



Ministero dell'Istruzione, dell'Università e della Ricerca

ISTITUTO D'ISTRUZIONE SUPERIORE "A. BUSINCO"

LICEO SCIENTIFICO – LICEO LINGUISTICO – ISTITUTO TECNICO COMMERCIALE

ISTITUTO PROFESSIONALE INDUSTRIA E ARTIGIANATO

Via Businco, 31 – 08044 J E R Z U

INGLESE

CLASSE IV A

LIBRO DI TESTO: G. Zani, A. Ferranti, A. Phillips, *YOUR BUSINESS PARTNER*, Mondadori Education, 2019

PROGRAMMA SVOLTO LINGUA INGLESE A. S. 2022/2023

	FUNCTION, SKILL, COMPETENCIES AND CULTURE	GRAMMAR
BUSINESS THEORY		
UNIT 1 The Framework of business	<ul style="list-style-type: none">• The production process• The factors of production• Commerce and trade• Trade• Distribution channels• Wholesalers and retailers• The impact of digital technologies on business• The five component of digital transformation• E-business categories and e-commerce• Airbnb: the story behind the \$1.3BN room-letting website	
UNIT 2 Home and International trade	<ul style="list-style-type: none">• The contract of sale• Import / Export• Visible and invisible trade• The balance of trade and the balance of payments• Trade restrictions• Customs procedures – Within the EU – Trade with• non-member countries – The SAD – Trading blocs• Incoterms• Newcastle seed business flourishes thanks to exporting	
UNIT 3 Business Organization	<ul style="list-style-type: none">• Private and public enterprises• Sole traders• Partnerships• Limited companies – Types of limited companies –• Organisation of a limited company	Conditionals



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	<ul style="list-style-type: none">• Cooperatives• Multinationals• How businesses grow – Types of business integration• Franchising• Startups – What kind of legal status for a startup?• Public enterprises in the UK – Government departments –• Local authority enterprises – Public corporations• Clarks: a family-owned private limited company	
BUSINESS COMMUNICATION		
UNIT 5 Orders	<ul style="list-style-type: none">• Placing orders• Order forms• Online orders• Placing an order with an e-mail• Acknowledging orders• Sending an invoice• Modifying/ cancelling an order	
UNIT 7 Sending goods and covering risks	<ul style="list-style-type: none">• Consignment note• The bill of lading• Air waybill	

ELIZABET II LIFE AND REIGN.

PROGRAMMA SVOLTO EDUCAZIONE CIVICA A. S. 2022/2023

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DOCENTE

STUDENTI