#### PROJECT MANAGEMENT LESSON PLANNING

Student: Elena Pillado Classes per week: 2

Position: Coppel Buyer/Vendors Team

Level: B1/B1+

Curriculum: B1 Project Management Curriculum

Current topic: 1-8

Decompress: Nov 27, 2023 Bernardo

Notes on Client (Changes on new curriculum, suggestions, needs another curriculum, etc.):

Remember to notify your leader when decompress is completed, or contact directly with Jaime via Slack

Week 1 - Professional profile			
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
Date/teacher:			
Lesson 1: Introduce yourself & describe your position	Grammar: Present tense/     Sentence structure with conjunctions      Vocabulary: Action verbs necessary for the position	Clients introduce themselves and describe their job	• What is project management? (video)

Comments/ Suggestions for next lesson:

# Date/teacher:

Lesson 2: Go over activities & responsibilities	<ul> <li>Grammar: Gerunds (for activities &amp; verbs that take gerunds)</li> <li>Vocabulary: work activities and responsibilities</li> </ul>	Clients talk about work activities and responsibilities	● Linkedin profiles
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Comments/ Suggestions for next lesson:

# Date/teacher:

Lesson 3: Introduce your team members	<ul><li>Grammar: Present</li><li>Simple and Continuous</li><li>Vocabulary:</li><li>adjectives</li></ul>	Clients are able to introduce others and describe their responsibilities	•
Comments/ Suggestions for ne	ext lesson:		
Week 2 - Your company			
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
Date/teacher:			
Lesson 4: Describe the evolution of your company	<ul> <li>Grammar: Past continuous vs past simple/ timelines</li> <li>Vocabulary: company history, time markers for the past</li> </ul>	Client presents the timeline of their company	
Comments/ Suggestions for ne	ext lesson:		
Date/teacher:			
Lesson 5: Connect actions inside the company	<ul> <li>Grammar:</li> <li>Connectors (emphasize, addition, contrast,)</li> <li>Vocabulary:</li> <li>organizational structure</li> </ul>	Client describes the organizational structure of their company and how it is connected	• <u>Connectors</u>
Comments/ Suggestions for ne	ext lesson:		
Date/teacher:			
Lesson 6: Explain the relation with suppliers & clients	<ul> <li>Grammar: Modal verbs (possibilities &amp; requests)</li> <li>Vocabulary:work relationships</li> </ul>	•	• <u>Modal verbs</u> <u>exercises</u>
Comments/ Suggestions for ne	ext lesson:		
Week 3 - Current projec	ts		
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
Date/teacher:			
Lesson 7: Explain the process when you start a project	<ul> <li>Grammar:         Modals/Connection         s words (cause &amp;         effects)</li> <li>Vocabulary:         projects</li> </ul>	Client discussed and describes a process of starting a project	• <u>Six questions to ask</u> <u>before starting a biq</u> <u>project.</u>
Comments/ Suggestions for ne	ext lesson:		

Date/teacher:			
Lesson 8: Describe your current project	<ul><li>Grammar:</li><li>Sequencers, Present Perfect</li><li>Vocabulary:</li><li>adjectives, projects</li></ul>	Client describes and details current projects	• <u>Good project</u> <u>managers vs bad</u> <u>managers</u>
Comments/ Suggestions for ne	ext lesson:		
Date/teacher:			
Lesson 9: Describe past & future projects	<ul> <li>Grammar: Past</li> <li>Simple vs Present Perfect/</li> <li>Future tense</li> <li>Vocabulary:</li> <li>adjectives, projects</li> </ul>	•	•
Comments/ Suggestions for ne	ext lesson:		
Week 4 - Organizational	chart		
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
Date/teacher:			
Lesson 10: Explain the hierarchy of your company - Who works where?	<ul> <li>Conditionals (0 &amp; 1st)</li> <li>Vocabulary: jobs and tasks</li> </ul>	Client details the hierarchy and structure of their company	<ul><li>Create organizational chart</li></ul>
Comments/ Suggestions for ne	ext lesson:		
Date/teacher:			
Lesson 11: Explain who is responsible for what or in charge of	<ul> <li>Grammar: verb +</li> <li>Prepositions/ gerunds and infinitives</li> <li>Vocabulary: departments</li> </ul>	Client details the departments in their company and their duties	<ul> <li>Draw the setup of your company</li> </ul>
Comments/ Suggestions for ne	ext lesson:		
Date/teacher:			
Lesson 12: Compare different company structures	Grammar: Comparatives & superlatives     Vocabulary: company structure	Client Compares Different company structures (alcanza vs coppel) - what are the pros and cons?	
Comments/ Suggestions for ne	ext lesson:		
Week 5 - Meetings			
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS

Date/teacher:			
Lesson 13: Scheduling & rescheduling meetings	<ul> <li>Grammar: Polite</li> <li>language (request &amp; phrases)/ Preposition of time</li> <li>Skill: More complex question formation</li> <li>Vocabulary: meetings</li> </ul>	Client is able to schedule and reschedule appointments, discuss availability	<ul> <li>Meeting vocabulary</li> <li>Quiz meeting vocabulary</li> </ul>
Comments/ Suggestions for ne	ext lesson:		
Date/teacher:			
Lesson 14: Preparing a meeting	Grammar: : Phrasal verbs     Vocabulary: wants and needs	Client explains how they set up their meetings (wants & needs)	• <u>Article your</u> <u>meetings stink &amp;</u> <u>what to do about it.</u>
Comments/ Suggestions for ne	ext lesson:		
Date/teacher:			
Lesson 15: Having a meeting	<ul> <li>Grammar: Discourse markers / WH question forms</li> <li>Skill: participating in a meeting</li> <li>Vocabulary: meetings</li> </ul>	Client role plays participating in a meeting	<ul> <li>The most critical types of project management</li> </ul>
Comments/ Suggestions for ne	ext lesson:		
Week 6 - Let's hire som	neone!		
Date/teacher:			
Lesson 16: Minimum vs preferred qualities (write a vacancy)	<ul> <li>Grammar: passive voice, Royal order of adjectives</li> <li>Skills: writing</li> <li>Vocabulary: skills hard and soft</li> </ul>	Client details and describes a job vacancy	<ul> <li>Job Description         Vocabulary         <ul> <li>Job Description</li> <li>Template</li> </ul> </li> </ul>
Comments/ Suggestions for ne	ext lesson:		
Date/teacher:			
Lesson 17: Job interview	Grammar: questions in passive     Vocabulary: job vacancy	<ul> <li>Client asks and answers questions for a job interview</li> </ul>	<ul> <li>Inclusive Language (extension activity)</li> </ul>
Comments/ Suggestions for ne	ext lesson:		
Date/teacher:			
Lesson 18: Evaluate	Grammar:	Client evaluates	

candidates	reported speech  Vocabulary: skills	potential candidates for a vacancy	
Comments/ Suggestions for n	ext lesson:		
Week 7 Projects 2.0 - in	to the deep		
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
Date/teacher:			
Lesson 19: Managing time	<ul> <li>Grammar: Second</li> <li>Conditional / prepositions of time</li> <li>Vocabulary: time management</li> </ul>	Clients discusses their time management and deadlines	<ul> <li>Quiz vocab time management</li> </ul>
Comments/ Suggestions for n	ext lesson:		
Date/teacher:			
Lesson 20: Scopes and capabilities	Grammar: Tenses review (all)     Vocabulary: intensifiers	Client reflects on their scope and capabilities	<ul> <li>Avoid this time management mistakes</li> </ul>
Comments/ Suggestions for n	ext lesson:		
Date/teacher:			
Lesson 21:Risk and Result	Grammar: will vs would/ conditionals review     Vocabulary; predictions	Client is able to discuss how to calculate cost, outcome and manage risks and results	<ul> <li>How to prioritize your company's projects</li> </ul>
Comments/ Suggestions for n	ext lesson:		
Topic 8 - Evaluation - Formal			
Date/teacher:			
Lesson 22: Evaluation prep	• Content from week 1-3	Explain who is involved in your current project	
Comments/ Suggestions for n	ext lesson:		
Date/teacher:			
Lesson 23: Evaluation prep	• Content from week 4-5	Explain the problems & solutions from your previous projects	
Comments/ Suggestions for n	ext lesson:		
Date/teacher:			

Lesson 24: Evaluation prep	• Content from week 6-7	<ul> <li>Explain the KPIs of your project</li> </ul>	Lesson 24: Evaluation prep
Comments/ Suggestions for ne	ext lesson:		
Lesson 25: Final eval			
	Client's	comments about evalu	ation/next curriculum:
		B1+ I	ntermediate Business

#### **LESSON PLANNING**

Student: Elena Pillado Classes per week: 4

Position: Coppel Buyer/Vendors Team

Level: -B1

Curriculum: A2+ Business Interactions 2 Curriculum

Current topic:8/8

This curriculum was changed, she will travel to China, focus to high and accurate speaking production

**Decompress**: Julio

Notes on Client (Changes on new curriculum, suggestions, needs another curriculum, etc.):

Remember to notify your leader when decompress is completed, or contact directly with Jaime via Slack

#### Week 1 - Effective Communication

TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS

Date/teacher: 8/14 Eka

Lesson 1: Analyzing general workplace communication

Grammar:

-Question making -Present tenses  Client is able to make and answer questions about communication issues.

What is Effective
Communication? Definition,
Characterstics, Skills,
Significance, Barriers - The
Investors Book

Comments/ Suggestions for next lesson:

Date/teacher: A	August 15th	. Bernardo
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Lesson 2: Dealing with workplace discussions

Grammar:

-Reporting verbs

• Client is able to discuss in a polite way.

Direct Discussion – How to
Approach a Co-Worker |
Managing Workplace Conflict
Vancouver Island University

**L** Canada

Date/teacher: August 1	7th, Bernardo		
Lesson 3: Agreeing and disagreeing	Vocabulary: agreeing /disagreeing	Client is able to agree or disagree with co-workers.	Useful phrases for discussions
Comments/ Suggestions for I	next lesson:		

TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
ate/teacher: 8/18 Eka			
esson 4: Airport Basics	-Introduction to airports, essential expressions(e.g., terminal, gate, security, boarding pass) Grammar Point: Present simple tense for describing routines and actions.	The client will be able to navigate an airport, communicate with airport staff, and follow basic procedures	

checking-in procedures.	Client will be able to book a flight, discuss flight information, and understand check-in processes	
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Date/teacher: August 19th, Bernardo				
Lesson 6: Airport Security and Boarding	- Security procedures, packing essentials, boarding the planeGrammar Point: Imperatives for giving instructions and commands.	Client will understand airport security protocols, pack appropriately, and follow boarding instructions.		
Comments/ Suggestions for ne	xt lesson:			

TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
ite/teacher: 8/21 Eka			
esson 7: Using Public ansportation	-Types of transportation (buses, subways, taxis), ticketing, common phrases. -Grammar Point: Modal verbs (can, must) for expressing ability and necessity.	Client will be able to navigate public transportation options and ask for directions.	Conflict Resolution: Definition, Process, Skills, Examples

Date/teacher: 22/August Julio DHP					
Lesson 8: Asking for Directions	-Asking for and giving directions around the cityGrammar Point: Prepositions of place for describing locations.	Client will confidently ask for directions, understand responses, and find their way around.	Section 6. Training for Conflict Resolution.		
Comments/ Suggestions for next lesson:					

Date/teacher: 8/23 Ek  Lesson 9: Using Maps and Timetables	-Reading maps, understanding transportation timetablesGrammar Point: Future tense for discussing plans and schedules.	•	Client will read maps, interpret timetables, and plan their journeys using public transportation.	Joey doesn't share food, Friends 1080p
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TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS			
Date/teacher: August 24th, Paulina						
Lesson 10: Dining Out in China	-Food items, restaurant settings, ordering dishesGrammar Point: Countable and uncountable nouns for ordering and describing food.	Client will confidently order food, understand menus, and interact in a restaurant.	Emotions and Types of Emotional Responses			

Client will make restaurant reservations, discuss preferences, and modify bookings if needed.	Explanation: Introvert vs. Extrovert by Simon Sinek   Educational Speech   BillionaireBehaviour
	restaurant reservations, discuss preferences, and

Date/teacher: 8/25 Eka

Lesson 12: Handling Problems in Restaurants	-Dealing with issues (wrong orders, allergies), asking for assistanceGrammar Point: Polite language and expressions for handling complaints.	Client will effectively communicate concerns, request assistance, and resolve problems in restaurants.	Tone Is Hard to Grasp Online. Can Tone Indicators Help?			
Comments/ Suggestions for next lesson:						
Week 5 - Shopping and Souvenirs						
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS			

TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS	
Date/teacher: August 26th, Jaim	ne			
Lesson 13: Shopping	-Clothing, sizes, colors, common shopping phrasesGrammar Point: Comparatives and superlatives for describing items.	Client will shop for clothing, describe preferences, and interact with salespeople.	10 Types of Workplace Relationships and How To Improve Them   Indeed.com Improving Workplac	
Comments/ Suggestions for next lesson:				

Date/teacher: 29/August Pau 28/August Julio DHP,	lina		
Lesson 14: Bargaining and Negotiating	-Bargaining in markets, negotiating prices. -Grammar Point: Expressing preferences using "would like" and "prefer."	Client will     confidently     negotiate prices,     express preferences,     and engage in     market transactions.	Pronunciation: Want to be Polite? Learn English Intonation – Guest Post   English with a Twist
Comments/ Suggestions for n	ext lesson:		

Date/teacher: August 30th, Pau	ılina			
Lesson 15: Souvenirs and Cultural Etiquette	-Buying souvenirs, understanding cultural norms.	•	Client will purchase souvenirs, inquire about cultural norms, and practice respectful interactions.	Successful teamwork: A case study

	-Grammar Point: Indirect speech for conveying reported speech.	
Comments/ Suggestions for nex	t lesson:	

Topic 6 - Checking into Hote			
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS

Date/teacher: August 31st	, Paulina			
Lesson 16: Arriving to theHotel	-Types of accommodations, hotel facilities, room amenitiesGrammar Point: Present continuous tense for describing current actions and situations.	•	Client will be able to check into a hotel, discuss room preferences, and inquire about facilities.	How to say sorry at work

-Requesting services (room cleaning, wake-up calls), special requestsGrammar Point: Modal verbs (could, would) for making polite requests.	Client will confidently ask for hotel services and make special requests.	How to Apologize Like a Professional  How to apologize to a customer: A 3-step plan   RingCentral
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Date/teacher: 2/September Julio

Lesson 18: Handling Issues at Hotels	-Dealing with problems (room issues, reservations), expressing dissatisfaction. -Grammar Point: Conditional sentences for discussing hypothetical situations.	Client will effectively communicate issues, request solutions, and handle problems at hotels.	How to Apologize to a Client (With Email Template!)   The Muse  6 excellent apology emails to send to your customers   Front
Comments/ Suggestions for ne	xt lesson:		
Topic 7 - Exploring Chinese (	Culture		
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
Date/teacher: 9/4 Eka			
Lesson 19: Cultural Etiquette and Customs	-Greetings, gestures, cultural norms in China. -Grammar Point: Indirect questions for asking about customs and traditions.	Client will learn     about Chinese     cultural etiquette     and demonstrate     cultural sensitivity.	https://www.themuse.co m/advice/the-right-way-to -ask-for-help-at-work
Comments/ Suggestions for ne	xt lesson:		
Date/teacher: September 5TH,	Bernardo		
Lesson 20: Festivals and Celebrations	-Chinese festivals (Spring Festival, Mid-Autumn Festival), traditional celebrationsGrammar Point: Past continuous tense for describing ongoing actions in the past.	Client will discuss Chinese festivals, understand their significance, and engage in cultural conversations.	10 Ways To Help and Support Colleagues at Work   Indeed.com
Comments/ Suggestions for ne	xt lesson:		
Date/teacher: 21/September J	ulio OFF CURRICUL	LUM, REPEAT 22/S	<mark>eptember</mark>
Lesson 21: Traditional Cuisine and Dining Customs	-Chinese cuisine, dining customs, table mannersGrammar Point: Expressions of preference and opinion for discussing food.	Clientwill talk about Chinese dishes, understand dining customs, and participate in	How to Make, Accept and Reject Offers in English-Bespeaking Blog

		г	
		discussions about food.	
Comments/ Suggestions for nex	ct lesson:		
Week 8 - Review			
Aims: Review previous lesso	ns		
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
Date/teacher: 9/25 Roberto			
Lesson 22: Review week 1,2&3	• Review		
Comments/ Suggestions for nex	ct lesson:		
Date/teacher: October 4th / Ka	rel		
Lesson 23: Review week 4,5&6	• Review		
Comments/ Suggestions for nex	xt lesson:		
Date/teacher: October 5th, Pau	llina		
Lesson 24: Review week 7&8	• Review		
Client's comments about evalu	ation/next curriculum:		

Lesson 25: Final speaking evaluation -

Date/consultant: 10/9th – Eka - eval did not happen please DO IT NEXT CLASS

Observations:

Next curriculum (learner's path): 
B1 Project Management Curriculum - 1p summary

## **B1+ Presentations/Meetings LESSON PLANNING**

Student: Elena Pillado Classes per week: 4

Position: Coppel Buyer/Vendors Team

Level: B1 fluency A2 accuracy

Curriculum: 🖪 A2 Business Interactions 1 Curriculum - 1p summary

Current week: 8/8

### Decompress:

Here's the template: ■ Needs analysis/Decompress template

Notes on Client (Changes on new curriculum, suggestions, needs another curriculum, etc.):

### **Topic 1 - Projects**

**Aims:** Describing current projects you are involved in, your deliverables, people involved as well as past and future project your department is looking forward to initiating

TOPIC & CONTENT LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
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Date/teacher: 5/July Julio			
Lesson 1: Projects and deliverables	<ul> <li>Present Perfect</li> <li>Simple and Continuous</li> <li>Projects and deliverables</li> </ul>	Describe your current projects, deliverables and goals	

Comments/ Suggestions for next lesson:

Date/teacher: 6/July Julio			
Lesson 2: Staffing a project	<ul><li>Adjectives and Adverbs</li><li>Staffing</li></ul>	Discuss the people involved in your projects	Lesson 2: Staffing a project

Comments/ Suggestions for next lesson:

Date/teacher: 6/July Julio			
Lesson 3:Past and future projects	<ul> <li>Past tenses - simple and continuous</li> <li>Future tenses</li> </ul>	Explain and discuss your past and future projects	Lesson 3:Past and future projects

Comments/ Suggestions for next lesson:

### **Topic 2 - The concept of presentations**

**Aims:** Describe the components of a presentation, starting and ending a presentation and explaining the outline of a presentation

TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS

Date/teacher: 7/July Julio			
Lesson 4: Components of a presentation	<ul><li>Presentation etiquette</li><li>Sequencers</li></ul>	Describe the components of a presentation	
Comments/ Suggestions for ne	ext lesson:	•	•

# This LP to an A2 level was modified as requested to fit client's proficiency (11/07/23)

Date/teacher: 11 July '23 - k	xiva OFF CURRICULUM 12/July Julic		
Lesson 5: Offer your opinion on a project strategy	<ul><li>Grammar:Expressi ons for personal opinion</li><li>Vocabulary:</li></ul>	Client can give     positive and negative     opinions on project     strategies	
	opinions		
Comments/ Suggestions for	next lesson:		

Date/teacher: 14 July '23 - kiva	3			
Lesson 6: Identify areas of growth in a results presentation	• • polite	Grammar: modals Vocabulary: being	Client can politely point out areas of growth and suggest next steps	
Comments/ Suggestions for ne	xt lesson:	:	<u> </u>	

Week 3 - Proposing a project Aims:			
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
		•	

Date/teacher: 19/ July Julio			
Lesson 7: Describe your strategy for creating a project proposal	<ul><li>Grammar:</li><li>Prepositions of time</li><li>Vocabulary: time</li><li>expressions</li></ul>	Client is able to detail the strategy of a project	

Date/teacher: 20/ July Julio			
Lesson 8: Back up your proposal with substantial arguments	<ul><li>Grammar:</li><li>Argumentation</li><li>Vocabulary: useful expressions</li></ul>	Client is able to argue in favor of their proposal	
Comments/ Suggestions for ne	ext lesson:		

Date/teacher: 7/21 Eka			
Lesson 9: Give feedback on a coworker's presentation	<ul> <li>Grammar: Glving feedback</li> <li>Vocabulary: positive and negative feedback</li> </ul>	<ul> <li>Client gives         positive and         negative feedback         to others</li> </ul>	

Week 4 - Negotiation Aims:			
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS

Date/teacher: July 22nd, Bernardo			
Lesson 10: Analyze different negotiation strategies	<ul> <li>Grammar: cause and effect</li> <li>Vocabulary: negotiation steps</li> </ul>	Clients discuss and detail different negotiation strategies	

Comments/ Suggestions for next lesson:

Date/teacher: July 22nd, Bernardo

Lesson 11: Debate which strategy works best for a vendor/client/boss  Comments/ Suggestions for ne		Client is able to identify the best negotiation strategy for different situations	
Date/teacher: 25 July '23 - kiva			
Lesson 12: Useful vocabulary and	<ul> <li>Grammar: phrasal verbs / prepositions</li> <li>Vocabulary: useful expressions</li> </ul>	<ul> <li>Client is able to conduct a successful negotiation</li> </ul>	Role play
Comments/ Suggestions for ne	ext lesson:		
Week 5 - Presentation strategic Aims: TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
Aims:		PRODUCTION	MATERIALS / SKILLS
Aims:		PRODUCTION	MATERIALS / SKILLS
Aims: TOPIC & CONTENT		• Client is able to start a presentation adn give an overview of the topics covered	MATERIALS / SKILLS
TOPIC & CONTENT  Date/teacher: 27 July '23 - kiva Lesson 13: Start a	Grammar:     Intonation, tone and pace     Skills: intonation and pronunciation     Vocabulary:     presentations -     starting	Client is able to start a presentation adn give an overview of the topics	MATERIALS / SKILLS

Grammar: Word

choice

Lesson 14: Transmit ideas

Client is able to

successfully transmit ideas

	Vocabulary: strong verbs, adjectives and nouns	using powerful vocabulary	
Comments/ Suggestions for n	ext lesson:		
Date/teacher: July 29th, Jaim	e		
Lesson 15: Asking and answering questions	<ul> <li>Grammar:         questions forms</li> <li>Vocabulary:questi         ons</li> </ul>	Client is able to ask and answer questions related to a presentation	
		<del>.</del>	
Comments/ Suggestions for r	ext lesson:		
Comments/ Suggestions for r	ext lesson:		
	ext lesson:		
Topic 6 - RIsks Aims: Identifying the esse	ntial elements of a business pitch	n and creating your compan	ny's pitch while reframing
Topic 6 - RIsks	ntial elements of a business pitch	n and creating your compan	ny's pitch while reframing
Topic 6 - RIsks Aims: Identifying the esse your company's challenge	ntial elements of a business pitch s as positives		
Topic 6 - RIsks Aims: Identifying the esse your company's challenge	ntial elements of a business pitch s as positives LANGUAGE FOCUS		
Topic 6 - RIsks  Aims: Identifying the esse your company's challenge  TOPIC & CONTENT	ntial elements of a business pitch s as positives LANGUAGE FOCUS	Client is able to assess and evaluate risks associated with	
Topic 6 - RIsks  Aims: Identifying the esse your company's challenge  TOPIC & CONTENT  Date/teacher: July 31st, Bern Lesson 16: Evaluate risks	ntial elements of a business pitchs as positives  LANGUAGE FOCUS  ardo  Grammar: adverbs Vocabulary: risks	Client is able to assess and evaluate risks	

Date/teacher: July 31st, Bernar	do		
Lesson 17: Compare and manage risks	<ul><li>Grammar: discourse markers</li><li>Vocabulary: adjectives</li></ul>	<ul> <li>Client compares         <ul> <li>and manages risks</li> <li>related to their</li> <li>projects</li> </ul> </li> </ul>	

Comments/ Suggestions for next lesson:		

Date/teacher: August 1st, Be	rnardo		
Lesson 18: Declining a project because of risk	Grammar:     conditionals     Vocabulary: polite     declining	<ul> <li>Client is able to         politely decline a         risky project and         give arguments to         support the         decision</li> </ul>	

Comments/ Suggestions for next lesson:

# Topic 7 - Problem-solving

## Aims:

TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS

Date/teacher: 8/2 Eka (DNF	l) 3/august Julio		
Lesson 19: Solving a conflict between two co-workers	<ul><li>Grammar: phrasal verbs</li><li>Vocabulary: conflicts</li></ul>	Client is able to mediate in a conflict between other parties	

Comments/ Suggestions for next lesson:

Date/teacher: 8/4 Eka			
Lesson 20: Expressing disagreement to your boss	<ul> <li>Grammar : polite disagreement</li> <li>Vocabulary: useful expressions</li> </ul>	<ul> <li>Client is able to disagree politely</li> </ul>	

Comments/ Suggestions for next lesson:

Date/teacher: August 5th, Bernardo

Lesson 21: Giving motivation back to your team	<ul><li>Grammar: pitching</li><li>Vocabulary: useful expressions</li></ul>	<ul> <li>Client is able to motivate again a team after a conflict</li> </ul>	
Comments/ Suggestions for ne	xt lesson:		
Week 8 - Review Aims: Review previous lesso	ns		
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
Date/teacher: August 5th, Bern	ardo		
Lesson 22:	Presenting a project in a meeting		
Comments/ Suggestions for ne	xt lesson:		
Date/teacher: 8/august Julio			
Lesson 23:	<ul> <li>Negotiating the terms of the project</li> </ul>		
Comments/ Suggestions for ne	xt lesson:		
Date/teacher: 8/11 Eka (DNH)			
Lesson 24:	Dealing with risks and conflicts regarding the project		
Client's comments about evalu	uation/next curriculum:		

Lesson 25: Final speaking evaluation 12/August Julio

### RESTARTED SAME CURRICULUM

## **Topic 1 - Projects**

**Aims:** Describing current projects you are involved in, your deliverables, people involved as well as past and future project your department is looking forward to initiating

TOPIC & CONTENT LANGUAGE FOCUS PRODUCTION	MATERIALS / SKILLS
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Date/teacher: 7/21 Ryan			
Lesson 1: Projects and deliverables	<ul> <li>Present Perfect</li> <li>Simple and Continuous</li> <li>Projects and deliverables</li> </ul>	Describe your current projects, deliverables and goals	

Comments/ Suggestions for next lesson:

Date/teacher: 7/ 26 RYan			
Lesson 2: Staffing a project	<ul><li>Adjectives and</li><li>Adverbs</li><li>Staffing</li></ul>	Discuss the people involved in your projects	Lesson 2: Staffing a project
Comments/ Suggestions for ne	xt lesson:		

Date/teacher: 8/6 Ryan			
Lesson 3:Past and future projects	<ul><li>Past tenses - simple and continuous</li><li>Future tenses</li></ul>	Explain and discuss your past and future projects	Lesson 3:Past and future projects
Comments/ Suggestions for r	next lesson:		

## **Topic 2 - The concept of presentations**

**Aims:** Describe the components of a presentation, starting and ending a presentation and explaining the outline of a presentation

TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS

Date/teacher: 8/11 8/12 8/13	3 RYan off curriculum		
Lesson 4: Components of a presentation	<ul><li>Presentation etiquette</li><li>Sequencers</li></ul>	Describe the components of a presentation	
Comments/ Suggestions for ne	xt lesson:		

Date/teacher: 8/10 and 8/18 R	Yan			
Lesson 5: Starting and ending a presentation	•	Intonation & tone Useful phrases	How to start & end a presentation	
Comments/ Suggestions for ne	xt lesso	on:		

Date/teacher: 8/19			
Lesson 6: Introduction	<ul> <li>Phrasal verbs in meeting setting</li> <li>Vocab for starting a presentation</li> </ul>	Explain what your cover in your presentations	Lesson 6: Introduction
Comments/ Suggestions for ne	xt lesson:		

Topic 3 - Presentation interac	tions		
Aims: Keeping the attention d	luring a presentation, asking an	d answering questions on what y	ou hear
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
Date/teacher: 8/27			
	Phrases to command an audience	How to keep the focus on topic during a	Lesson 7: Components of a presentation

Comments/ Suggestions for next lesson:					
Date/teacher: 9/2 and 9/12 RYa	ın				
Lesson 8: Questions	Question formation	Discuss possible follow up questions of your presentation			
Comments/ Suggestions for nex	ct lesson:				
Date/teacher: 9/13 and 9/14 R\	⁄an				
Lesson 9: Answers	<ul><li>Answering strategies</li><li>Useful phrases</li></ul>	<ul> <li>Answer follow up questions about your presentation</li> </ul>	Lesson 9: Answers		
Comments/ Suggestions for nex	xt lesson:				
Topic 4 - Sharing information					
<b>Aims:</b> Give your opinion (agree, and clarify complex situations for	/disagree) on what has been said or outstanders	during the last meeting, give ide	eas or input during meeting		
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS		
Date/teacher:					
Lesson 10: Giving your opinion	<ul> <li>Modals (should, must, could, might)</li> <li>Agreeing and disagreeing</li> </ul>	Give opinion/ agree/disagree on what has been said during the last meeting			
Comments/ Suggestions for next lesson:					
Date/teacher:					
Lesson 11: Sharing ideas	Pitching - conditionals	Pitching ideas and sharing opinions			

	Expressing opinions				
Comments/ Suggestions for next lesson:					
Date/teacher:					
Lesson 12: Clarifying	<ul><li>Discourse markers</li><li>Tag questions</li></ul>	<ul> <li>Clarify complex situations for outstanders</li> </ul>			
Comments/ Suggestions for nex	ct lesson:				
Tonio F. Montings					
<b>Topic 5 - Meetings Aims:</b> Leading a meeting, partic or jump to a different topic.	cipating in a meeting and coverin	g some strategies how to politely	y interrupt, ask for clarification		
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS		
Date/teacher:					
Lesson 13: Meeting components	<ul><li>Meeting components and strategies</li><li>Conditionals</li></ul>	<ul> <li>Discuss meeting components and strategies</li> </ul>			
Comments/ Suggestions for nex	ct lesson:				
Date/teacher:					
Lesson 14: Leading a meeting	Starting and	Leading a successful			
	finishing a meeting • Leadership strategies	meeting from start to finish			
Comments/ Suggestions for nex	finishing a meeting  • Leadership strategies				

Lesson 15: Participating in meetings	<ul> <li>Interrupting politely</li> <li>Expressing your opinion</li> <li>Asking for clarification</li> <li>Changing the topic</li> </ul>	<ul> <li>Effectively participating in a meeting</li> </ul>	
Comments/ Suggestions for ne	xt lesson:		

# Topic 6 - Emails

**Aims:** Defining the differences between formal & informal emails, sending an email requesting, or rescheduling a meeting, and with the minutes of your last meeting

<b>TOPIC &amp; CONTENT</b>	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS

Date/teacher:			
Lesson 16: Formal and informal emails	<ul> <li>Formal and informal expressions for emails</li> <li>Business email structure</li> </ul>	Draft formal & informal emails	
Comments/ Suggestions fo	r next lesson:	·	

Date/teacher:				
Lesson 17: Requesting or rescheduling a meeting	<ul><li>Modals for offers/requests</li><li>Apologizing</li></ul>	Schedule and reschedule meetings		
Comments/ Suggestions for next lesson:				

Date/teacher:			
Lesson 18: Meeting minutes	<ul><li>Summarizing/being concise</li><li>Discourse markers</li></ul>	<ul> <li>Send a summary of your meeting to your team members/boss</li> </ul>	
Comments/ Suggestions for next	lesson:	<b>,</b>	

## **Topic 7 - Reporting data**

**Aims:** Focusing on numbers, tables, graphics and charts during meetings/presentations and describing and discussing these visuals

TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	IVIATERIALS / SKILLS

Date/teacher:			
Lesson 19: Reporting numbers	<ul> <li>Phrasal verbs for Statistics, percentages, trends</li> <li>Numbers - ordinal and cardinal, percentages,</li> </ul>	Discuss and report on numbers, percentages and trends	

Comments/ Suggestions for next lesson:

Comments/ Suggestions for next lesson:

Date/teacher:			
Lesson 20: Charts and graphs	<ul> <li>Phrasal verbs for describing visuals</li> <li>discourse markers</li> <li>Comparison and contrast</li> </ul>	Discuss and report on visuals	

Date/teacher:			
Lesson 21: Reports	<ul><li>Passive voice</li><li>Writing skills / reports</li></ul>	Draft a report on your project/presentation /meeting	

Week 8 - Review week: Project preparation			
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS

Date/teacher:				
Lesson 22: Review	Prepare a presentation on a current project		Conduct the Perfect Job Interview in Twelve Simple Steps https://www.linkedin.com/pu lse/20140210135852-200170 18-conduct-the-perfect-job-in terview-in-twelve-simple-step §	
Comments/ Suggestions for nex	xt lesson:			
Date/teacher:				
Lesson 23: Review	Question answering techniques			
Comments/ Suggestions for next lesson:				
Date/teacher:				
Lesson 24: Review	Reporting on presentations/meetings			
Client's comments about evaluation/next curriculum:				
Lesson 25: Final speaking evaluation -Final speaking evaluation -present your project, answer questions about your presentation and draft an email to report to your manager on the presentation meeting				
Date/consultant:				
Observations:				
Next curriculum (learner's path):				

PROJECT MANAGEMENT LESSON PLANNING				
Student: Elena Pillado Classes per week: Position: Level: B1 fluency A2 accuracy Curriculum: <u>B1 Project Manag</u> Current topic:	ement Curriculum			
Week 1 - Professional p	rofile			
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS	
Date/teacher: 5/09 Car	mille			
Lesson 1: Introduce yourself & describe your position	Grammar: Present tense/     Sentence structure with conjunctions      Vocabulary: Action verbs necessary for the position	Clients introduce themselves and describe their job	What is project management? (video)	
Comments/ Suggestions for ne	ext lesson:			
Date/teacher: 5/10 Ca	mille			
Lesson 2: Go over activities & responsibilities	<ul> <li>Grammar: Gerunds (for activities &amp; verbs that take gerunds)</li> <li>Vocabulary: work activities and responsibilities</li> </ul>	Clients talk about work activities and responsibilities	● Linkedin profiles	
Comments/ Suggestions for ne	ext lesson:			
Date/teacher: 5/12 Tere				
Lesson 3: Introduce your team members	<ul> <li>Grammar: Present</li> <li>Simple and Continuous</li> <li>Vocabulary:</li> <li>adjectives</li> </ul>	Clients are able to introduce others and describe their responsibilities	•	
Comments/ Suggestions for next lesson:				
Week 2 - Your company				
TODIC 9 CONTENT		PROPUCTION		

**TOPIC & CONTENT** 

**LANGUAGE FOCUS** 

**PRODUCTION** 

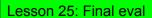
**MATERIALS / SKILLS** 

Date/teacher: 5/13th	Eka		
Lesson 4: Describe the evolution of your company	<ul> <li>Grammar: Past continuous vs past simple/ timelines</li> <li>Vocabulary: company history, time markers for the past</li> </ul>	Client presents the timeline of their company	
Comments/ Suggestions for ne	ext lesson:	1	
Date/teacher: 5/16th Alexis	5		
Lesson 5: Connect actions inside the company	<ul> <li>Grammar:</li> <li>Connectors (emphasize, addition, contrast,)</li> <li>Vocabulary:</li> <li>organizational structure</li> </ul>	Client describes the organizational structure of their company and how it is connected	• <u>Connectors</u>
Comments/ Suggestions for ne	ext lesson:		
Date/teacher: 5/17 Ter	e		
Lesson 6: Explain the relation with suppliers & clients	<ul> <li>Grammar: Modal verbs (possibilities &amp; requests)</li> <li>Vocabulary:work relationships</li> </ul>	•	• <u>Modal verbs</u> <u>exercises</u>
Comments/ Suggestions for ne	ext lesson:	-	
Week 3 - Current projec	ts		
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
Date/teacher: 5/18 Te	re		
Lesson 7: Explain the process when you start a project	<ul> <li>Grammar:         Modals/Connection         s words (cause &amp;         effects)</li> <li>Vocabulary:         projects</li> </ul>	Client discussed and describes a process of starting a project	<ul> <li>Six questions to ask before starting a big project.</li> </ul>
Comments/ Suggestions for ne	ext lesson:		
Date/teacher: 5/23rd	Alexis		
	Grammar:	Client describes and	• Good project

Date/teacher: 5/24 Antonio			
Lesson 9: Describe past & future projects	<ul> <li>Grammar: Past</li> <li>Simple vs Present Perfect/</li> <li>Future tense</li> <li>Vocabulary:</li> <li>adjectives, projects</li> </ul>	Client details past and future projects	•
Comments/ Suggestions for ne	ext lesson:		
Week 4 - Organizational	chart		
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
Date/teacher: 5/25th A	Mexis		
Lesson 10: Explain the hierarchy of your company - Who works where?	<ul> <li>Conditionals (0 &amp; 1st)</li> <li>Vocabulary: jobs and tasks</li> </ul>	Client details the hierarchy and structure of their company	<ul><li>Create organizational chart</li></ul>
Comments/ Suggestions for ne	ext lesson:		
Date/teacher: 5/26th A	Alexis		
Lesson 11: Explain who is responsible for what or in charge of	<ul> <li>Grammar: verb +</li> <li>Prepositions/ gerunds and infinitives</li> <li>Vocabulary: departments</li> </ul>	Client details the departments in their company and their duties	Draw the setup of your company
Comments/ Suggestions for ne	ext lesson:		
Date/teacher: 5/27th A	Mexis DNH- 5/30 Alexis		
Lesson 12: Compare different company structures	<ul><li>Grammar:</li><li>Comparatives &amp; superlatives</li><li>Vocabulary:</li><li>company structure</li></ul>	Client Compares  Different company structures (alcanza vs coppel) - what are the pros and cons?	
Comments/ Suggestions for next lesson: Elena did not attend for personal reasons. Feel free to use this LP or adapt it as you see fit.			
Week 5 - Meetings			
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
Date/teacher: Edgar 5/31st			
Lesson 13: Scheduling & rescheduling meetings	Grammar: Polite language (request & phrases)/ Preposition of time     Skill: More complex question formation	Client is able to schedule and reschedule appointments, discuss availability	<ul> <li>Meeting vocabulary</li> <li>Quiz meeting vocabulary</li> </ul>

	Vocabulary: meetings		
10 minutes earlier due to wor		s. of class because she was 10 minaratives and superlatives so we foin the next session.	
02/06/ Perla			
Lesson 14: Preparing a meeting	Grammar: : Phrasal verbs     Vocabulary: wants and needs	Client explains how they set up their meetings (wants & needs)	Article your     meetings stink &     what to do about it.
Comments/ Suggestions for ne	ext lesson:		
02/06/Perla			
Lesson 15: Having a meeting	<ul> <li>Grammar: Discourse markers / WH question forms</li> <li>Skill: participating in a meeting</li> <li>Vocabulary: meetings</li> </ul>	Client role plays participating in a meeting	<ul> <li>The most critical types of project management</li> </ul>
Comments/ Suggestions for ne	ext lesson:		
Week 6 - Let's hire som	eone!		
Date/teacher: 6/ 7 Maj	ia		
Lesson 16: Minimum vs preferred qualities (write a vacancy)	<ul> <li>Grammar: passive voice, Royal order of adjectives</li> <li>Skills: writing</li> <li>Vocabulary: skills hard and soft</li> </ul>	Client details and describes a job vacancy	<ul> <li>Job Description         <u>Vocabulary</u></li> <li>Job Description         <u>Template</u></li> </ul>
Comments/ Suggestions for ne	ext lesson:	1	
Date/teacher: 6/ 8 Rya	n		
Lesson 17: Job interview	Grammar: questions in passive     Vocabulary: job vacancy	<ul> <li>Client asks and answers questions for a job interview</li> </ul>	<ul> <li>Inclusive Language (extension activity)</li> </ul>
Comments/ Suggestions for ne	ext lesson:		
Date/teacher: 6/9 RYA	N		
Lesson 18: Evaluate candidates	Grammar: reported speech     Vocabulary: skills	Client evaluates potential candidates for a vacancy	
	SKIIIS	1	

Week 7 Projects 2.0 - ir	ito the deep		
TOPIC & CONTENT	LANGUAGE FOCUS	PRODUCTION	MATERIALS / SKILLS
Date/teacher: 06/13 R	oberto		
Lesson 19: Managing time	<ul> <li>Grammar: Second</li> <li>Conditional / prepositions of time</li> <li>Vocabulary: time management</li> </ul>	Clients discusses their time management and deadlines	Quiz vocab time management
Comments/ Suggestions for n	ext lesson:		
Date/teacher:06/14 R	oberto		
Lesson 20: Scopes and capabilities	<ul><li>Grammar: Tenses review (all)</li><li>Vocabulary: intensifiers</li></ul>	Client reflects on their scope and capabilities	<ul> <li>Avoid this time management mistakes</li> </ul>
Comments/ Suggestions for n	ext lesson:		
Date/teacher: 6/15th	Alexis		
Lesson 21:Risk and Result	<ul> <li>Grammar: will vs would/ conditionals review</li> <li>Vocabulary; predictions</li> </ul>	Client is able to discuss how to calculate cost, outcome and manage risks and results	How to prioritize your company's projects
Comments/ Suggestions for n	ext lesson:		
Topic 8 - Evaluation - Formal			
Date/teacher: 6/16th	Denisse		
Lesson 22: Evaluation prep	• Content from week 1-3	Explain who is involved in your current project	
Comments/ Suggestions for n	ext lesson:	l	
Date/teacher: 6/17 Ry	an		
Lesson 23: Evaluation prep	• Content from week 4-5	Explain the problems & solutions from your previous projects	
Comments/ Suggestions for n	ext lesson:		
Date/teacher: 7/5 7/	6 7/7 - 3 review lessons	off curric Ryan	
Lesson 24: Evaluation prep	• Content from week 6-7	<ul> <li>Explain the KPIs of your project</li> </ul>	Lesson 24: Evaluation prep
Comments/ Suggestions for n	ext lesson:	<u>L</u>	1



**B1+ Intermediate Business**