

## MINISTRY OF EDUCATION AND SCIENCE OF UKRAINE

## NATIONAL AVIATION UNIVERSITY

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« 12 » 12 2021



Quality Management System  
COURSE TRAINING PROGRAM  
on  
«Business Foreign Language»


Field of study: 15 «Automation and instrumentation»

Speciality: 151 «Automation and computer-integrated technologies»

Educational and Professional Program: «Computer-aided control systems and automatics»  
«Computer-integrated technological processes and production»

Training Form	Semester	Total (hours/credits ECTS)	Lectures	Practicals	Self-study	HW/CGP	TP/CP	Semester Grade
Full-time	2	105/ 3.5	—	36	69	—	—	2 exam

Index: CM-2-151-1/21-1.1; CM-2-151-2/21-1.1;

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The Course Training Program on "Business Foreign Language" is developed on the basis of the Educational and Professional Programs "Computer-aided control systems and automatics", "Computer-integrated technological processes and production" Curriculum and Extended Curriculums CM-2-151-1/21; ECM-2-151-1/21; CM-2-151-2/21; ECM-2-151-2/21; for education seekers training of Speciality 151 "Automation and Computer-Integrated Technologies" and corresponding normative documents.

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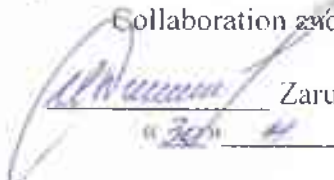
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## INTRODUCTION

Course Training Program on «Business Foreign Language» is developed based on the "Methodical guidance for the subject course training program", approved by the order № 249/од, of 29.04.2021 and corresponding normative documents.

### 1. EXPLANATORY NOTES

#### 1.1. Place, purpose, tasks of the discipline.

**The place** of the discipline "Business Foreign Language" is determined by the theoretical and practical basis of the set of knowledge and skills that form the profile of a specialist in the fields of automation and instrument making.

**The purpose** of teaching the discipline is to master students' communication skills in modern business English based on the existing general language training of the student to clearly express their own opinions, negotiate with business partners and solve possible problem situations; study of specialized business terminology, acquaintance with the specifics of translation of economic literature and banking documentation; formation of skills and abilities of drawing up contracts, business letters.

**The task** of studying the discipline is:

- preparing students for effective communication in the business environment;
- formation of communicative language competencies for business communication in an intercultural environment and work in an intercultural team;
- achieving the level of language proficiency B2, which is the standard for obtaining a master's degree.

#### 1.2. Learning outcomes the subject makes it possible to achieve.

As a result of studying this discipline, the student must acquire the following learning outcomes:

##### 1.2.1. For the educational-professional program "Air traffic service":

- freely present and discuss the results of research and innovation, other issues of professional activity in the state language and English or one of the languages of the EU countries orally and in writing;
- make effective decisions on air transport, including complex and unpredictable conditions; to predict its development; identify factors that affect the achievement of goals; analyze and compare alternatives; assess the risks and likely consequences of decisions;
- practical mastery of methods for detecting and resolving conflict situations between aircraft;
- apply working time standards for workload planning and work organization;

##### 1.2.2. For the educational and professional program "Air navigation service systems":

- search for the necessary data in the scientific literature, databases and other sources, analyze, evaluate and use this data;
- develop and implement new technical solutions and apply new technologies;
- make effective decisions on air transport, including in difficult and unpredictable conditions; to predict its development; identify factors that affect the achievement of goals; analyze and compare alternatives; assess the risks and likely consequences of decisions;
- ability to participate in the modernization, operation and reconfiguration of automated air traffic control systems, modernization and operation of the latest electronic communication, navigation and surveillance systems.


#### 1.3. Competences the subject makes it possible to acquire.

##### 1.3.1. For the educational-professional program "Air traffic service":

- ability to search, process and analyze information from various sources;
- ability to work in an international context;
- ability to assess the impact of human and technical factors on the safety of air transport;
- ability to communicate in a foreign language;

##### 1.3.2. For the educational and professional program "Air navigation service systems":

- ability to search, process and analyze information from various sources;
- ability to communicate in a foreign language;

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- ability to work in an international context;

#### 1.4. Interdisciplinary connections.

The discipline "Business Foreign Language" is based on knowledge of such disciplines as "Philosophical problems of scientific knowledge", "Methodology of applied research in the field of telecommunications and radio engineering" and is the basis for further disciplines, namely: "Undergraduate practice" and others.

## 2. COURSE TRAINING PROGRAM ON THE SUBJECT

### 2.1. The subject content

The teaching material of the discipline is structured on a modular basis and consists of 1 training module, namely: "The company and its business activities", which is a logical complete, relatively independent, integral part of the discipline, mastering which involves a modular test and analysis of its results .

### 2.2. Modular structuring and integrated requirements for each module

#### Module №1 "Company and its business activities"

**Integrated requirements of module №1:** (*know the basic terminology of business communication and language clichés, be able to make reports and presentations at interviews, business meetings, and your company, as well as its activities in a foreign language, have the ability to work with specialized literature, be able to do business correspondence*).

#### Topic 1. The structure of the company

The main departments in the company. Description of the most famous companies in the world. Airlines: structure and activity.

#### Topic 2. Company management

Distribution of responsibilities in the company. Features of the departments.

#### Topic 3. Hiring

Job postings. Writing a resume.

#### Topic 4. Interview with the employer

Interviewing a potential employer. Employment tips. Features of work in airlines.

#### Topic 5. Company activities

Organization of own business. Advantages and disadvantages of different types of company Stressful situations in the company related to its activities. Stressful situations in the activities of aviation personnel. Import and export of products and services.

#### Topic 6. Product quality

Innovation in the industries of the 21st century. Innovations in professional life. Departments of human resources development as a basis for the development of innovative technologies.

#### Topic 7. Efficiency factors

Conducting research in companies. Airlines Human Resources Development Department.

#### Topic 8. Starting your own business

Changes in everyday and professional life: causes and consequences. Conditions of high own competitiveness in the labor market.

#### Topic 9. Marketing

Basic concepts of marketing. Means of customer interest. Marketing researches.

#### Topic 10. Cross-cultural business interaction

Work in a multicultural company. Methods of conflict prevention.

#### Topic 11. International business style

Rules of international business etiquette. Understanding the multicultural business world.

#### Topic 12. World brands

The most famous world brands. Rules of business preservation in the modern world. Large airlines.

#### Topic 13. Branded goods



Fundamentals of successful sales of branded goods. Rules of corporate ethics.

#### Topic 14. Advertising

The role of advertising in the development of trade. Advertising campaign and slogans. Discussion advertising. Scripts for commercials. Airline advertising.

#### Topic 15. Business media

Famous business media empire in the world. The role of advertising media in the activities of companies.

#### Topic 16. World trends in advertising


Marketing metaphors. Technique of marketing research. Correspondence in marketing

#### Topic 17. Advertising companies

Rules for preparing a business newsletter. Advertising of airline services.

### 2.3. Training schedule of the subject

№	Theme (thematic section)	Total, hour		
		Mode of study: Full-time education		
		Total	practical	Self-study
1	2	3	4	5
<b>Module №1 Company and its business activities</b>				
1.1	The structure of the company	<b>2 semester</b>		
		6	2	4
1.2	Company management	6	2	4
1.3	Hiring	6	2	4
1.4	Interview with the employer	6	2	4
1.5	Company activities	6	2	4
1.6	Product quality	6	2	4
1.7	Efficiency factors	6	2	4
1.8	Starting your own business	6	2	4
1.9	Marketing	6	2	4
1.10	Cross-cultural business interaction	5	2	3
1.11	International business style	6	2	4
1.12	World brands	6	2	4
1.13	Branded goods	6	2	4
1.14	Advertising	6	2	4

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1.15	Business media	6	2	4
1.16	World trends in advertising	6	2	4
1.17.	Advertising companies	5	2	3
1.18	<b>Module test №1</b>	5	2	3
<b>Total by the subject</b>		<b>105</b>	<b>36</b>	<b>69</b>

#### **2.4. The list of questions and content of tasks for preparation for the exam.**

The list of questions and content of tasks for preparation for the exam are developed by the leading teacher of the department following the course training program, approved at the meeting of the department and distributed among students.

### **3. BASIC CONCEPTS OF GUIDANCE ON THE SUBJECT**

#### **3.1. Teaching methods**

It is recommended to use the following teaching methods during mastering the subject:

- explanatory and illustrative method;
- method of problem presentation;
- reproductive method;
- research method.

The implementation of these methods are carried out during lectures, demonstrations, self-study, work with the educational material, analysis and solution of problems.

#### **3.2. List of references**

##### **Basic literature**

- 3.2.1. D. Cotton, D. Falvey, S. Kent. Market leader. New edition. Pearson, Longman - 2008.- 169p.
- 3.2.2. P. Strutt. Market leader. Business Grammar and usage. Business English. Longman . – 221 p.
- 3.2.3. G. Tullis, T. Trappe. New insight into Business. Students' book. Longman, 2010. – 177 p.
- 3.2.4. G. Tullis, T. Trappe. New insight into Business. Workbook. Longman, 2010. – 106 p.
- 3.2.5. R. Wyatt. Check your English vocabulary for business and administration. Fourth edition. A&C Black Publishers Ltd, London. – 2007. - 82 p.
- 3.2.6. N. Paziura. Aviation Business English. Manual. –К.: NAU. – 2018. – 128 p.
- 3.2.7. В. ЭКК. Ділове листування англійською : навч. посібник. М. Асрель: АСТ, 2007. - 127 с.

##### **Additional Literature**

- 3.2.8. Словники за фахом

#### **3.3. Internet Information resource**

- 3.3.1. EMC of the discipline "Business Foreign Language"

- 3.3.2. <https://www.coursera.org/learn/r-programming/>



## 4. Rating System of assessing students' knowledge and skills acquired

4.1. Grading of different kinds of academic work performed by a student is done in accordance with Table. 4.1.

4.2. Completed types of educational work are credited to the student, if he received a positive rating for them (Table 4.1).

Table 4.1

### Grading of different kinds of academic activities performed by a student.

Table 4.1(Exam)

Kind of Academic Work	Maximum Grade Values
	Full-time
<b>2 semester</b>	
<b>Module № 1</b>	
Reading and analysis of professionally oriented texts	10
Listening to the professionally oriented texts	10
Writing information related to the topic	10
Monologue speaking based on the topic	10
Dialogic speaking based on the topic	10
Module Test №1	10
<i>For admission to complete module test №1, a student must receive not less than</i>	30
<b>Total by module №1</b>	<b>80</b>
<b>Semester Grade</b>	<b>20</b>
<b>Total by the subject</b>	<b>100</b>

4.3. The sum of rating assessments received by the student for certain types of completed educational work is the current modular rating assessment, which is recorded in the module control.

4.4. The sum of the final semester module and examination ratings, in points, is the final semester rating, which is converted into grades on the national scale and the ECTS scale (Annex 4).

- In the case of differentiated credit credit, the final semester rating is converted into a score on a national scale and a scale ECTS (Annex 4).

4.5. The final semester rating in points, on the national scale and the ECTS scale is entered in the test report, study card and student record book, for example, as follows: 92 / Excellent / A, 87 / Good / B, 79 / Good / C, 68 / Set / D, 65 / Set / E, etc.

4.6. The final rating of the subject is equal to the final semester rating. The specified final rating assessment in the subject is entered in the Diploma Supplement.

4.7. The final rating of the subject is defined as the arithmetic mean of the final semester ratings in points (in this subject - for the first and second semesters) with its subsequent transfer to grades on the national ECTS scale.

The specified final rating assessment in the subject is entered in the Diploma Supplement.





