

**Группа:** ХКМ 2/1  
**Дата проведения:** 19.12.2022г.  
**Специальность:** 15.02.06 Монтаж и техническая эксплуатация  
холодильно-компрессорных машин и установок (по отраслям)  
**Дисциплина:** ОГСЭ.03 Иностранный язык  
**Тема занятия:** Знакомство. Установка контактов. Визитная карта.  
**Цели занятия:**

*Дидактическая:* - углубить и расширить знания и представления студентов по теме;  
*Развивающая:* - развивать творческий потенциал студентов;  
*Воспитательная* - воспитывать стремление к совершенствованию английского языка;  
: - воспитывать умение работать самостоятельно.

**Вид занятия:** практическое занятие

**Основная литература:**

Агабекян И.П. Английский язык для ссузов: учебное пособие. – Москва:  
Проспект, 2015. – 288 с.

**Дополнительная литература:**

Интернет-ресурсы.

**ДОМАШНЕЕ ЗАДАНИЕ:**

*1. Познакомьтесь с визитной карточкой и ответьте на следующие вопросы.*

<p><b><u>CONTINENTAL EQUIPMENT</u></b></p> <p><b><u>John G.Smith</u></b> Financial Director</p>
<p>9 North Road, Brighton, BN1 5JF, England Phone: (0273) 543359 Fax: (0273) 559364</p>

Whose card is this?  
Who is he?  
What company is he from?  
What city is he from?  
What is his telephone number?  
What is the address of his company?

## ***2. Запишите и выучите новые слова:***

to do business with – заниматься бизнесом  
business matters – деловые вопросы  
to make an appointment – назначать встречу  
to be interested in – быть заинтересованным в

## ***3. Прочитайте текст:***

Mr. Calder is a successful American businessman. He has been in business for about 13 years. His company produces good equipment. The equipment is sold well in his own country. But he needs more customers. He has an idea. Why not sell his equipment abroad? He began to look for new customers in foreign markets. He knows that it may take him months or years to become a successful exporter. He decided to go to DPR to get export orders.

Mr. Calder believes that one of the best preparations for a trip is reading magazines about the country to which he intends to go. He learned a lot about the economy, the country's trade, the main suppliers, customers, customs and traditions of the people.

Before he left for DPR he had contacted the commercial representatives of his country in Ukraine to get some information about the market and import duties.

His secretary booked tickets, a room at a hotel and made some business appointments for her boss.

Mr. Calder is an experienced businessman and he hasn't forgotten to get letters of introduction, lots of business cards and pictures of the equipment and his plant.

Mr. Calder has arrived in Donetsk to discuss some business matters with the people of the plant. The company is interested in buying Mr. Calder's equipment.

## ***4. Choose the right answer:***

1. Mr. Calder is ...
  - a) a successful British businessman.

- b) a successful American businessman.
  - c) a successful Australian businessman.
2. He has been in business for about ...
- a) 12 years.
  - b) 15 years.
  - c) 13 years.
3. His company produces ...
- a) equipment.
  - b) coal.
  - c) furniture.
4. He began to look for ...
- a) for new customers in foreign markets.
  - b) for new sellers in foreign markets.
  - c) for new buyers in foreign markets.
5. He decided to go to ...
- a) DPR to get export orders.
  - b) Russian to get export orders.
  - c) DPR to get import orders.
6. Mr. Calder believes that one of the best preparations for a trip is ...
- a) reading magazines about the country to which he intends to go.
  - b) watching news about the country to which he intends to go.
  - c) reading booklets about the country to which he intends to go.
7. He learned a lot about ...
- a) the political system.
  - b) the economy and the country's trade.
  - c) the customs and traditions.
8. His secretary booked ...
- a) a room at a hotel for her boss.
  - b) two rooms at a hotel for her boss.
  - c) tickets and made some business appointments for her boss.
9. The company is interested in...
- a) buying Mr. Calder's furniture.
  - b) buying Mr. Calder's equipment.
  - c) selling Mr. Calder's equipment.

**5. *The following sentences describe the events of the story. Read the story again and number the events in the order they appear in the text.***

- 1. Mr. Calder decided to go to DPR.
- 2. Mr. Calder has been a successful American businessman for about 13 years.
- 3. Mr. Calder arrived in Donetsk.
- 4. He is going to sell his equipment in foreign markets.

5. He looked through a lot of magazines about the country.
6. Mr. Calder's secretary booked tickets, a room at a hotel, and some business appointments for her boss.

**6. Составьте диалог из данных фраз:**

- \_ Have you got any refrigerators IPD Mode 245?
- \_ Sundel, Electrotech Sales Manager. Can I help you?
- \_ Yes, we have, but we have had a lot of orders for this model.
- \_ A month.
- \_ Good afternoon, Mr. Sundel. This is Mr. Hart from Cantina Hotel speaking.
- \_ What is its price?
- \_ I am not sure. I should consult with our Financial Manager.
- \_ Its retail price is \$460 per unit.
- \_ What is the discount for a lot of 100 units?
- \_ Is there a discount if I pay cash?
- \_ Usually we give a 5 % discount.
- \_ What is the minimum time for delivery?

**7. Сделайте скрин выполненной работы и пришлите (не забывая указать фамилию, группу, число за которое сделали домашнее задание):**

**<https://vk.com/id34189235>**