

Ana Cecilia Stamatis

Curriculum: [Conversation Business Curriculum 1p summary](#)

HOLA !!! NO USO EL WHATSAPP, FAVOR DE MANDARME EL LINK A MI MAIL, GRACIAS.

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Remotes:

- [Ana Cecilia Stamatis](#)

Date / Consultant: **Sep 26, 2025 Bernardo**

Lesson number/week: 11-4

Topic: Artists and music scene

Catch-up/Homework review:

Workspace:

Here's the link: <https://meet.google.com/eer-cjcf-sce>

What kind of music do you like?

Oasis

Zoe

Commercial music: justin bieber, rihanna

Andrea Bocelli

<https://radio.garden/visit/sparti/hOsAOtZy?hl=es>

Let's compare it, remember the rules:

COMPARATIVE & SUPERLATIVE ADJECTIVES

test-english.com

1 SYLLABLE + -ER/-EST	OLD	OLDER	THE OLDEST
	CHEAP	CHEAPER	THE CHEAPEST
	HIGH	HIGHER	THE HIGHEST
1 SYLLABLE CONS.-VOWEL-CONS.	HOT	HOTTER	THE HOTTEST
DOUBLE CONSONANT + -ER/-EST	BIG	BIGGER	THE BIGGEST
	THIN	THINNER	THE THINNEST
2 SYLLABLES ENDING -Y*	HEALTHY	HEALTHIER	THE HEALTHIEST
-Y → -IER/-IEST *ADVERBS → MORE/MOST MORE SLOWLY (NOT SLOWLIER)	HAPPY	HAPPIER	THE HAPPIEST
	NOISY	NOISIER	THE NOISIEST
2 OR MORE SYLLABLES	FAMOUS	MORE FAMOUS	THE MOST FAMOUS
MORE/MOST + ADJECTIVE	GENEROUS	MORE GENEROUS	THE MOST GENEROUS
IRREGULAR ADJECTIVES	GOOD	BETTER	THE BEST
	BAD	WORSE	THE WORST
	FAR	FARTHER FURTHER	THE FARTHEST THE FURTHEST

Let's do an exercise to reinforce: [Comparative and superlative adjectives and adverbs - Page 3 of 3 - Test-English](#)

Now compare the music that you like now with the music you previously liked.

When I was a teenager, I listened to NSYNC and Mariah Carey music. I really didn't like it because everybody was listening. They are more famous at the time. I am happier to listen to Andrea Bocelli nowadays.

Andrea Bocelli is more classical than NSYNC. He is a better singer than everybody. Mariah looks bigger than before.

I prefer to go to a concert to listen to AB instead of MC or Nsync because he is the most talented singer in the world.

Errors/Opportunity for growth/Pronunciation/Feedback:

Vocabulary/Phrases:
[Merriam-Webster](#)

Homework:

Send me a comparison of the music that you listened to when you were a child and what you liked in your teenage years.

Date / Consultant: Sep 25, 2025 Bernardo

Lesson number/week: 10- 4

Topic: Respecting free time and work time

Catch-up/Homework review:

It will be more efficient than today with the results of some information we need on time.
We have more data, so it will be for better results.
We can consult the AI and the it can tell us something, if it's a good opportunity or not.
We are going to use more technology, our office tools will change.

Flaky

Workspace:

Here's the link: <https://meet.google.com/yzm-usfn-myb>

What would you do...

If you had more free time
I will have my own business, I will sale Asian products

If you completed work in less time...

I'm taking some courses to be more prepared and to learn about AI, I will start my master.

SECOND
conditional

If I won the lottery,

I would travel a lot.

If they sold their house, they would be rich.

PAST SIMPLE

+

WOULD + VERB

USES: Hypothetical or unlikely situations.

Unreal or improbable situation now or in the future.

If I completed my project in 50% less time, I would have time to do another thing.

*If I **ran** a race, I **would be** prepared for a marathon.*

If I ate a lot of sugar, I would be sick.

*If you **came** to CDMX, you would **teach** in person classes*

*If I **lived** in CDMX, I would **meet** you.*

*If you **invested** in an apartment, you would sell it for a profit.*

*If I **did** a master, I would have more qualifications*

*If Bernardo **spoke** German, he would be a better teacher.*

Tell me about a hypothetical situation, if you had another career/ lived in another country (use the past accordingly)

If I lived in Madrid I would travel all over Europe, also I would visit Greece's beaches. So It would happen if I had the residence to apply for another business. On the other hand If I lived in Europe I would learn other languages like Italian or French. Finally If I lived in Madrid I would visit my foreign castle and travel with my amazing husband.

Errors/Opportunity for growth/Pronunciation/Feedback:

Vocabulary/Phrases:
[Merriam-Webster](#)

Homework:

Take a look at the article, tell me about the hypothetical scenarios where you can use AI in your position

[Retail buyers are reacting to tariffs with AI and early orders | Supply Chain Dive](#)

Date / Consultant: Sep 23, 2025 Bernardo

Lesson number/week: 9-3

Topic: The future of technology

Catch-up/Homework review:

They are not prescription glasses

Workspace:

Here's the link: <https://meet.google.com/pwe-wnxa-pmh>

Let's talk about the future, what do you think will happen with most of the jobs in 20 years?

The demand of people increase but in 20 years they prefer robots instead of humans

Only in the countries that has development the technology

Manufacturing jobs, warehouses, logistics, machine controls in time and delivering

There are less sales people at the stores, they want people on the sales floor

Wwe have a system to buy at the store, good visual merchandising

Buyers- less national buyers mixing international and national buyers: using gemini and AI to write a good email for vendors

I will be... rich, healthy, in a city

surveys

sales people

Used to

Let's watch something in regards to that: Bill Gates on navigating an AI future (keep an eye on future expressions)

Replacing humans to codings tasks	Fewer programers
Bring information of questions	

Is going to mean

Blue collar vs white collar

What do you think is gonna happen?

Gates said that

Blue collar- building the robots

White collar-

Switzerland

We'll be prepared

Use some dat ato implement

Bench marking

*E commerce doesn't have revenue, 3p
The responsible of everything
In the future we have to invest to create huge technology*

**Errors/Opportunity for
growth/Pronunciation/Feedback:**

Vocabulary/Phrases:
[Merriam-Webster](#)

Homework:

Tell me another prediction on a voice message!

Date / Consultant: Sep 19, 2025 Bernardo

Lesson number/week: 8-3

Topic: Current technology topics

Catch-up/Homework review:

Workspace:

Here's the link: <https://meet.google.com/biq-exuu-cah>

How did the technology tools have change in you job?

It had changed when we lived the pandemic the company bought a strong software to sell more products online and the company hired a lot of ecommerce position.

The one that I have recently is gemini. When someone made a calendar, when we are done with the meeting **Gemini** sends us the minutes. It's helpful if I use Gemini.

About the season, quality, design, colors

If the **AI has** a lot of data, it may take decisions

Square shaped

They don't think outside of the box

Let's rethink the tenses

Past simple (20 YEARS AGO)

The meetings **were** in person or a phone call.

Present perfect (recently)

The meetings **have changed /t/** to video calls.

The company didn't <u>invest</u> in recruitment	The number of employees has increased now a days
The company didn't <u>have</u> a software	The company hasn't had a new software in 20 years
The company didn't change the CEO The company didn't change the offices	The company hasn't changed the CEO this year The company hasn't changed the offices
Coppel didn't have a webpage to sell products	Coppel hasn't had a webpage to sell products Coppel hasn't recruited for the ecommerce department
Did you brush your teeth?	Question: Have you brushed /T/ your teeth?

Tell me about how the new tech (CRM, AI, AUTOMATIONS, AGENTS) are changing the way we work, contrast before vs now.

*In the automations we **didn't have** Gemini to implement in our business. Recently, we **have implemented** Gemini to do the minutes and to improve email communication.*

<u>Errors/Opportunity for growth/Pronunciation/Feedback:</u>	<u>Vocabulary/Phrases:</u> Merriam-Webster
<u>Homework:</u> Think of another aspect and send me and audio via WA	

Date / Consultant: **Sep 17, 2025 Bernardo**

Lesson number/week: 3-3

Topic: The impact of technology on modern society

Catch-up/Homework review:

Workspace:

Here's the link: <https://meet.google.com/zfd-xicf-cps>

How is AI helping in your job?

AI - email summary
Leveling up the skills
It could be dangerous

<https://www.cam.ac.uk/stories/AI-and-the-future-of-work>

Cause and Effect

- Because
- therefore
- so
- as a result
- hence

Contrast

- However
- but
- conversely
- nevertheless
- still

Time Sequence

- Then
- next
- after
- before
- afterward

Emphasis

- Indeed
- in fact
- certainly
- surely
- obviously

Leavell - long iiiii

Meat

Leave - live -

threats - treats

Let's connect some ideas based on this article: [AI and the future of work](#)

Errors/Opportunity for growth/Pronunciation/Feedback:

Vocabulary/Phrases:

[Merriam-Webster](#)

Hesitant

Homework:

Send me an audio explaining your prediction of workplace integration of AI. Use at least 3 connectors.

Date / Consultant: Sep 11, 2025 Bernardo

Lesson number/week: 6-2

Topic: International business culture, are we different?

Catch-up/Homework review:

Rollover
Order
Customs

Workspace:

Here's the link: <https://meet.google.com/spp-sjfg-pqi>

How can you explain Mexican business culture to a foreigner?

It depends if its the North or the South

North: we are focused, direct we want to do business in time: we close the deal or we have a deadline.

We have some people that they take advantage in some point that you will chek again. To have written agreement. Check the if is an established company. Serious business. Make sure the product works and having some references.

In CDMX, because we have more international companies, we are on time, very formal, we continue with meeting and follow ups.

But, they have a bad perspective with the local people. They take advantage and they are not honest or serious.

Let's check some useful modal verbs to explain what is allowed or not.

COULD - You **could** dress formally and bring a jacket and an umbrella. - open to choose (possibility)

CAN - You **can** dress formally and bring a jacket and an umbrella. Opportunity (stronger possibility)

SHOULD - You **should** dress formally and bring a jacket and an umbrella. - direct recommendation

MUST - You **must** dress formally and bring a jacket and an umbrella. (obligation)

Let's rollplay it! Imagine that I'm coming from a different country and you have to explain the business etiquette.

Youn must take notes, and you must do the minute

Errors/Opportunity for growth/Pronunciation/Feedback:

Terrific = fantastic
Horrible

Vocabulary/Phrases: [Merriam-Webster](#)

Acquaintance
They go around the bushes

Homework: Read the following and send me and audio (3 min) explaining the contrast between Mexico and other countries. [Cultural behaviour in business](#) | [LearnEnglish](#)

Date / Consultant: Aug 29, 2025 Edgar

Lesson number/week:

Topic Mexican business culture

aim:

Catch-up/Homework review:

Workspace:

Here's the link: <https://meet.google.com/kff-nirk-tib>

Hello Ana Cecilia, how have you been?

Warm up/Review: How was your presentation?

What is the image that you have of Mexican Business Culture?

How different do you think are American and Mexican Companies?

1. Work Ethics

- **Mexico:** Work culture values personal relationships and trust. Employees often expect a warm, friendly environment where loyalty to the company is highly valued.
- **U.S.:** Work culture is typically more individualistic and performance-driven. Productivity, efficiency, and results are prioritized over personal relationships.

2. Workplace Traditions

- **Mexico:** Hierarchical structures are common, meaning decisions are often made at the top. Respect for seniority and authority is crucial. Meetings may start with casual conversation before business discussions.
- **U.S.:** Flatter organizational structures are more common, allowing for more open discussions between employees and management. Meetings are typically direct and to the point.

3. Time Management & Work Hours

- **Mexico:** Punctuality is important but often flexible, especially in informal settings. Long working hours are common, sometimes exceeding the legal limit. Lunch breaks can be extended.
- **U.S.:** Punctuality is strictly enforced. Work hours are generally more structured, with an emphasis on work-life balance in some industries.

4. Holidays & Time Off

- **Mexico:** Paid time off is relatively low (typically 12 vacation days in the first year), but there are many national holidays, including **Día de los Muertos, Independence Day, and Día de la Virgen de Guadalupe**. Some companies close early on special days.
- **U.S.:** Vacation days vary by company, but employees often receive at least **10 vacation days**. Public holidays like **Independence Day, Thanksgiving, and Christmas** are widely observed, though fewer official holidays exist compared to Mexico.

5. Work-Life Balance

- **Mexico:** Social interaction and family life play a significant role in professional relationships. Many employees enjoy after-work gatherings with colleagues.
- **U.S.:** Work-life balance is increasingly emphasized, with flexible schedules and remote work options growing in popularity. However, there is also a strong culture of productivity and ambition.

6. Employee Benefits & Job Security

- **Mexico:** Employees receive benefits such as **Aguinaldo (year-end bonus), social security, and profit-sharing (PTU)**. Job stability is valued, and dismissing employees can be more difficult.
- **U.S.:** Benefits depend on the employer, with some offering healthcare, retirement plans, and bonuses. At-will employment is common, meaning employees can be terminated more easily.

What are Comparatives and Superlatives?

Errors/Opportunity for growth/Pronunciation/Feedback:

Vocabulary/Phrases:
[Merriam-Webster](#)
Lawsuit-Demanda

Homework:

Date / Consultant: Aug 26, 2025 Bernardo

Lesson number/week: 4-2

Topic: Current state of Mexican market

Catch-up/Homework review:

Profitable
Cheap
Gamify shopping experience
PDD Holdings
groundbreaking

Workspace:

Here's the link: <https://meet.google.com/wqu-mfmv-heg>

Let's take a look at the effects of tariffs on imports:

[Mexico's New Tax Rules: How They Affect Shein, Temu, and AliExpress Orders - La Revista Binacional](#)

Let's talk about the current policies and compare them against the usual ones.

What's happening right now:

The United States is adding or introducing taxes on products shipping from China, As a consequence of this, the consumer is paying more for the value of the product.

Usually the tariffs in Mexico, Canada and the US depend on the cost, if the product is \$50 you don't pay tax, yet if it is 50 and 117, you pay 17 percent. On the other hand if it is more than 117 the tax will be 19%

Errors/Opportunity for growth/Pronunciation/Feedback:

Vocabulary/Phrases:
[Merriam-Webster](#)

Remember connectors:
On the other hand, yet,

Turf
Midst

Homework:

Send me an audio explaining what we are expecting for the upcoming months sales and how you think they are related to the article we read. (3 min)

Date / Consultant: Aug 14, 2025 Bernardo

Lesson number/week: 3-1

Topic: presentation practice

Catch-up/Homework review:

Drainage

Workspace:

Here's the link: <https://meet.google.com/imo-ucxw-tuo>

Let's check your presentation

How to highlight the important things:

Objectives (the message: what I want to tell them): two options new vendor and following up

New vendor:

*Showing them the **strongness** of our business:
we are the **biggest** and **pitching the brand**
(Coppel):*

- Sales figures
- Brands: our, domestic, and international
- Good opportunity of business partner
- Customer's aspiration, we sell to low income households
- US vendors - sales figures (Important: pieces of products sold- our brands; sale price: average retail price, average sales, money related items)
- Business lines opportunities, invite them to offer.
- Ecommerce
- Logistic network
- Financial services importance: afore and banking services
- Continuous investment (depending on the vendor)

Following up with previous vendors:

The overview
Mason - construction workers

Women
Shirts

Next class: Article about fashion or women trends

Reading the SALES

**Errors/Opportunity for
growth/Pronunciation/Feedback:**

Vocabulary/Phrases:
[Merriam-Webster](#)
Bankrupt

Homework:

Discussing the video: https://youtu.be/yyQFP3Ng_dg?si=N9Y57TECesdkZwey

Date: / Consultant: August 12th, 25/Edgar

Lesson number/week: 1/1

Topic: Presentations

Aim:

Catch up/Homework review:

WORKSPACE:

Hello Ana Cecilia, nice to see you again!

Link here: <https://meet.google.com/dys-kkik-dva?authuser=0>

How are you today?

Warm up/Review: Phrasal Verbs Practice!

Kick off: To start something.

Call off: To cancel something that was planned. Examples: The meeting was called off due to an emergency.

Follow up: To check on or review something after an initial action.

Back up: To support or provide evidence for something.

Set up: To arrange or organize something.

Break down: To analyze something in detail.

Choose 5 of these phrasal verbs and make sentences with them.

Ex: On Monday I always set up the training for the rest of the week.

How to write a captivating presentation:

1. Tell your audience who you are/Context or background
2. Share what you're presenting
3. Let them know why it is relevant
4. Tell a story
5. Make an interesting statement
6. Ask for audience participation

What is intonation?

Why is it important?

Would you say intonation is important when managing a team? In what situation?

Grammar Practice: What are Tag Questions?

Are you ok?-Normal question

You are ok, aren't you?-Tag question

Verb Tense	+ sentence → - tag	- sentence → + tag
Present be	She is American, isn't she?	She isn't American, is she?
Present simple	You study English, don't you?	You don't study English, do you?
Past simple	You were at home, weren't you?	You weren't at home, were you?
Past continuous	Tom was watching TV, wasn't he?	Tom wasn't watching TV, was he?
Present Perfect	He has written 5 letters, hasn't he?	He hasn't written 5 letters, has he?

Checking Understanding:

- "We're on the same page with this, aren't we?": (Positive statement, negative tag)
- "This is clear, isn't it?": (Positive statement, negative tag)
- "You can see the graph, can't you?": (Positive statement, negative tag)
-

Encouraging Interaction:

- "The results are quite impressive, aren't they?": (Positive statement, negative tag)
- "We're all excited about this project, aren't we?": (Positive statement, negative tag)
-

Using with "Let's":

- "Let's take a break, shall we?": (Special case, always uses "shall")

Errors/Opportunity for growth/Pronunciation/Feedback:

- *Alliance-Alliances
- *Leader/Leading
- *Following up

Ed pronunciation:

Pronunciation of ED

/id/	/t/	/d/
T wanted D needed	P helped K looked F sniffed GH laughed SH washed CH watched SS kissed C danced X fixed	L called N cleaned R offered G damaged V loved S used Z amazed B rubbed M claimed
VOICELESS		VOICED *

* Voiced Sound
= uses the vocal cords and they produce a vibration or humming sound in the throat.
(Touch your throat to feel it)

Words that end in a vowel sound use the /d/ pronunciation for ED.
e.g. -- followed -- enjoyed -- played -- tried -- continued

Woodward ENGLISH

The pronunciation of words ending in ED depends on the final consonant sound. There are three ways to pronounce ED at the end of a word in English:
/id/ /t/ /d/

www.grammar.cl www.woodwardenglish.com www.vocabulary.cl

Vocabulary/Phrases:

Homework: Practice ed pronunciation. Mainly with the verbs in your presentation.

Date: / Consultant: August 6, 25/Tere

Lesson number/week: 1/1

Topic: Presentations

Aim:

Catch up/Homework review:

WORKSPACE:

SEQUENCERS

First	Later	Furthermore
Second	Then	Moreover
Third	Subsequently	In addition
Finally	First of all	Also
Next	By the time	In conclusion
Meanwhile	Eventually	To summarize
After	At last	Afterwards
Before	At the end	In the end

EXERCISE 1. Describe a personal project you have for this year or the coming one. Use sequencers to point out each of its stages.

PROJECT	
Plan phases	Go to London with my mom
Timeline	In August 2026
Needs	First of all buy the tickets and rent an airbnb or a hotel
Resources	Money, savings
Staff needed (if required)	Passport

PHASES

1. First, buy the tickets and rent an airbnb or a hotel.
2. By the time, plan the trip schedule.
3. Meanwhile, I read a book about the city.
4. Next, check the weather and decide on clothes.
5. Later, purchase event tickets.
6. Finally, get the transportation to the airport.

HOW TO START A PRESENTATION

EXERCISE 1. Look at the ways to start a presentation effectively. Discuss what each of them means.

- a problem
- amazing facts
- a story

EXERCISE 2. Look at the phrases below and match them to the techniques in the previous exercise.

- a) Have you ever wondered why it is that...?
- b) You may have heard about...
- c) According to a new study...
- d) I read somewhere the other day that...
- e) Have you ever been in a situation where...? I remember when...
- f) How many of you have ever...? Do you think it's possible?
- g) Did you know that...?

Errors/Opportunity for growth/Pronunciation/Feedback:

Vocabulary/Phrases:

Homework:

Date / Consultant: Aug 5, 2025 Bernardo

Lesson number/week: 00-00

Topic: decompress

Catch-up/Homework review:

Range of age
Environmental verification
Hesitation

Workspace:

Here's the link: <https://meet.google.com/ssy-xtew-rpp>

What do we focus on?

Meeting next Thursday: *Coppel at a glance*, practicing a presentation the following 3 days: then explaining the system; article discussion (business updates trends, companies; economics, politics)

What goals do you have for the future (language)?

Pronunciation, speak, fluency. Building up vocabulary.

Presentation for vendors and new clients:
The products with the biggest revenue are the cellphones and motorcycles

**Errors/Opportunity for
growth/Pronunciation/Feedback:**

Vocabulary/Phrases:
[Merriam-Webster](#)

Homework: