



Universidad Nacional "José Faustino Sánchez Carrión"

Facultad de Ciencias Empresariales

ESCUELA ACADÉMICA PROFESIONAL DE NEGOCIOS INTERNACIONALES

SÍLABO POR COMPETENCIAS

INGLÉS III

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2018-I

SÍLABO DE INGLÉS III

I. DATOS GENERALES

LÍNEA DE CARRERA	NEGOCIOS INTERNACIONALES
CURSO	INGLÉS III
CÓDIGO	45045
HORAS	04 HORAS SEMANALES

II. SUMILLA Y DESCRIPCIÓN DEL CURSO

The subject of English III is theoretic and practice. Its importance is fundamental in professional development in today's globalized world. The purpose of the course is to strengthen and reinforce in students the knowledge acquired in the English Language. Students will learn and develop specialized terminology, technical vocabulary, related the language skills with business activity and its context.

The contents have been divided into four teaching units: Advertising, Culture, Employment, Trade and Quality.

III. CAPACIDADES AL FINALIZAR EL CURSO

	CAPACIDAD DE LA UNIDAD DIDACTICA	NOMBRE DE LA UNIDAD DIDACTICA	SEMANAS
UNIDAD I	To identify the intent of the speaker in a business context. Infers the meaning of written texts. Discriminates relevant information. Use varied expressive resources strategically.	ADVERTISING	1-4
UNIDAD II	To predict and understand a variety of texts related to Culture. Participates in the organization and planning of a presentation, respecting the grammar rules applied.	CULTURE	5-8
UNIDAD III	To produce a variety of texts with adequacy, cohesion, coherence and correction on specific issues, taking into account the communicative purpose .	EMPLOYEMENT	9-12
UNIDAD IV	To read texts and plan their participation in various contexts and for different purposes in using a formal language.	TRADE AND QUALITY	13-16

IV. INDICADORES DE CAPACIDADES AL FINALIZAR EL CURSO

NÚMERO	INDICADORES DE CAPACIDAD AL FINALIZAR EL CURSO
1	Makes questions and answers.
2	Deduces different message written texts.
3	Uses a correct pronunciation.
4	Makes a presentation about "Advertising".
5	Makes himself or herself understood with clear expressions..
6	Recognizes US business protocol.
7	Shares information about cultures from different countries.
8	Identifies vocabulary idioms.
9	Gives opinions about important factor to get a job.
10	Elaborates sentences using phrases from Recruitment process.
11	Uses Indirect Questions and statements in a correct way.
12	Participates in a role play.
13	Distinguishes First Conditional from Second Conditional
14	Recognizes the purpose of the autor.
15	Uses different gramatical structure according to the communicative situation.
16	Identifies gerunds and infinitives.



V.- DESARROLLO DE LAS UNIDADES DIDACTICAS:

ADVERTISING	CAPACIDAD DE LA UNIDAD DIDÁCTICA I . To identify the intent of the speaker in a business context. Infers the meaning of written texts. Discriminates relevant information. Use varied expressive resources strategically.					
	Semana	Contenidos			Estrategia didáctica	Indicadores de logro de la capacidad
		Conceptual	Procedimental	Actitudinal		
	1 2 3 4	1. Like to vs. would like to. 2. Good and bad advertising. 3. Advertising media and methods. 4. Presentation "Advertising a new product"	Speaking Share information about a new product. Listening Listen carefully to their classmates. Writing Use the appropriate grammar to write a text. Reading Read and answer questions using the appropriate grammar.	Participates in dialogues with interest and enthusiasm. Respects the conventions of interpersonal and group communication. Cooperates to make examples on the subject Value learning developed in class.	. Group Work . Brainstorm. .Intended dialogue .Presentations .Production of texts .Role Play	Makes questions and answers. Deduces different message written texts. Uses a correct pronunciation. Makes a presentation about "Advertising".
EVALUACIÓN DE LA UNIDAD DIDÁCTICA						
Unidad Didáctica I	EVIDENCIA DE CONOCIMIENTOS		EVIDENCIA DE PRODUCTO		EVIDENCIA DE DESEMPEÑO	
	Oral and written evaluation of the teaching unit: Participation in each class performed.		Presentation : "Advertising"		Punctual attendance and active participation in the development of the unit	



CULTURE	CAPACIDAD DE LA UNIDAD DIDÁCTICA II : To predict and understand a variety of texts related to Culture. Participates in the organization and planning of a presentation, respecting the grammar rules applied.					
	Semana	Contenidos			Estrategia didáctica	Indicadores de logro de la capacidad
		Conceptual	Procedimental	Actitudinal		
	5	1.- Vocabulary Idioms. 2.-Culture advice. 3.- Social English. 4. Presentation: "Culture"	Speaking Share information about culture from different countries.	Shows interest to express him/herself clearly.	Group Work . Brainstorm. .Intended dialogue .Presentations .Production of texts .Role Play	Identify vocabulary idioms. Makes himself or herself understood with clear expressions. Recognizes US business protocol Shares information about Cultures from different countries.
	6		Listening Listens to a vocabulary related to business topics	Participates in class discussing their ideas and opinions		
7	Reading Read with appropriate intonation.		Cooperates in the preparation of texts.			
8	Writing Use: should, must and need.		Value learning developed in class.			
Unidad Didáctica II	EVALUACIÓN DE LA UNIDAD DIDÁCTICA					
	EVIDENCIA DE CONOCIMIENTOS		EVIDENCIA DE PRODUCTO		EVIDENCIA DE DESEMPEÑO	
	Written evaluation on topics learned		Presentation papers. Presentation about " Culture"		Punctual attendance and active participation in the development of the unit	



EMPLOYMENT	CAPACIDAD DE LA UNIDAD DIDÁCTICA III: To produce a variety of texts with adequacy, cohesion, coherence and correction on specific issues, taking into account the communicative purpose .					
	Semana	Contenidos			Estrategia didáctica	Indicadores de logro de la capacidad
		Conceptual	Procedimental	Actitudinal		
	9	1. Important factors to get a job. Recruitment process.	Speaking Use specific information when participates.	Appreciate the use of English language using grammar correctly. Participate answering comprehension questions. Clarify doubts and was interested in the work to be done.	Brainstorm. Read texts using the technique of skimming technique. Practice pronunciation in choral and individual way.	Give opinions about important factor to get a job. Elaborate sentences using phrases from Recruitment process Use Indirect Questions and statements in a correct way Participate in role play.
	10	2. Retaining good staff. Headhunting.	Listening Listen carefully to his/her calssmates.			
	11	3. Language: Indirect questions.	Reading Identify the meaning of the text.			
	12	4. Polite requests with modal verbs and mind. Managing meetings	Writing Write texts using Indirect Questions.			
	Unidad Didáctica III :	EVALUACIÓN DE LA UNIDAD DIDÁCTICA				
		EVIDENCIA DE CONOCIMIENTO		EVIDENCIA DE PRODUCTO		EVIDENCIA DE DESEMPEÑO
		Written and oral evaluation		Dialogue about. Managing meetings		Punctual attendance and active participation in the development of the unit



CAPACIDAD DE LA UNIDAD DIDÁCTICA IV: To read texts and plan their participation in various contexts and for different purposes in using a formal language.					
Semana	Contenidos			Estrategia didáctica	Indicadores de logro de la capacidad
	Conceptual	Procedimental	Actitudinal		
13	1. First and Second Conditional.	Speaking Read with appropriate intonation and fluency Listening Listen carefully information concerning to Trade.	Appreciates the use of English language using grammar correctly.	Slide presentation-	Distinguishes First Conditional from Second Conditional.
14	2. Reading: Fair Trade.	Reading Develop exercises related to the topic. Writing Complete text with new vocabulary.	Participates answering comprehension questions.	Work in pairs	Recognize the purpose of the autor
15	3. Language: gerunds and infinitives.		Clarifies doubts and was interested in the work to be done.	Individual Reading.	Uses different gramatical structure according to the communicative situation
16	4. Telephone complaints.				-
EVALUACIÓN DE LA UNIDAD DIDÁCTICA					
EVIDENCIA DE CONOCIMIENTOS		EVIDENCIA DE PRODUCTO		EVIDENCIA DE DESEMPEÑO	
Written evaluation.		Individual presentation and team work.		Punctual attendance and active participation in the development of the unit	

TRADE AND QUALITY

Unidad Didáctica IV:

VI. MATERIALES EDUCATIVOS Y OTROS RECURSOS DIDÁCTICOS

Se utilizarán todos los materiales y recursos requeridos de acuerdo a la naturaleza de los temas programados. Básicamente serán:

1. Medios escritos:

- Guía resumen por unidades
- Separatas con contenidos temáticos
- Fotocopia de textos selectos

2. Medios visuales y electrónicos

- Gráficos
- Proyector Multimedia

3. Medios Informáticos

- Internet
- Plataformas virtuales
- Programas de Enseñanza

VII. EVALUACIÓN

La evaluación es inherente al proceso de enseñanza aprendizaje y será continua y permanente. Los criterios de evaluación son de conocimiento, de desempeño y de producto.

VARIABLE	PONDERACIONES		UNIDADES DIDÁCTICAS DENOMINADOS MÓDULOS
	P1	P2	
Evaluación de conocimiento	30%	20%	El ciclo académico consta de 4 módulos
Evaluación de producto	35%	40%	
Evaluación de desempeño	35%	40%	

Siendo el promedio final (PF), el promedio simple de los promedios ponderados de cada módulo (PM1, PM2, PM3, PM4); calculado de la siguiente manera:

$$PF = \frac{PM1 + PM2 + PM3 + PM4}{4}$$

VIII. BIBLIOGRAFÍA Y REFERENCIAS WEB

- Word Link. Developing English Fluency. Susan Stempleski. Nancy Douglas. James Morgan.
- Grammar World for Elementary and Intermediate Students.
- Cutting Edge. Sara Cunningham. Peter Moor
- Market Leader . David Cotton-David Falvey - Simon Kent.
- Professional English.
- Multimedia Course of English

IX. PROBLEMAS QUE RESOLVERÁ EL ALUMNO.

- 1. Leer textos de manera fluída.**
- 2. Comprender el mensaje de los textos propuestos.**
- 3. Realizar diálogos en un contexto empresarial.**
- 4. Escribir diversos tipos de textos en inglés con la gramática adecuada.**

Huacho, abril del 2018.

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