

Ministero dell'Istruzione e del Merito
ISTITUTO PROFESSIONALE di STATO per i SERVIZI COMMERCIALI – TURISTICI - SOCIALI



L. EINAUDI

Presidenza-Uffici amministrativi Varese, Via Bertolone n.7
Tel. 0332-239209 - Fax 0332 – 830340

Programma disciplinare per esami integrativi/idoneità'

MATERIA:	INGLESE- Commerciale
INDIRIZZO:	Servizi commerciali per il turismo accessibile e sostenibile Servizi per la sanità e l'assistenza sociale Arti ausiliarie delle professioni sanitarie: ottico, Servizi culturali e dello spettacolo

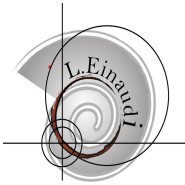
PROGRAMMA PRIMA:

Funzioni comunicative di base e relative strutture linguistiche riguardanti la sfera personale e l'ambiente scolastico al fine di permettere all'allievo di comunicare in semplici situazioni di vita quotidiana rapportandosi alla realtà circostante nel presente, nel passato e nel futuro.

FOUNDATION A-F

To Be present simple, possessive adjectives, question words- present simple: verb to be, indefinite article: a,an; possessive adjectives, plural nouns, this/that, these/those- present simple verb have got, possessive's; a/an/the; possessive pronouns and whose- there is , there are; some, any , prepositions of place; adjectives- preposition of time: in,on,at- imperatives- CAN for ability and possibility, good/brilliant/hopeless at+ noun or ing form- verb can: permission and requests.

- Greetings, Countries and nationalities, ordinal numbers, dates; jobs, family; personal possessions, colours; rooms and furniture, houses; days of the week, seasons, adjectives, the weather, abilities, the time-



-Meeting people, talking about dates, exchanging personal information, introducing yourself; talking about jobs, talking about your family, identifying objects and people, presenting your family, talking about personal possessions, describing objects, asking who objects belong to, talking about your favourite thing, talking about houses and furniture, saying where things are, describing your bedroom, talking about your home; understanding and giving instructions and advice, saying how you feel, talking about the weather, describe the place you know, talking about ability and possibility, asking and giving permission, telling the time, talking about school rules. – Present Simple, positive and negative, questions and short answers, object pronouns, like, love, don't mind, hate + ing, adverbs and expressions of frequency.

UNIT 1. MY WEEK

Present Simple – positive, negative, questions and short answers, adverbs and expressions of frequency, object pronouns, like, love, don't mind, hate + ing;
Everyday activities, free time activities, school subjects, jobs at home,

UNIT 2. YOU ARE WHAT YOU EAT

countable and uncountable nouns; how much? How many? some, any, no, Much, many, a lot of, a little, a few, too much, too many, too little, (not)enough; would like.
- food and drinks, cooking, portions and containers-

Unit 3 : LOOKING GOOD

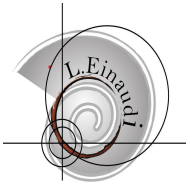
Look, look like, be like, Present Continuous, Present Continuous vs Present Simple, Present Continuous with future meaning.

Unit 4: WORLD FAMOUS

Past Simple of to be, Past Simple of regular verbs, positive, negative, questions and short answers. Past Simple of irregular verbs, prepositions of place, prepositions of movements, defining relative clauses- Subject/Object questions.

Vocabulary: Everyday activities, school subject, jobs around the house, food and drinks, cooking, prices, appearance, personality, art and entertainment, past time expressions.

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PROGRAMMA SECONDA:

◆ Unit 5: GET UP AND GO

past simple- irregular verbs; prepositions of place; prepositions of movement; subject/object questions; how far..?/ how long...?;; giving directions;

◆ Unit 6: THE BIG SCREEN

Comparatives and superlatives of adjectives; too, not enough; shall we? Why don't we? Let's...; what about? How about?

Making arrangements, instructions, offers and requests.)

◆ Unit 7: THE NATURAL WORLD

Must, mustn't, have to, don't have to, should, shouldn't;

landscapes, the weather, animals. -;Buying clothes. Shopping for clothes-

◆ Unit 8: TOMORROW'S TRENDS

Will, won't, going to, zero and first conditional. One, ones.-

◆ Unit 9: LIFE'S UPS AND DOWNS

Present Perfect, Past Participle, Present Perfect vs Past Simple, - Defining relative clauses –subject and object. Reply questions.

◆ Unit 10: FRIENDS AND FAMILY

Present perfect with *for* and *since*, Present Perfect with *just*, *already*, *yet*, *still*.

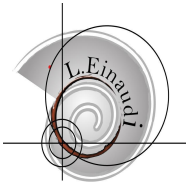
Verb get, make + object+ verb/adj.

◆ Unit 11: FREE TIME

used to, play, do, go- past continuous, past continuous vs past simple, adverbs of sequence.

◆ Unit 12: LOVE IT, SAVE IT

First conditional: will, may, might- unless, when, as soon as, until, as long as- purpose, cause, result;



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Vocabulary: Transport, places in town; film genres, film reviews, the natural world, the weather, clothes and accessories, shopping, adjectives with opposite meanings, adjectives for positive and negative emotions. Lucky and unlucky experiences, life experiences , adjectives with similar and opposite meanings. , Adjectives with positive and negative emotions. Hobbies and free time- sports and outdoor activities; environmental issues, weather and climate- extreme weather and natural disasters.

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PROGRAMMA TERZA:

THEORYUNIT 1: Production, sectors of production, the supply chain

UNIT 2: Commerce and trade, e-commerce

UNIT 3: Business structures, sole traders, Partnerships, Limited Companies, Cooperatives, Franchising, Multinationals

BUSINESS COMMUNICATION

Methods of communication, part A Visual communication, oral communication, written communication, business letters, faxes, e-mails.

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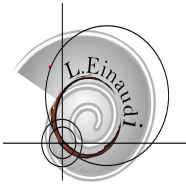
PROGRAMMA QUARTA:

BUSINESS THEORYUNIT 4: Work in the new millenium.

BUSINESS COMMUNICATIONUNIT 1: International trade documents.

UNIT 2: Enquiries and replies.

UNIT 3: Orders.



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PROGRAMMA QUINTA:

BANKING AND FINANCE:

Banking Services to Businesses,
Accessible Banking,
Methods of Payment.
The Stock Exchange.

MARKETING AND ADVERTISING

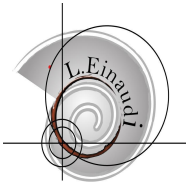
marketing,
market research,
the marketing mix,
advertising,
the power of advertising.

GREEN ECONOMY

Fair Trade,
Microfinance,
Ethical Banking.

GLOBALISATION - CULTURAL PROFILES

- What is globalization?
Advantages and disadvantages,
economic globalization.
The UK Government,
the US Government,
Political Parties,
The Organization of the EU,
Brexit.



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