<b>Unit 1. Product, Market and Market Relations. The Concept of Product. The Adverb.</b>		
knowledge of topical vocabulary; ability to use lexical and grammatical resources of the language	Practical lesson 1. 1. The Concept of Product. 2. Word order. References: 1, 10, 14,14, 18, 24 Recommended materials: 32, 34, 38 Internet sources: 48, 49, 51	2
	Self-study: activating topical vocabulary; revising grammar rules; developing speaking skills	2
gain in depth the knowledge of the topical vocabulary; practising and memorizing grammatical rules	Practical lesson 2. 1. Tangible Products and Intangible Products. 2. Types of adverb. References: 7, 9, 10, 14, 16, 23 Recommended materials: 28, 33, 35 Internet sources: 48, 49, 51	2
	Self-study: Learning topical vocabulary; revising grammar rules and doing grammar tasks; developing writing skills	1
ability to use topical vocabulary and grammatical resources of the language; awareness and proper use of categories, structures and processes	Practical lesson 3. 1. Core, Actual and Augmented Products. 2. Adverbs of frequency. 3. Adverbs of time, place and manner. References: 4, 10, 14, 17 Recommended materials: 31, 35, 32, 38 Internet sources: 48, 49, 51	2
	Self-study: enriching thematic vocabulary; developing grammatical skills; analyzing grammar rules	1
ability to identify, evaluate and synthesise topical information; ability to use grammatical resources of the language	Practical lesson 4. 1. The Concept of a Market. 2. Adverbs of probability and completeness. References: 8, 10, 14, 16 Recommended materials: 37, 38, 42 Internet sources: 48, 49, 51	2
	Self-study: analyzing grammar rules and doing grammar tasks; developing the ability to collect information on the topic from specialized Internet sources	1

understanding and interpreting different aspects of culture and language behaviour in the world of work	Practical lesson 5. 1. Demand and Supply. 2. Connecting adverbs ( <i>so, too, either, neither, first, next, then, etc.</i> ). References: 8, 10, 14, 16 Recommended materials: 37, 42, 45 Internet sources: 48, 49, 51	2
	Self-study: doing grammar exercises; reading and translating texts on the topic; developing speaking skills	2
awareness and control of the organisation of the meaning of grammatical elements; understanding of logical relations	Practical lesson 6 1. Types of Markets. 2. Adverbs of degree. 3. Comparison of adverbs. References: 2, 10, 13, 14, 180 Recommended materials: 31, 35, 37, 42 Internet sources: 48, 49, 51	2
	Self-study: rendering articles and authentic materials; summarizing a wide range of factual academic and specialism-related texts	2
capability to apply effectively the acquired knowledge of topical information to the appropriate situation	Practical lesson 7. 1. Target Market. 2. Adverbs of probability, degree, and completeness. References: 10, 14, 16, 23, 24 Recommended materials: 28, 37, 42 Internet sources: 48, 49, 51	2
	Self-study: preparing presentations on the topic; doing grammar exercises; reading and translating a newspaper article on the theme.	2
<b>Unit 2. Marketing and Advertising. The Preposition. The Numeral.</b>		
knowledge of topical vocabulary; ability to use grammatical resources of the language; ability to lexical resources of the language;	Practical lesson 8. 1. Marketing. 2. Prepositions. General forms and use. References: 5, 11, 14, 17 Recommended materials: 53, 54, 56 Internet sources:	2
	Self-study: writing notes and memos conveying complex relevant information to academic and professional addressees, rendering articles and authentic	2

	materials; summarizing a wide range of factual academic and specialism-related texts	
understanding of logical relations ; awareness and control of the organisation of the meaning of grammatical elements	Practical lesson 9. 1. The four Ps. 2. Product, Price. 3. Prepositions of place. References: 5, 7, 10, 14, 18 Recommended materials: 35, 36, 38 Internet sources: 53, 54, 56	2
	Self-study: studying thematic information; developing grammatical skills; analyzing grammar rules	2
awareness and proper use of categories, structures and processes	Practical lesson 10. 1. Placement and Promotion. 2. Prepositions of movement. References: 7, 10, 14, 18 Recommended materials: 36, 42, 45 Internet sources: 53, 54, 56	2
	Self-study: activating topical vocabulary; revising grammar rules; developing speaking skills	2
capability to apply effectively the acquired knowledge of topical information to the appropriate situation	Practical lesson 11. 1. Common Channel of Distribution: manufacturer – wholesaler – retailer – customer. 2. Prepositions of place. References: 7, 10, 14, 18 Recommended materials: 36, 38, 42 Internet sources: 53, 54, 56	2
	Self-study: doing grammar exercises; reading and translating texts on the topic; developing speaking skills	2
understanding and interpreting different aspects of culture and language behaviour in the world of work; ability to use grammatical resources of the language	Practical lesson 12. 1. Advertising. 2. The Numeral. References: 2, 10, 14, 16, 20 Recommended materials: 30, 38, 45 Internet sources: 53, 54, 56	2
	Self-study: writing notes and memos conveying complex relevant information to academic and professional addressees, rendering articles and authentic materials; summarizing a wide range of factual academic and specialism-related texts	2

awareness and control of the organisation of the meaning of grammatical elements; understanding of logical relations	Practical lesson 13. 1. Product Advertising. 2. Cardinal numerals. 3. Fractions. References: 10, 11, 14, 18, 20 Recommended materials: 30, 38, 45 Internet sources: 53, 54, 56	2
	Self-study: preparing presentations on the topic; doing grammar exercises; reading and translating a newspaper article on the topic.	2
understanding and interpreting different aspects of culture and language behaviour in the world of work; ability to use grammatical resources of the language	Practical lesson 14. 1. Advertising Media. 2. Reading figures. 3. Telling the time, dates; telephone numbers, addresses. References: 7, 10, 14, 16, 20 Recommended materials: 30, 32, 41 Internet sources: 53, 54, 56	2
	Self-study: analyzing grammar rules and doing grammar tasks; developing the ability to collect information on the topic from specialized Internet sources	3
<b>Unit 3. Trade and Commerce. Word formation. The Sentence. Questions, negatives and answers.</b>		
knowledge of topical vocabulary; ability to use grammatical resources of the language; awareness and proper use of categories, structures and processes	Practical lesson 15. 1. Key Notions of Trade. 2. Word formation. References: 6, 10, 11, 14, 16 Recommended materials: 32, 35, 38 Internet sources: 44, 57, 60	2
	Self-study: activating topical vocabulary; revising grammar rules; developing speaking skills.	2
understanding and interpreting different aspects of culture and language behaviour in the world of work; ability to use grammatical resources of the language	Practical lesson 16. 1. Producers and Consumers. 2. The Sentence. References: 6, 10, 14, 16 Recommended materials: 32, 35, 38 Internet sources: 44, 57, 60	2
	Self-study: enriching thematic vocabulary; developing grammatical skills; analyzing grammar rules	2
gain in depth the knowledge of the	Practical lesson 17. 1. Forms and Types of Trade. 2. Productive and unproductive	2

<p>topical vocabulary; practising and memorizing grammatical rules</p>	<p>affixes. References: 10, 14, 16, 22, 25 Recommended materials: 32, 34, 35, 38 Internet sources: 44, 59, 60</p>	
	<p>Self-study: writing study and specialism- related essays to develop an argument; explaining advantages and disadvantages of various options</p>	2
<p>capability to apply effectively the acquired knowledge of topical information to the appropriate situation</p>	<p>Practical lesson 18. 1. Wholesale Trade. 2. The Attribute. References: 7, 9, 10, 14, 21, 25 Recommended materials: 27, 32, 38 Internet sources: 49, 57, 60</p>	2
	<p>Self-study: revising grammar rules; developing speaking skills; writing notes conveying complex relevant information to academic and professional addressees.</p>	2
<p>understanding and interpreting different aspects of culture and language behaviour in the world of work; ability to use grammatical resources of the language</p>	<p>Practical lesson 19. 1. Retail Trade. 2. The Adverbial Modifier. References: 7, 9, 10, 14, 21, 25 Recommended materials: 27, 32, 38 Internet sources: 44, 57, 60</p>	2
	<p>Self-study: Learning topical vocabulary; revising grammar rules and doing grammar tasks; developing writing skills</p>	2
<p>ability to reproduce and produce effectively topical vocabulary in oral and writing speech; practising and memorizing grammatical rules</p>	<p>Practical lesson 20. 1. E-commerce. 2. Word Order in Different Types of Sentences. References: 2, 7, 10, 14, 17 Recommended materials: 29, 35, 45 Internet sources: 45, 57, 60</p>	2
	<p>Self-study: preparing presentations on the topic; doing grammar exercises; reading and translating a newspaper article on the topic.</p>	2
<p>ability to identify, evaluate and synthesise topical information; ability to use grammatical resources of the language</p>	<p>Practical lesson 21. 1. International Trade Organization. 2. Negative questions. References: 2, 10, 14, 16 Recommended materials: 35, 38, 45 Internet sources: 47, 57, 60</p>	2

	Self-study: activating topical vocabulary; revising grammar rules; developing speaking skills.	3
capability to apply effectively the acquired knowledge of topical information to the appropriate situation	Practical lesson 22. 1. International Trade Organization. 2. Word order in statements. 3. Questions, negatives and answers References: 2, 9, 10, 14, 16 Recommended materials: 35, 38, 45 Internet sources: 44, 57, 60	2
	Self-study: preparing presentations on the topic; doing grammar exercises; reading and translating a newspaper article on the theme.	3
<b>Unit 4. Money and Banking. The Verb. Present Tense Forms.</b>		
knowledge of topical vocabulary; ability to use grammatical resources of the language	Practical lesson 23. 1. Concept of Money. 2. Types of verbs. 3. Regular verbs. 4. Irregular verbs. References: 6, 9, 10, 12, 14, 18, 23 Recommended materials: 27, 32, 40 Internet sources: 50, 51, 58	2
	Self-study: activating topical vocabulary; revising grammar rules; developing speaking skills.	1
gain in depth the knowledge of the topical vocabulary; practising and memorizing grammatical rules	Practical lesson 24. 1. Functions of money: measure of value; store of value; medium of exchange. 2. Time, tense and aspect. 3. <i>Be, have</i> and <i>have got</i> . References: 6, 9, 10, 14, 18, 23 Recommended materials: 27, 32, 40 Internet sources: 50, 51, 58	2
	Self-study: developing grammatical skills; analyzing grammar rules; developing reading and speaking skills	1
ability to identify, evaluate and synthesise topical information; ability to use grammatical resources of the language	Practical lesson 25 1. Functions of Money: measure of value. 2. State verbs and event verbs. References: 9, 10, 14, 16, 19, 22, 23 Recommended materials: 29, 35, 40 Internet sources: 50, 51, 58	2

	Self-study: preparing presentations on the topic; doing grammar exercises; reading and translating a newspaper article on the theme.	2
understanding and interpreting different aspects of culture and language behaviour in the world of work; ability to use grammatical resources of the language	Practical lesson 26 1. Functions of Money: store of value. 2. Time, tense and aspect. <i>Be, have</i> and <i>have got</i> . References: 9, 10, 14, 16, 19, 22, 23 Recommended materials: 29, 35, 40 Internet sources: 50, 51, 58	2
	Self-study: preparing presentations on the topic; doing grammar exercises; reading and translating a newspaper article on the theme.	2
awareness and proper use of categories, structures and processes; ability to use topical vocabulary and grammatical resources of the language	Practical lesson 27. 1. Types of Money 2. Present Simple. References: 9, 10, 14, 16, 19, 22, 23 Recommended materials: 29, 35, 40 Internet sources: 50, 51, 58	2
	Self-study: analyzing grammar rules and doing grammar tasks; developing the ability to collect information on the topic from specialized Internet sources	1
ability to identify, evaluate and synthesise topical information; ability to use grammatical resources of the language	Practical lesson 28. 1. Hard Money, Soft Money, No- Money. 2. Present Continuous. References: 9, 10, 12, 14, 16, 19, 22, 23 Recommended materials: 31, 38, 42 Internet sources: 50, 51, 58	2
	Self-study: studying thematic information; developing grammatical skills; analyzing grammar rules	2
understanding of logical relations ; awareness and control of the organisation of the meaning of grammatical elements	Practical lesson 29. 1. Credit and Debit Cards. 2. Present Simple (Indefinite) and Present Continuous (Progressive). References: 9, 10, 14, 19, 22, 23 Recommended materials: 35, 39, 40, 45 Internet sources: 50, 60	2
	Self-study: rendering articles and authentic materials; summarizing a wide range of factual academic and specialism- related texts	1

control of the organisation of the meaning of grammatical elements; understanding of logical relations (entailment, presupposition, implicature, etc.)	Practical lesson 30. 1. Banking Sector. 2. Time indicators. References: 9, 10, 14, 16, 19, 22, 23 Recommended materials: 31, 39, 40, 42 Internet sources: 44, 53, 60	2
	Self-study: preparing presentations on the topic; doing grammar exercises; reading and translating a newspaper article on the topic; developing speaking skills.	2
understanding and interpreting different aspects of culture and language behaviour in the world of work; ability to use grammatical resources of the language	Practical lesson 31. 1. Types of Banks. 2. State Verbs. References: 6, 7, 9, 10, 14, 16, 21, 22,23 Recommended materials: 28, 39, 42 Internet sources: 44, 47, 60	2
	Self-study: writing study and specialism- related essays to develop an argument; explaining advantages and disadvantages of various options	1
correct use of topical vocabulary; practising and memorizing grammatical rules	Practical lesson 32. 1. National Bank of Ukraine. Finance houses. 2. Present Perfect (I have done). References: 9, 10, 14, 19, 20, 23 Recommended materials: 26, 35, 39 Internet sources: 50, 51, 58	2
	Self-study: doing grammar tasks; developing the ability to collect information on the topic from specialized Internet sources	1
ability to use topical vocabulary and grammatical resources of the language; awareness and proper use of categories, structures and processes	Practical lesson 33. 1. Personal Finance. Corporate Finance. 2. Present Perfect Continuous (I have been doing). References: 9, 10, 14, 19, 21, 23 Recommended materials: 26, 38, 42 Internet sources: 48, 49, 59	2
	Self-study: writing study and specialism- related essays to develop an argument; explaining advantages and disadvantages of various options; developing presentation skills.	1

practising and memorizing grammatical rules; correct use of topical vocabulary	Practical lesson 34. 1. Corporate Finance. 2. Present Perfect and Present Perfect Continuous. References: 8, 9, 10, 14, 21, 22, 23 Recommended materials: 27, 28 Internet sources: 44, 52, 60	2
	Self-study: preparing presentations on the topic; doing grammar exercises; reading and translating a newspaper article on the topic; developing speaking skills.	1
<b>Unit 5.Accounting and Accountancy. Past Forms</b>		
correct use of topical vocabulary; practising and memorizing grammatical rules	Practical lesson 35. 1. The Nature of Accounting. 2. Past Simple (Indefinite). References: 5, 7, 9, 10, 14, 18, 19, 23 Recommended materials: 30, 31, 32 Internet sources: 44, 45, 59	2
	Self-study: preparing presentations on the topic; doing grammar tasks; developing the ability to collect information on the topic from specialized Internet sources; doing grammar exercises; reading and translating a newspaper article on the topic.	1
awareness and proper use of categories, structures and processes	Practical lesson 36. 1. Jobs in Accounting. 2. Past Continuous (Progressive). References: 1, 9, 10, 14, 17 18, 20, 23 Recommended materials:29, 30, 31, 37 Internet sources: 48, 50, 52, 58	2
	Self-study: writing notes and memos conveying complex relevant information to academic and professional addressees, rendering articles and authentic materials	2
practising and memorizing grammatical rules; correct use of topical vocabulary	Practical lesson 37. 1. Bookkeeping. 2. Interrupted past action. References: 5, 8, 9, 10, 14, 18 Recommended materials: 27, 29, 30 Internet sources: 51, 58, 60	2

	Self-study: preparing presentations on the topic; doing grammar exercises; reading and translating a newspaper article on the topic; developing speaking skills.	1
awareness and control of the organisation of the meaning of grammatical elements; understanding of logical relations	Practical lesson 38. 1.The Principle of Double Entry. 2.Past Habitual: <i>used to. Have gone to / have been to / have been in.</i> References: 2, 5, 10, 14, 15,20 Recommended materials: 32, 35, 38 Internet sources: 55, 60	2
	Self-study: doing grammar exercises; reading and translating texts on the topic	2
understanding and interpreting different aspects of culture and language behaviour in the world of work; ability to use grammatical resources of the language	Practical lesson 39. 1.Chart of Accounts. 2.Past Perfect. References: 10, 11, 14, 15, 18, 23 Recommended materials: 28, 38, 41, 43 Internet sources: 45, 46, 47	2
	Self-study: activating topical vocabulary; revising grammar rules; developing speaking skills	1
ability to use lexical and grammatical resources of the language; knowledge of topical vocabulary	Practical lesson 40. 1.Financial Statements. 2.Past Perfect Continuous. References: 2, 5, 10, 14, 15,20 Recommended materials: 32, 35, 38 Internet sources: 55, 60	2
	Self-study: writing study and specialism- related essays to develop an argument; explaining advantages and disadvantages of various options	2
capability to apply effectively the acquired knowledge of topical information to the appropriate situation	Practical lesson 41. 1.Profit and Loss Account. 2.Sequence of Tenses. References: 10, 11, 14, 15, 18, 23 Recommended materials: 28, 38, 41, 43 Internet sources: 45, 46, 47	2
	Self-study: preparing presentations on the topic; doing grammar exercises; reading and translating a newspaper article on the theme.	1

ability to use lexical and grammatical resources of the language; knowledge of topical vocabulary	Practical lesson 42. 1.Balance Sheet. 2.Previous and subsequent events. References: 10, 11, 14, 15, 18, 23 Recommended materials: 28, 38, 41, 43 Internet sources: 45, 46, 47	2
	Self-study: activating topical vocabulary; revising grammar rules; developing speaking skills	2
gain in depth the knowledge of the topical vocabulary; practising and memorizing vocabulary	Practical lesson 43. 1.Cash Flow Statement. 2.Final Grammar Test. References: 2, 5, 10, 14, 15,20 Recommended materials: 32, 35, 38 Internet sources: 55, 60	2
	Self-study: writing study and specialism- related essays to develop an argument; explaining advantages and disadvantages of various options	2
Індивідуальне завдання	Творчий проєкт / участь у наукових заходах	14
<b>Разом за 2 семестр</b>		<b>180/6</b>
<b>II курс III семестр</b>		
<b>Unit 1. Logistics Jobs. Supply Chain and Logistics Management. Future Forms.</b>		
knowledge of the key notions of thematic information; capacity to use appropriate grammatical and lexical forms in oral speech	Practical lesson 1. 1.Employment Opportunities. 2. Future Simple/ Be Going to. 3.Future Simple/ Present Continuous. 4.Future Continuous. References: 9, 10, 13, 21, 24, 25 Recommended materials: 26, 28 Internet sources: 53, 56	2
	Self-study: studying thematic information; developing grammatical skills; analyzing grammar rules	3
gain in depth the knowledge of the topical vocabulary; practising and memorizing grammatical rules	Practical lesson 2. 1.Careers in Logistics. 2.Consulting firms. References: 2, 9, 13, 14, 25 Recommended materials: 28, 29 Internet sources: 51, 52, 58	2
	Self-study: activating topical vocabulary; revising grammar rules; developing speaking skills	3

awareness and control of the organisation of the meaning of grammatical elements; understanding of logical relations (entailment, presupposition, implicature, etc.)	Practical lesson 3. 1.Future Perfect Continuous. References: 1, 2, 13, 25 Recommended materials: 26, 29, 32 Internet sources: 44, 51, 58, 59	2
	Self-study: doing grammar exercises; reading and translating a newspaper article on the topic	3
capability to apply effectively the acquired knowledge of topical information to the appropriate situation; ability to use appropriate grammatical and lexical forms in oral speech	Practical lesson 4. 1.Measurements. 2.Future-in-the Past tense forms. References: 9, 13, 16, 25 Recommended materials: 37, 39, 42 Internet sources: 46, 48, 54	2
	Self-study: doing grammar exercises; developing the ability to collect information on the topic from specialised professional sources; raising awareness of the specific features of various genres	3
knowledge of topical vocabulary; ability to use grammatical resources of the language	Practical lesson 5. 1.Manufacturing Employee Manual. 2.Other ways of expressing future: constructions: be about+ infinitive, be on the point + -ing form, be due to + infinitive, be sure to/ be certain to/ be bound to + infinitive References: 9, 13, 16, 17, 22 Recommended materials: 28, 29 Internet sources: 50, 51, 58	2
	Self-study: enriching thematic vocabulary; developing grammatical skills; analyzing grammar rules	4
ability to reproduce and produce effectively topical vocabulary in oral and writing speech; practising and memorizing grammatical rules	Practical lesson 6. 1. Customer Service. References: 13, 16, 17, 22 Recommended materials: 26, 29, 30 Internet sources: 45, 46, 48	2
	Self-study: activating topical vocabulary; developing speaking skills	3
raising awareness and control of the organization of the meaning of grammatical elements	Practical lesson 7. 1. Other ways of expressing future: constructions: to be (un)likely to + infinitive, to be sure to + infinitive. References: 9, 13, 16, 25 Recommended materials: 9, 13, 28 Internet sources: 51, 53, 59	2

	Self-study: doing grammar exercises; developing the ability to collect information on the topic from specialised professional sources	3
<b>Unit 2. Supply Chain. Supplier Planning. Modals.</b>		
ability to understand and apply the key notions of the given information; ability to use grammatical resources of the language	Practical lesson 8. 1.Supplier Planning. References: 9, 13, 16, 17, 22 Recommended materials: 27, 28, 32 Internet sources: 55, 56, 59	2
	Self-study: enriching thematic vocabulary; developing grammatical skills; analyzing grammar rules	4
ability to use topical vocabulary in oral and writing speech; awareness and control of organisation and meaning of grammatical elements; understanding of logical relations	Practical lesson 9. 1.Basic Management Functions. 2.Ability (can - could - be able to). References: 9, 10, 13, 15, 17, 25 Recommended materials: 22, 26, 29 Internet sources: 49, 50 56	2
	Self-study: activating topical vocabulary; revising grammar rules; developing speaking skills	4
ability to identify, evaluate and synthesise topical information; ability to use grammatical resources of the language	Practical lesson 10. 1.Types of Inventory. 2.Necessity (must - have to - should/ ought – need). References: 3, 4, 9, 13, 25 Recommended materials: 29, 30, 35 Internet sources: 52, 58	2
	Self-study: activating topical vocabulary; revising grammar rules; developing speaking skills	4
capability to apply effectively the acquired knowledge of topical information to the appropriate situation	Practical lesson 11. 1.Logistics Management. 2.Absence of necessity (needn't/ don't have to / don't need to – didn't need to – needn't have done). References: 1, 3, 10, 13, 22, 25 Recommended materials: 28, 38, 39 Internet sources: 50, 51, 56	2
	Self-study: doing grammar exercises; developing the ability to collect information on the topic from specialized professional sources	4

practising and memorizing grammatical rules; correct use of topical vocabulary; use grammatical resources of the language	Practical lesson 12. 1. Third-Party Logistics. References: 9, 11, 13, 20, 23, 25 Recommended materials: 28, 29 33 Internet sources: 55, 58, 60	2
	Self-study: activating topical vocabulary; revising grammar rules; developing speaking skills	4
raising awareness and control of the organization of the meaning of grammatical elements	Practical lesson 13. 1.Safety issues. 2.Prohibition (mustn't – can't). 3.Logical assumption (must – can't/ couldn't). References: 1, 4, 5, 7, 9, 10, 13 Recommended materials: 30, 33, 34 Internet sources: 44, 52, 55	2
	Self-study: doing grammar exercises; developing the ability to analyse information on the topic from specialized professional sources	4
knowledge of topical vocabulary; ability to use grammatical resources of the language	Practical lesson 14. 1. Probability (should/ ought). 2.Possibility (can - could/ may - might). References: 9, 10, 13, 14, 16, 17, 25 Recommended materials: 26, 30, 40 Internet sources: 46, 50, 56	2
	Self-study: analyzing grammar rules; revising topical vocabulary; summarizing factual information on the topics	4
correct use of topical vocabulary; practising and memorizing grammatical rules	Practical lesson 15. 1.Criticism (should/ ought to). 2.Promise (will). 3.Expressions similar to modal verbs. References: 9, 10, 13, 16, 17, 20, 25 Recommended materials: 26, 27, 28, 30 Internet sources: 45, 48, 60	2
	Self-study: analyzing grammar rules and doing grammar tasks; developing the ability to collect information on the topic from specialized Internet sources	2

**Unit 3. Inventory Costs. The Passive Voice.**

ability to identify, evaluate and synthesise topical information; ability to use grammatical resources of the language	Practical lesson 16. 1. Third-party logistics. References: 10, 13, 17, 19, 25 Recommended materials: 29, 30 33 Internet sources: 44, 50, 59	2
	Self-study: enriching thematic vocabulary; developing grammatical skills; analyzing grammar rules	3
ability to use grammatical resources of the language; knowledge of topical vocabulary	Practical lesson 17. 1. Transformation from Active to Passive. References: 13, 15, 17, 19, 25 Recommended materials: 30, 33, 37 Internet sources: 44, 58, 59, 60	2
	Self-study: activating topical vocabulary; revising grammar rules; developing speaking skills	3
capability to apply effectively the acquired knowledge of topical information to the appropriate situation	Practical lesson 18. 1. Personal/ impersonal constructions. References: 10, 13, 15, 20, 22, 25 Recommended materials: 28, 29, 33 Internet sources: 49, 50, 57	2
	Self-study: analyzing grammar rules and doing grammar tasks; developing the ability to collect information on the topic from specialized Internet sources	3
correct use of topical vocabulary; practising and memorizing grammatical rules	Practical lesson 19. 1. Inbound Logistics. References: 3, 5, 10, 13, 25 Recommended materials: 27, 28, 29 Internet sources: 44, 46, 60	2
	Self-study: learning topical vocabulary; revising grammar rules and doing grammar tasks; developing writing skills	3
ability to identify, evaluate and synthesise topical information; ability to use grammatical resources of the language	Practical lesson 20. 1. Types of Inventory Costs. References: 9, 10, 13, 15, 22, 25 Recommended materials: 28, 29, 31 Internet sources: 45, 47, 60	2
	Self-study: activating topical vocabulary; revising grammar rules; developing speaking skills	3

raising awareness and control of the organization of the meaning of grammatical elements	Practical lesson 21. 1.Special passive constructions. 2.Have something done. 3.Get something done. To be done/ being done. References: 9, 10, 13, 14, 19, 25 Recommended materials: 26, 30, 38 Internet sources: 55, 56	2
	Self-study: enriching thematic vocabulary; developing grammatical skills; analyzing grammar rules	3
correct use of topical vocabulary; practising and memorizing grammatical rules	Practical lesson 22. 1. Phrasal and prepositional verbs, prepositional phrases. References: 3, 5, 7, 9, 13, 14 Recommended materials: 26, 29, 33 Internet sources: 44, 45, 49 50	2
	Self-study: analyzing grammar rules and doing grammar tasks; developing reading and writing skills	2
<b>Outbound Logistics. Understanding basics. Sequence of Tenses.</b>		
ability to use grammatical resources of the language; knowledge of topical vocabulary	Practical lesson 23. 1.Security. 2.Working with high-risk employees. 3.Direct speech and reported speech. References: 2, 4, 7, 9, 10, 13, 15, 25 Recommended materials: 26, 29, 30 Internet sources: 44, 46, 48	2
	Self-study: analyzing grammar rules and doing grammar tasks; developing the ability to collect information on the topic from specialized Internet sources	4
ability to communicate effectively using topical vocabulary; raising awareness and control of the organization of the meaning of grammatical elements	Practical lesson 24. 1.Warehouse management. 2.Reported speech: person, place and time. References: 2, 4, 7, 9, 13, 14, 25 Recommended materials: 27, 29, 30 Internet sources: 47, 55, 60	2
	Self-study: enriching thematic vocabulary; developing grammatical skills; analyzing grammar rules; writing a report on the topic	5
correct use of topical vocabulary; practising and	Practical lesson 25. 1.The Benefits of Optimizing Outbound Logistics.	2

memorizing grammatical rules	2.Reported statements. 3.Reported questions. References: 2, 4, 7, 10, 13, 15, 25 Recommended materials: 30, 31, 32 Internet sources: 45, 46, 58, 60	
	Self-study: analyzing grammar rules and doing grammar tasks; developing reading and writing skills	5
capability to apply effectively the acquired knowledge of topical information to the appropriate situation	Practical lesson 26. 1.From “Buy Now” Through Final Delivery. 2.Reported speech: the tense change. References: 1, 6, 7, 10, 13, 25 Recommended materials: 27, 28, 30 Internet sources: 50, 51, 54,	2
	Self-study: writing study and specialism- related essays to develop an argument; explaining advantages and disadvantages of various options	5
knowledge of thematic information; ability to retrieve and use grammatical elements in oral speech	Practical lesson 27. 1.Reported requests, orders, and advice References: 10,13, 16, 17, 20, 25 Recommended materials: 27, 28, 29 Internet sources: 44, 50	2
	Self-study: activating topical vocabulary; revising grammar rules; developing speaking skills	5
correct use of topical vocabulary; practising and memorizing grammatical rules	Practical lesson 28. 1.Introductory Verbs. References: 1, 6, 7, 10, 13, 25 Recommended materials: 29, 30 32 Internet sources: 50, 56, 58	2
	Self-study: enriching topical vocabulary; analyzing grammar rules; doing grammar tasks; developing reading skills	4
Індивідуальне завдання	Творчий проєкт / участь у наукових заходах	14
<b>Разом за III семестр</b>		<b>180/6</b>

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