**ИКОНОМИЧЕСКИ УНИВЕРСИТЕТ - В А Р Н А**

**Ф А К У Л Т Е Т ИНФОРМАТИКА**

**КАТЕДРА ЕЗИКОВО ОБУЧЕНИЕ И КОМУНИКАЦИИ**

 **У Ч Е Б Н А П Р О Г Р А М А**

**ПО ДИСЦИПЛИНАТА: “ Английски език за докторанти - ниво B2+ ”;**

**ХОРАРИУМ: общо: 60 ч. упражнения**

**РАЗПРЕДЕЛЕНИЕ НА ХОРАРИУМА СЪГЛАСНО УЧЕБНИЯ ПЛАН**

|  *ВИД УЧЕБНИ ЗАНЯТИЯ* | ***ХОРАРИУМ, ч.*** | ***СЕДМИЧНА НАТОВАРЕНОСТ, ч..*** |
| --- | --- | --- |
| ЛЕКЦИИУПРАЖНЕНИЯКОНТРОЛНИ ЗАДАЧИ:Тестове, казуси, контролни, курсова работа, изпит | 604 |  |

1. **А Н О Т А Ц И Я**

*The module has been developed to answer the needs of doctoral students to develop their business English knowledge to a higher level. The course is very flexible, it is focused on delivering a balance of language training and academic and business skills improvement. It broadens the students’ academic vocabulary and develops their linguistic skills making them able to communicate more confidently and effectively in their work or study environment. The content is based on authentic articles, interviews, short video films from leading media companies. Emphasis is on language and skills needed to present scientific information in spoken and written English in a variety of professional situations.*

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**II. ТЕМАТИЧНО СЪДЪРЖАНИЕ**

**1 st semester**

|  |  |  |
| --- | --- | --- |
| **No. по ред** | **НАИМЕНОВАНИЕ НА ТЕМИТЕ И ПОДТЕМИТЕ** | **БРОЙ ЧАСОВЕ** |
|  |  | **Л** | **СЗ** | **ЛУ** |
| **Unit 1 Market research** |  | **7** |  |
| 1.1 | Market research methods |  |  |  |
| 1.2 | Working with a focus group |  |  |  |
| 1.3 | Carrying out a needs analysis |  |  |  |
| 1.4 | Dealing with questions |  |  |  |
| 1.5 | Writing: Reports- summary findings |  |  |  |
| 1.6 | Business workshop 1 |  |  |  |
| 1.7 | Academic skills: outlining issues and putting forward an opinion |  |  |  |
| **Unit 2 Give and take** |  | **7** |  |
| 2.1 | Manager or mentor |  |  |  |
| 2.2 | Kindness or success |  |  |  |
| 2.3 | Communication skills. Changing an agreement |  |  |  |
| 2.4 | Business skills: Collaboration |  |  |  |
| 2.5 | Writing: Emails –stating requirements |  |  |  |
| 2.6 | Business workshop 2 |  |  |  |
| 2.7 | Academic skills: drafting and building arguments |  |  |  |
|  | **Unit 3 Money matters** |  | **7** |  |
| 3.1 | Mobile banking |  |  |  |
| 3.2 | Managing money |  |  |  |
|  3.3 | Communication skills. Presentation styles |  |  |  |
|  3.4 | Business skills: defending your ideas |  |  |  |
| 3.5 | Writing: Letter of complaint |  |  |  |
| 3.6 | Business workshop 3 |  |  |  |
| 3.7 | Academic skills: describing trends and processes |  |  |  |
|  | **Unit 4 Challenges** |  | **7** |  |
| 4.1 | Environmental challenges |  |  |  |
| 4.2 | Cyber challenges |  |  |  |
| 4.3 | Communication skills. Saying NO firmly and politely |  |  |  |
| 4.4 | Business skills. Challenging conversations |  |  |  |
| 4.5 | Writing. Proposal- recommendations |  |  |  |
| 4.6 | Business workshop 4 |  |  |  |
| 4.7 | Academic skills: listening for gist and detail. |  |  |  |
|  | **Final Test** |  | **2** |  |
| **Total :** |  | **30** |  |

 **2nd semester**

|  |  |  |
| --- | --- | --- |
| **No. по ред** | **НАИМЕНОВАНИЕ НА ТЕМИТЕ И ПОДТЕМИТЕ** | **БРОЙ ЧАСОВЕ** |
|  |  | **Л** | **СЗ** | **ЛУ** |
| **Unit 5 Global mobility**  |  | **7** |  |
| 5.1 | Secondments abroad  |  |  |  |
| 5.2 | Relocation and retention |  |  |  |
| 5.3 | Communication skills. Giving feedback on performance. |  |  |  |
| 5.4 | Business skills. Presentations. |  |  |  |
| 5.5 | Writing: Blog describing relocation |  |  |  |
| 5.6 | Business workshop 5 |  |  |  |
| 5.7 | Academic skills: turn-taking in discussions. |  |  |  |
| **Unit 6 Alliances** |  | **7** |  |
| 6.1 | Strategic alliances. |  |  |  |
| 6.2 | Business partnership. |  |  |  |
| 6.3 | Communication skills. Diffusing conflict. |  |  |  |
| 6.4 | Business skills. Learning from mistakes |  |  |  |
| 6.5 | Writing: Report extract. |  |  |  |
| 6.6 | Business workshop 6 |  |  |  |
| 6.7 | Academic skills: Linking ideas |  |  |  |
|  | **Unit 7 Risk** |  | **7** |  |
| 7.1 | A resilient building |  |  |  |
| 7.2 | Risk in investment |  |  |  |
|  7.3 | Communication skills. Dealing with risk |  |  |  |
|  7.4 | Business skills. Analysing risk. |  |  |  |
| 7.5 | Writing: Accident report. |  |  |  |
| 7.6 | Business workshop 7 |  |  |  |
| 7.7 | Academic skills: paragraph building |  |  |  |
|  | **Unit 8 Decisions** |  | **7** |  |
| 8.1 | The Idle Man |  |  |  |
| 8.2 | Better decision making. |  |  |  |
| 8.3 | Communication skills. Influencing a decision. |  |  |  |
| 8.4 | Business skills. Maintaining relationships. |  |  |  |
| 8.5 | Writing. Describing a decision. |  |  |  |
| 8.6 | Business workshop 8 |  |  |  |
| 8.7 | Academic skills: summary and conclusions, avoiding repetition. |  |  |  |
|  | **Final Test** |  | **2** |  |
| **Total :** |  | **30** |  |

**IV. ФОРМИ НА КОНТРОЛ:**

|  |  |  |  |
| --- | --- | --- | --- |
| **No.****по ред** | **ВИД И ФОРМА НА КОНТРОЛА** | **Брой в сем.** | **ИАЗ ч.** |
|  |
| **1.** | **Текущ контрол** |  |  |
| 1.1. | Mid- term Tests  | **2** | **20** |
| 1.2. | Final Tests | **2** | **20** |
| 1.3. | Home assignments | **2** | **20** |
| **ОБЩО:** | **6** | **60** |
| **2.** | **Последващ контрол** |  |  |
|  |  |  |  |
| **ОБЩО:** | **6** | **60** |

**V. ЗАДЪЛЖИТЕЛНА ЛИТЕРАТУРА:**

1. **“Business partner B2+” – Dubicka, I; Rosenberg, M; Dignen, B., Hogan. M;Wright.L- Pearson , 2018**
2. **“Cambridge Academic English” – Hewings, M, CUP. 2012**

**VI. ПРЕПОРЪЧИТЕЛНА ЛИТЕРАТУРА:**

1. **“Business Vocabulary in Use – Advanced “Mascull, B. – CUP, 2010**
2. **“Check your vocabulary for Academic English “– Porter, D.; A&C Black London, 2007**
3. **“Academic Vocabulary in Use”- McCarthy, M.; O’Dell, F.; CUP, 2008**
4. **“Cambridge English for Scientists “ – Armer. T; CUP, 2011**