**Undergraduate Course (Economics), 1st year**

**2 semester 2025 Автор программы:** Подчасов А.С.

**Ведущие преподаватели:** Артеменко Т.В., Мишуненкова О.В., Сазонов Ю.И., Кондратьева М.В., Подчасов А.С., Алферова Т.Л., Шаталова Н.А., Карапетян Т.А., Акользина К.А., Калугина Ю.Е., Супрун Т.Н., Туринова Л.А., Маринчук Н.С., Кравченко Е.Вл.

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| **Dates/**  **Duration** | **Topics** | **Resources** | **Activities / skills** |
| **Week 1**  February, 12-16  4 hours | **Unit 3**  **Модуль Цели образования. Будущее молодежи**  Text: «If at first you don’t succeed, quit».  A1-A3Comprehension Check  Дополнительный материал (подготовка к экзамену)  B2+ The Future of job search  **Модуль Финансы и цифровой бизнес**  **B1 Project Management**  **B2 Finance. Recessions and depressions**  **B2+**  **Mobile banking. Managing money.**  **Дополнительный материал (подготовка к экзамену)**  **Economic bubbles**  ChatGPT and AI tools can replace jobs in many industries  watching English movies | **Introducing Intellective Discourse (IID) (под ред. Л.В. Кулик) Unit 3** Aims of Education  Article: <https://hbr.org/2019/01/does-higher-education-still-prepare-people-for-jobs>  Supplementary material:  <https://disk.yandex.ru/i/3-Y_qIuTh75VpA>  video:  <https://disk.yandex.ru/i/yn7rezHBLyVhTg>  **BUSINESS PARTNER**  **Unit 3.1**  Videos:  <https://www.youtube.com/watch?v=M3UUTRBRAoY>  <https://www.youtube.com/watch?v=u23i3v9p-KM>  Video:  <https://www.youtube.com/watch?v=I5ZR0jMlxX0>  <https://disk.yandex.ru/i/sjztUaTFVNcr9g>  Article:  <https://www.weforum.org/agenda/2023/01/chatgpt-start-generate-ai-boom-work-technology/>  Chosen movie:  **The Intern/The Banker (2020)/Good Will Hunting (1997)** | Pronunciation (Lead-in exercise);  Reading: skimming, scanning  Core vocabulary & translation (4 points); written translation/paraphrasing and interpreting/discussing issues raised in the text  Grammar Practice: Active & Passive Participle, degrees of comparison  Speaking (group discussion, pair work)  Videos, audio, Grammar practice, Pronunciation practice  In-class work  - Vocabulary practice  - Reading  - Speaking |
| **Week 2**  February, 20-22 (с учетом праздников)  2 hours | **Unit 3**  **Модуль Цели образования. Будущее молодежи**  **B**. B1-B4; B6-B12 Vocabulary and structure  **Модуль Финансы и цифровой бизнес**  **Job-hunting. Job interview questions**  **B1**    **B2+**  **Managing money** | **Introducing Intellective Discourse (IID) (под ред. Л.В. Кулик) Unit 3**  Article: <https://en.rua.gr/2021/10/13/the-studies-of-a-nine-year-old-student-of-moscow-state-university-are-not-going-very-smoothly-and-even-more-so/>  **BUSINESS PARTNER**  **Unit 3.2**  **Article:**  [**http://www.blairenglish.com/exercises/cv\_interviews/cv\_interview\_selectionpage.html**](http://www.blairenglish.com/exercises/cv_interviews/cv_interview_selectionpage.html)  Video:[**https://www.engvid.com/job-interview-situational-questions/**](https://www.engvid.com/job-interview-situational-questions/)  **Listening, vocabulary exercises:**  **video:** <https://disk.yandex.ru/i/b1fAFX8U6IIPwg>  exercises:  <https://disk.yandex.ru/i/Vgj8lCGhxrbHmw> | Sentence Completion, matching exercises  Core vocabulary (4 points). Translation practice  Group discussions  Videos, Grammar practice, Pronunciation practice, reading, speaking  In-class work  - Vocabulary practice  - Reading  - Speaking |
| **Week 3**  February- March, 27-01  4 hours | **Unit 3**  **Модуль Цели образования. Будущее молодежи**  **C-D7** Text organization. Listening and writing.  B2 Steve Jobs  **Home reading: 50 pages**  **Модуль Финансы и цифровой бизнес**  **B1**  **Communication Skills: Listening actively**  **B2**  **Communication Skills: Managing bad news**  **B2**  **Communication Skills: Presentation styles**  watching English movies | **Introducing Intellective Discourse (IID) (под ред. Л.В. Кулик) Unit 3**  Video: <https://www.youtube.com/watch?v=UF8uR6Z6KLc>  Supplementary material:  <https://disk.yandex.ru/i/qdJgpZREfS4_5g>  **Video:** [**https://disk.yandex.ru/i/OwkBXZFAsgkHNQ**](https://disk.yandex.ru/i/OwkBXZFAsgkHNQ)  **Audio: https://disk.yandex.ru/d/ug8sLpjsN2XZ4Q**  **Chosen literature:**  <https://royallib.com/book/Wilde_Oscar/importance_of_being_earnest.html>  <http://wearcam.org/envirotech/myfairlady.htm>  <https://yts.mx/movies/my-fair-lady-1964>  <https://royallib.com/book/Backman_Fredrik/a_man_called_ove_a_novel.html?ysclid=ls5jk046ta123415570>  **BUSINESS PARTNER**  **Unit 3.3**  **Article,** Video:  <https://www.mindtools.com/CommSkll/ActiveListening.htm>  Article:  <https://au.reachout.com/articles/dealing-with-bad-world-news>  Article:  <https://opensourcedworkplace.com/news/types-of-presentation-styles-used-in-the-workplace>  Chosen movie:  **The Intern/The Banker (2020)/Good Will Hunting (1997)** | Core vocabulary & translation (4 points)  Listening, discussing and writing: drawing a mind map, preparing a 2-minute speech.  Videos, Grammar practice, Pronunciation practice  Speaking (group discussion, pair work, oral summary)  <https://www.liveworksheets.com/worksheets/en/English_as_a_Second_Language_(ESL)/Films_-_movies/The_intern_ij728243mz>  <https://www.eslprintables.com/cinema_and_television/movies/The_Intern_movie_part_1_906601/> |
| **Week 4**  March, 05-07  2 hours (с учетом праздников) | **Unit 3**  **Модуль Цели образования. Будущее молодежи**  **D**. D8-D9 Text: To know more about less or less about more; D11 – D12 Text: All hail the generalist.  **Home reading: 50 pages**  **Модуль Финансы и цифровой бизнес**  **B1**  **Business Skills: Interviews**  **B2**  **Business Skills: Telephoning to clarify**  **B2+**  **Business Skills: Defending your ideas**  watching English movies | **Introducing Intellective Discourse (IID) (под ред. Л.В. Кулик) Unit 3**  Videos:  <https://www.youtube.com/watch?v=XJsCM7xyETc>  <https://www.youtube.com/watch?v=LAKtFiSiLkE>  **Chosen literature:**  <https://royallib.com/book/Wilde_Oscar/importance_of_being_earnest.html>  <http://wearcam.org/envirotech/myfairlady.htm>  <https://yts.mx/movies/my-fair-lady-1964>  **BUSINESS PARTNER**  **Unit 3.4**  **Video:** Top Interview Tips: Common Questions, Body Language & More:<https://www.youtube.com/watch?v=HG68Ymazo18> Video:  <https://www.youtube.com/watch?v=l8fC03cRoc8> Video:How to Present a Project Proposal - Project Management Training:<https://www.youtube.com/watch?v=dJqLDEu2peg> Chosen movie:  **The Intern/The Banker (2020)/Good Will Hunting (1997)** | Core vocabulary & translation (4 points).  Watching, Listening for gist/specific information, commenting. |
| **Week 5**  March, 12-15  4 hours | **Unit 3**  **Модуль Цели образования. Будущее молодежи**  D.D13 – D16 Texts: “All hail the generalist”, “Intelligence is a classless commodity”.  **Home reading: 50 pages**  **Модуль Финансы и цифровой бизнес**  **B1 Review. Getting a job.**  **B2**  **Review. Finance and economic crises.**  **B2+**  **Review. Personal banking.**  watching English movies | **Introducing Intellective Discourse (IID) (под ред. Л.В. Кулик) Unit 3**  **Chosen literature:**  <https://royallib.com/book/Wilde_Oscar/importance_of_being_earnest.html>  <http://wearcam.org/envirotech/myfairlady.htm>  <https://yts.mx/movies/my-fair-lady-1964>  **BUSINESS PARTNER**  **Unit 3 Review**  **The Intern/The Banker (2020)/Good Will Hunting (1997)** | Core vocabulary & translation (4 points).  Arranging a round-table discussion: generalists vs specialists  Speaking (group discussion, pair work)    Grammar (Indirect questions, expressing certainty and probability), Active listening |
| **Week 6**  March, 19-22  4 hours | **Unit 3**  **Модуль Цели образования. Будущее молодежи**  **D.** D16-D19Text: «Intelligence is a classless commodity».  **Модуль Финансы и цифровой бизнес**  **B1**  **Food industry strategies**  **B2**  **Digital disruptors**  **B2+ Environmental challenges**  **Дополнительный материал (подготовка к экзамену)**  Article: “Smart but lazy”  watching English movies | **Introducing Intellective Discourse (IID) (под ред. Л.В. Кулик) Unit 3**  **BUSINESS PARTNER**  **Unit 4.1**  **Video:**  [**https://www.youtube.com/watch?v=8QwMqk2i6ys**](https://www.youtube.com/watch?v=8QwMqk2i6ys)  **Video:**  <https://www.youtube.com/watch?v=aTrWtFR_FrQ>  <https://disk.yandex.ru/i/9Hh4j2GRCRskXQ>  Chosen movie:  **The Intern/The Banker (2020)/Good Will Hunting (1997)** | Core vocabulary & translation (4 points).  Commenting, discussing.  Watching, discussing, word-building, small-group discussions  Watching, Listening for gist/specific information  Speaking (Project, pair work, small group work) |
| **Week 7**  March, 26-29  4 hours | **Unit 3**  **Модуль Цели образования. Будущее молодежи**  **D.** D20-D23 Writing  **Home reading: 50 pages**  **Модуль Финансы и цифровой бизнес**  **B1**  **Pest analysis**  **B2 Talking technology**  **B2+ Cyber Crime** | **Introducing Intellective Discourse (IID) (под ред. Л.В. Кулик) Unit 3**  **Chosen literature:**  <https://royallib.com/book/Wilde_Oscar/importance_of_being_earnest.html>  <http://wearcam.org/envirotech/myfairlady.htm>  <https://yts.mx/movies/my-fair-lady-1964>  **BUSINESS PARTNER**  **Unit 4.2**  **Video:**  [**https://www.youtube.com/watch?v=7qrahnx94nc**](https://www.youtube.com/watch?v=7qrahnx94nc)  <https://disk.yandex.ru/i/P357baBnrhcKLg> | Speaking (commenting, group discussion, pair work)  Writing a selective summary.  Watching, listening, discussing, model verbs, small-group work, writing  Grammar: Perfect aspect |
| **Week 8**  April, 02-05  4 hours | **Unit 4**  **Модуль Цели образования. Будущее молодежи**  Text: «Young people – coping with unpredictable future».  **A.** A1 Comprehension Check- B3 (Vocabulary and structure).  **Подготовка к структурно-семантическому анализу статьи**  **Модуль Финансы и цифровой бизнес**  **B1**  **Communication skills. Solving problems**  B2 Communication skills. Handling difficult communicators  **B2+ Communication skills. Saying “no” firmly and politely** | **Introducing Intellective Discourse (IID) (под ред. Л.В. Кулик) Unit 4**  Video: “The future of work”  <https://www.youtube.com/watch?v=gWmRkYsLzB4>  **BUSINESS PARTNER**  **Unit 4.3**  **Video:**  [**https://www.youtube.com/watch?v=s1lt6pwIF1o**](https://www.youtube.com/watch?v=s1lt6pwIF1o)  **Video:**  <https://www.youtube.com/watch?v=TQ48GVMfvMg>  **Video:** [**https://www.youtube.com/watch?v=FtPRrn5nwAo**](https://www.youtube.com/watch?v=FtPRrn5nwAo) | Pronunciation (Lead-in exercise);  Reading: skimming, scanning  Core vocabulary & translation (4 points); written translation/paraphrasing and interpreting/discussing issues raised in the text  Grammar Practice: Active & Passive Participle, degrees of comparison  Speaking (group discussion, pair work)  Watching, Listening for gist/specific information  **Speaking:** group discussion, pair work, oral summary)  Watching, listening, discussing, model verbs, small-group work, writing |
| **Week 9**  April, 09-12  4 hours | **Unit 4**  **Модуль Цели образования. Будущее молодежи**  **B**. B1-B4; B6-B10 Vocabulary and structure  **Подготовка к структурно-семантическому анализу статьи**  **Home reading: 50 pages**  **Модуль Финансы и цифровой бизнес**  **B1**  **Business skills: Problem-solving meetings**  **B2**  **Business skills: Negotiating strategies**  **B2+ Business skills: Challenging conversations**  **Дополнительный материал (подготовка к экзамену)** | **Introducing Intellective Discourse (IID) (под ред. Л.В. Кулик) Unit 4**  **Chosen literature:**  <https://royallib.com/book/Wilde_Oscar/importance_of_being_earnest.html>  <http://wearcam.org/envirotech/myfairlady.htm>  <https://yts.mx/movies/my-fair-lady-1964>  **BUSINESS PARTNER**  **Unit 4.4**  Mastering conversation:  <https://disk.yandex.ru/i/TUj5ksvyaYCsZw>  video: <https://disk.yandex.ru/i/s6jf8in-i6HBmw> | Sentence Completion, matching exercises; grammar practice (Gerund after certain verbs and expressions)  Core vocabulary (4 points). Translation practice  Vocabulary practice& translation  Grammar: Past Simple and Past Continuous  Grammar: Modals in the passive voice |
| **Week 10**  April, 16-19  4 hours | **Unit 4**  **Модуль Цели образования. Будущее молодежи**  **B-D**. B11-D4  **Модуль Финансы и цифровой бизнес**  **B1 Writing. Reporting reasons and results**  **B2 Writing: Short business proposal**  **B2+ Writing: Proposals - Recommendations** | **Introducing Intellective Discourse (IID) (под ред. Л.В. Кулик) Unit 3**  Video “Solving the youth crime problem” with Stephen Case:  <https://www.youtube.com/watch?v=QYWPyiZIpV8>  Video “What are the 3 main challenges youth struggle with today?”:  <https://www.youtube.com/watch?v=F3upReNKRow>  **BUSINESS PARTNER**  **Unit 4.5**  **Video: Writing a business report**  [**https://www.youtube.com/watch?v=Sq2SDdz1i8U**](https://www.youtube.com/watch?v=Sq2SDdz1i8U)  **Reading:**  [**https://blog.hubspot.com/sales/how-to-write-business-proposal**](https://blog.hubspot.com/sales/how-to-write-business-proposal) | Watching, listening for gist/specific information, commenting.  **Writing a report. Watching and discussing.**  **Writing a business proposal**  Speaking (group discussion, pair work) |
| **Week 11**  April, 23-26  4 hours | **Unit 4**  **Модуль Цели образования. Будущее молодежи**  **D.** D5-D9Watch three short interviews and discuss the career advice given in each of them.  Texts: “Your first interview”, “Relax, respond, don’t gab”.  **Подготовка к структурно-семантическому анализу статьи**  **Home reading: 50 pages**  **Модуль Финансы и цифровой бизнес**  **B1 Business strategy collocations. World building. Functional language.**  **B2**  **Digital business and technology. Word-building. Functional language.**  **B2+ Collocations: the environment.**  **Functional language. Managing challenging conversations. Proposals – Recommendations.** | **Introducing Intellective Discourse (IID) (под ред. Л.В. Кулик) Unit 4**  Videos: <https://www.youtube.com/watch?v=nx1SeQeRouo>  <https://www.youtube.com/watch?v=8aNKhVPKHBc>  <https://www.youtube.com/watch?v=5jNUqw2hgR0>  **Chosen literature:**  <https://royallib.com/book/Wilde_Oscar/importance_of_being_earnest.html>  <http://wearcam.org/envirotech/myfairlady.htm>  <https://yts.mx/movies/my-fair-lady-1964>  **BUSINESS PARTNER**  **Unit 4 Review** | Watching, listening for gist/specific information, commenting.  Vocabulary practice & translation (4 points)  **Grammar: Model verbs; Vocabulary practice, Writing, Speaking**    **Grammar: zero, first and second conditionals; linkers. Vocabulary practice, Writing, Speaking**    **Grammar: Perfect aspect.** |
| **Week 12**  April - May, 30-03  4 hours | **Unit 4**  **Модуль Цели образования. Будущее молодежи**  Texts: “Working 9 to 5 just isn’t enough”, “How to answer… anything”. Pp.110-113.  **Подготовка к структурно-семантическому анализу статьи**  **Home reading: 50 pages**  watching English movies | **Introducing Intellective Discourse (IID) (под ред. Л.В. Кулик) Unit 4**  Video: <https://www.youtube.com/watch?v=HG68Ymazo18&t=5s>  **Chosen literature:**  <https://royallib.com/book/Wilde_Oscar/importance_of_being_earnest.html>  <http://wearcam.org/envirotech/myfairlady.htm>  <https://yts.mx/movies/my-fair-lady-1964>  Chosen movie:  **The Intern/The Banker (2020)** | Reading: skimming, scanning, discussing (pair work).  MyEnglishLab activities  Watching, listening, discussing, small-group work, writing |
| **Week 13**  May, 07-10  4 hours | **Unit 4**  **Модуль Цели образования. Будущее молодежи**  D14-D17 Text: “The only thing people are interested in today is earning more money”.  **Подготовка к структурно-семантическому анализу статьи**  **Home reading: 50 pages**  watching English movies | **Introducing Intellective Discourse (IID) (под ред. Л.В. Кулик) Unit 4**  **Article:**  <https://welchlin.com/wp-content/uploads/2018/08/Cross-Cultural-Communication.pdf>  **Chosen literature:**  <https://royallib.com/book/Wilde_Oscar/importance_of_being_earnest.html>  <http://wearcam.org/envirotech/myfairlady.htm>  <https://yts.mx/movies/my-fair-lady-1964>  Chosen movie:  **The Intern/The Banker (2020)** | Reading (scanning, summarizing)  Speaking (making a speech at a Job Fair)  Videos |
| **Week 14**  May, 14-17  4 hours | **Unit 4**  **Модуль Цели образования. Будущее молодежи**  D18-D24 Business Correspondence.  **Подготовка к структурно-семантическому анализу статьи**  **Home reading: 50 pages**  watching English movies | **Introducing Intellective Discourse (IID) (под ред. Л.В. Кулик) Unit 4**  **Chosen literature:**  <https://royallib.com/book/Wilde_Oscar/importance_of_being_earnest.html>  <http://wearcam.org/envirotech/myfairlady.htm>  <https://yts.mx/movies/my-fair-lady-1964>  Chosen movie:  **The Intern/The Banker (2020)** | Making an open speech at a Job Fair, work group.  Videos |
| **Week 15**  May, 21-24  4 hours | **Unit 4**  **Модуль Цели образования. Будущее молодежи**  D25-D27.  **Подготовка к структурно-семантическому анализу статьи**  **Home reading: 50 pages**  watching English movies | **Introducing Intellective Discourse (IID) (под ред. Л.В. Кулик) Unit 4**  **Chosen literature:**  <https://royallib.com/book/Wilde_Oscar/importance_of_being_earnest.html>  <http://wearcam.org/envirotech/myfairlady.htm>  <https://yts.mx/movies/my-fair-lady-1964>  Chosen movie:  **The Intern/The Banker (2020)** | Discussing, group work, writing an essay |
| **Week 16**  May, 28-31  4 hours | **Подготовка к экзамену** | **Introducing Intellective Discourse (IID) (под ред. Л.В. Кулик)**  **Business Partner** | Discussing, group work, reading (skimming, scanning). |
| **60 hours** |

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| **Этап** | **Описание видов работ** | **Баллы** |
| **Этап** | **Описание видов работ** | **Баллы** |
| **2 семестр** | **4 кредита** | **120 (семестр) +80 (экзамен)** |
| **Конкурс ораторов** |  | **15** |
| **Выполнение заданий по пособию Business Partner** | **short oral speeches (exam questions), business workshop presentations, discussions, activities** | **37** |
| **Выполнение заданий по пособию Introducing Intellective Discourse** | **summaries with mindmaps, oral reports, discussions, activities** | **37** |
| **Работа с видеоматериалами** | **training public speaking skills. Discussions/ task completion/ mini presentations** | **16** |
| **Домашнее чтение** | **Дискуссии по прочитанной литературе (5+5+5)** | **15** |
| **ЭКЗАМЕН** |  | **80** |

ЭКЗАМЕН

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| **tasks** | Summary of an article (General) with a Mind map | Talk on a general humanitarian topic with a follow-up discussion | monologue speech on the topic of Business English |
| **length** | 1-2 minutes  1-2 minutes for follow-up questions | 1-2 minutes  1-2 minutes for follow-up discussion | 1 minute |
| **grades** | **40** | **24** | **16** |

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| **Оценка** | **Минимальное количество баллов** | **Максимальное количество баллов** |
| *Отлично* | ∑ баллов ≥ 85% то есть ≥ 170 | < 200 |
| *Хорошо* | 65% ≤ ∑ баллов < 85% то есть ≥ 130 | < 169 |
| *Удовлетворительно* | 40% ≤ ∑ баллов < 65% то есть ≥ 80 | < 129 |
| *Неудовлетворительно* | ∑ баллов < 40% то есть ≥ 79 | < 79 |

**EXAM QUESTIONS IID**

(can be adjusted by the teacher)

1. Specialists now flourish in every field of life (p.81)
2. A well-rounded education offers the most in life (p.81)
3. Without a core curriculum, students often lack the shared knowledge necessary participate effectively in an integrated society (p.81)
4. The English language is now one of the most reliable items of export. Do you agree?
5. Any educated person on the globe is at a serious disadvantage if he doesn’t know English. Do you agree?
6. What do you think are the typical features of your own national culture?
7. What differences have you found when meeting people from other cultures?
8. Have you or your friends ever made cultural mistakes? What were they?
9. What is the main role of education for you?
10. Is rigorous or liberal education necessary for a democratic society?
11. What was missing from your own education?
12. What skills and qualities should you possess to succeed professionally?
13. What recommendations would you give to survive a job interview?
14. What are pluses and minuses of generalist and specialist dominance both in education and economy?
15. What is your vision of an educated person in the 21st century?

**EXAM QUESTIONS BUSINESS PARTNER B1**

(can be adjusted by the teacher)

1. What transferable skills are the most important in your current situation as a student? Are there any that aren’t important?
2. Could you identify skills that you will need to take care of responsibilities of your future job? Why are they so important?
3. How to make your online profile more noticeable for employers?
4. What are the sectors and industries that drive economic activity in your country?
5. Do you agree that Japan’s economy can be considered as the future leading one in the whole world? Why? / Why not?
6. What strategies would you use to interrupt during a meeting? How comfortable are you interrupting during a meeting in a foreign language?
7. What are the dos and don’ts for project managers?
8. What are the different ways of giving and responding to instructions?
9. What are the ways of adapting products to a new international market?
10. What is the future of global markets? What are the benefits and drawbacks?
11. What are the different ways of managing a conversation? Is “go with the flow” a useful tip for you when you make a conversation with new people? Why? /Why not?

**EXAM QUESTIONS BUSINESS PARTNER B1+**

(can be adjusted by the teacher)

1. What are the advantages and disadvantages of tall and flat organizational structures?
2. Name some typical departments in a company. What are their responsibilities?
3. In what ways do you think physical environment can make employees more (or less) productive and happy at work?
4. What are the ways to increase brand awareness and to encourage customer loyalty?
5. What are the most efficient ways of brand stretching? What dangers could occur?
6. What should you think about when you are preparing, starting, and delivering a presentation?
7. What are the main rules for writing a CV?
8. How would you prepare for a job interview? What are the ways for dealing with difficult questions?
9. What should you consider to hire the best candidate for a job?
10. What trends have you noticed in the food industry in your country and worldwide?
11. What does PEST analysis consider? How can it be extended to include two more factors?
12. What are the differences in communication style of direct and indirect cultures?

**EXAM QUESTIONS BUSINESS PARTNER B2**

(can be adjusted by the teacher)

1. Workplace culture: what it is, why it matters, and how to define it? How to create a positive workplace culture?
2. What are the ways to retain employees? What are the effective employee retention strategies?
3. How to present yourself to make an impact?
4. Employee training and development: reasons and benefits. Why is training and development important for employees?
5. What are the examples of employees’ training and development?
6. How to communicate effectively in a team?
7. What happens to financial institutions during the financial crisis?
8. How to stay competitive in business? What are the ways to keep up with your business’ competition?
9. How to handle bad news at work?
10. What is digital disruption and how to deal with it?
11. How to handle difficult communicators?
12. What are negotiating strategies? What are the key strategic principles negotiators should apply?

**EXAM QUESTIONS BUSINESS PARTNER B2 +**

(can be adjusted by the teacher)

1. Do you think it is important to do market research before launching a new product? What kind of information would a company need to get?
2. Is a focus group an efficient market research tool?
3. How can you respond effectively to difficult questions after a presentation?
4. How does mentoring benefit companies?
5. Can compassion and kindness sometimes lead to business failure?
6. How can team leaders ensure successful collaboration among team members?
7. What new trends are you seeing in the banking sector in our country?
8. What are the advantages and disadvantages of mobile banking?
9. What kind of unexpected expenses might come up when you are a student? How would you raise money?
10. What can companies do to reduce their environmental impact?
11. What kind of cyber challenges do businesses face?
12. What are the most efficient strategies to manage challenging conversations?

**EXAM QUESTIONS BUSINESS PARTNER C1**

(can be adjusted by the teacher)

1. How can innovative technology make an impact on people’s lives?
2. What are the most effective ways for young people to get into digital technology and to become a tech geek?
3. How can companies facilitate creativity in their employees to encourage innovation in business and to improve company’s performance?
4. What makes a good section for a magazine when it comes to featuring online reviews of new gadgets?
5. What are the main advantages of a circular economy over a linear one?
6. What differs an open innovation from other ones? Could you give any examples of open innovations?
7. What are the stages of the product life cycle? What happens at each stage?
8. Do you agree that market for recyclable goods has its bright future? Why? /Why not?
9. How is trading nowadays different from how it used to be?
10. What are the kinds of personal investment? Why is it necessary to diversify the investment portfolio?
11. What does disruption in a business context mean? What are the examples of any disruptions in business and their consequences?
12. What difficulties can be caused in a market place when it is disrupted by a new product or service?
13. It is always best to follow your head, not your heart, when making a decision.