

SYLLABI

Basic data of the subject			
Academic unit:	Faculty of Management		
Program:	Business Management and Entrepreneurship		
Course title:	English III		
Level:	Bachelor		
Subject status:	Obligatory		
Year of studies:	II		
Semester:	IV		
Number of hours per week:	2		
Credit value – ECTS:	3		
Time / location:	UASF		
Subject professor:			
Contact details:			
Course Description	English III is an advanced course aimed at mastering high-level communication skills required for leadership roles in business and entrepreneurship. Using Business Result: Advanced as the core textbook, the course focuses on strategic decision-making, critical thinking, and leading discussions in business contexts. Topics include crisis management, innovation, and fostering professional networks. Students will develop the ability to articulate complex ideas fluently and confidently in both written and spoken English, preparing them for global business leadership.		
Purpose of the course	The main objective of this course is to refine and master advanced business English skills, preparing students for leadership and strategic roles in professional environments. Emphasis is placed on developing the ability to articulate sophisticated ideas, lead discussions, and manage high-stakes interactions. The course focuses on enhancing critical thinking, problem-solving, and communication strategies, enabling students to confidently navigate global business challenges and excel in entrepreneurial contexts.		
Expected learning outcomes	By the end of this course, students will have developed the ability to: <ol style="list-style-type: none"> produce high-quality business documents, including strategic plans, executive summaries, and persuasive proposals. (ECTS-0.5), lead discussions and present complex ideas fluently and confidently in high-stakes business and entrepreneurial settings. (ECTS-0.5), critically evaluate advanced audio materials, such as panel discussions and conference presentations, for nuances and insights. (ECTS-1), analyze and synthesize information from advanced business texts, including market research reports and academic articles. (ECTS-1), 		
Contribution to the student workload (which should correspond to the student's learning outcomes)			
Activity	Hours	Days/week	Total

Lectures	2	15	30
Theoretical exercises/assignments	0	0	0
Practical work	0	0	0
Contacts with teachers – consultations	1	10	10
Preparation for project assignments	0	0	0
Course project (planning + implementation)	1	1	1
Homework	1	8	8
Student's own study time (in the library or at home)			20
Final exam preparation	2	1	2
Time spent on assessment (tests, final exam)	2	2	4
Projects, presentations, etc.	0	0	0
Total			75

Teaching methodology and learning methodology	A student-centred approach is adopted, focusing on problem-solving and leadership tasks through case studies, group work, and interactive simulations. Students engage with authentic business scenarios to build real-world communication and strategic thinking skills.																												
Assessment methods and passing criteria	<p>The assessment method – is based on three activities – on which the final grade will be built:</p> <ul style="list-style-type: none"> • Active participation:.....10% • Midterm test:.....30% • Final test/exam:.....60% <p>Pasing criteria:</p> <ol style="list-style-type: none"> 1. Active participation (10%): This component includes active participation in lectures and practical exercises, contribution to discussions, as well as the completion of short tasks during lectures. 2. Midterm test (30%): The test is held in the middle of the semester and evaluates the knowledge acquired up to that point. It includes multiple-choice questions, short-answer questions, and others that test students' acquired knowledge. 3. Final test/exam (60%): This test, held at the end of the semester, covers the course material developed after the midterm test. The questions of the final exam are similar in format to those of the midterm test. <p>Grades at UASF:</p> <table border="1"> <thead> <tr> <th>Grade</th> <th>ECTS/Grade</th> <th>Percent (%)</th> <th>The definition</th> </tr> </thead> <tbody> <tr> <td>10</td> <td>A</td> <td>90 - 100</td> <td>Excellent</td> </tr> <tr> <td>9</td> <td>B</td> <td>80 - 89</td> <td>Excellent</td> </tr> <tr> <td>8</td> <td>C</td> <td>70 - 79</td> <td>Very good</td> </tr> <tr> <td>7</td> <td>D</td> <td>60 - 69</td> <td>Good</td> </tr> <tr> <td>6</td> <td>E</td> <td>50 - 59</td> <td>Sufficient</td> </tr> <tr> <td>5</td> <td>FX/F</td> <td>0 - 49</td> <td>Insufficient</td> </tr> </tbody> </table>	Grade	ECTS/Grade	Percent (%)	The definition	10	A	90 - 100	Excellent	9	B	80 - 89	Excellent	8	C	70 - 79	Very good	7	D	60 - 69	Good	6	E	50 - 59	Sufficient	5	FX/F	0 - 49	Insufficient
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Concretization tools – IT	Use of SMART-board, laptop, PowerPoint, Use of "on-line" platforms and tools to support communication and team collaboration, etc.																												

The ratio between the theoretical and practical part of the study	<p>Theory: 60%; Practice: 40%</p> <p>This ratio defines the learning workload for the course English Language I, which is worth 3 ECTS credits and corresponds to a total of 77 hours of student work during the semester.</p> <p>Of this workload, 30 hours are delivered through classroom lectures, focusing on developing language skills and business terminology. The remaining 45 hours are distributed across other activities: consultations with the instructor (10 hours), homework assignments (8 hours), self-study (20 hours), and preparation and assessment for the final exam (7 hours).</p> <p>The workload is divided into 60% theory and 40% practice:</p> <ul style="list-style-type: none"> • 45 hours / 2 ECTS are allocated to the theoretical component, which includes lectures and independent study aimed at building core concepts and structures of the English language. • 30 hours / 1 ECTS are allocated to the practical component, including consultations, assignments, discussions, and assessments, enabling students to apply their knowledge in real academic and professional communication contexts..
Literature	
Basic literature:	1. Business Result Advanced by Kate Baade, Christopher Holloway, John Hughes, Jim Scrivener & Rebecca Turner. 2018.
Additional literature:	
Designed lesson plan:	
Week	The lecture that will be held
First week	Introduction to the course, discussion of the syllabus and the necessary materials
Second week	Unit 1: Connections Describing cross-cultural experiences; Reporting back on research; Tenses review; Introducing yourself to a group; Talking point: Working in multinational teams
Third week	Unit 2: Careers Comparing career paths; Managing the discussion/ Sharing ideas; Expressing attitudes to the past; Getting your point across; Talking point: Working in multinational teams
Fourth week	Unit 3: Change Discussing working practices; Giving a formal presentation; Speculating about future changes; Showing understanding; Viewpoint 1: Dealing with change (video)
Fifth week	Unit 4: Risk Handling a corporate crisis; Taking part in a teleconference; Referencing using pronouns; Establishing rapport; Talking point: Planning for the Olympics
Sixth week	Unit 5: Teamwork Exploring team relationships; Dealing with conflict; Adding emphasis; Responding to feedback; Talking point: Problem-solving in a team
Seventh week	Unit 6: Progress Discussing factors for success; Brainstorming ideas; Using adverbs to qualify attitudes; Using vague language; Viewpoint 2: Ethical consumption (video)

Eighth week	Mid-term test
Ninth week	Unit 7: Learning Talking about training and learning; Communication strategies; The future in the past; Expressing dissatisfaction; Talking point: Learning by sharing
Tenth week	Unit 8: Performance Employer-employee expectations; Giving an impromptu presentation; Using questions; Dealing with difficult questions; Talking point: Rethinking annual performance reviews
Eleventh week	Unit 9: Resources Corporate Social Responsibility; Discussing options; Using conditionals; Dealing with misunderstandings; Viewpoint 3: Business education
Twelfth week	Unit 10: Leadership Talking about leadership styles; Giving a briefing; Using the passive; Expressing personal views; Talking point: Leading your leaders
Thirteenth week	Unit 11: Values Talking about values; Reaching agreement; Participle clauses and inversion for emphasis and formality; Raising a difficult point; Talking point: Blowing the whistle
Fourteenth week	Unit 13: Persuasion Persuasion and influence; Selling an idea; Discourse markers; Giving and responding to compliments; Viewpoint 4: Leading the future
Fifteenth week	Review of the covered material, preparation for the final exam
Academic policies and rules of conduct	
<p>The student is obliged to attend lectures regularly and to have correct behavior towards colleagues and University staff, maintaining calm and active engagement in lectures and exercises is mandatory. During lectures and exercises, eating, whispering that hinders work in the classroom and the use of mobile phones are PROHIBITED. At the same time, mobile phones must be turned off or put on silent and not used during lectures or exercises. Lack of academic integrity (including plagiarism, copying another person's work, use of unauthorized aids in exams, cheating, etc.) will not be tolerated. If there are doubts about the authenticity of the work submitted, the professor has the right to ask the student to verify his/her work. This can be done through: repeating the work, written or oral testing, surprise quiz or any other action deemed necessary by the lecturer.</p>	