

## ABCS 8-Week Timeline

### Week 1

Introductions

Diagnostic: listening and speaking

Introduction: Case Study: Harvard Case Method clip from youtube.com

Read Chapters 1-3 in book and summarize

Students summarize a current business/economic issue 1-2 minutes to class. Then they can send teacher a voice recording.

Teacher: Identify pronunciation/intonation weaknesses. Provide specific feedback and copy tutor.

Pronunciation and Intonation: syllable stress: Word stress in sentences.

Listening: Apprentice: Segment 1 "Lemonade" or Shark Tank Lipstix

### Remix

Assign Case 1 over weekend: "The Team that Wasn't"

Socio-linguistic skills: agreeing, disagreeing, giving and asking for opinion,

### Week 2

Student reports on current business event. (choose 2-3 students each day). Work on summarizing information, explaining key vocabulary, etc.

Case: "The Team that Wasn't: Students analyze information in groups.

Case is discussed as a whole class w/ teacher asking questions.

Role Play: "The Team that Wasn't"

Pronunciation: **Numbers**: How to say them; how to write them; how to hear them. Ongoing work with tutors.

Case: "Kay Sunderland" (students will need to purchase this case on their own.

Socio-linguistic skills: expressing anger/disappointment, offer suggestions, clarify, express surprise, etc.

### Week 3

Student reports on current business event. (choose 2-3 students each day). Work on summarizing information, explaining key vocabulary, etc.

Analysis: Sunderland Case:

Business Concepts: Push/Pull; Personal and Professional Currency, etc.

Role Play: Sunderland

Socio-linguistic skills: finding common ground; expressing concern/anger

Small group analysis for Sunderland Case

Graded Listening Activity: Continue with Apprentice OR Shark Tank OR How I Made My Millions OR TED TALKS

Students get approval for Discussion Topics

### Week 4

Discussions: Teacher demonstrates how to lead a Discussion and how effectively manage people in a group.

Socio-linguistic skills: getting others to participate, add, clarify, hypothesize, Students bring in topic/s for teacher approval for Discussion topic.

Student Discussions 1-2 each day. (student has 15 min. to present info; 15 min. to lead a discussion on topic.

Graded Listening Activity: Writing numbers, Dictation using target business vocab.

Pronunciation/Stress and Intonation Practice in WORDS and SENTENCES: Select student errors, vocabulary from cases. Use as practice.

#### Week 5

Case: Malaysia (In Case Studies book---Chapter 4 guides students through it; Case is near the back of the book. Use both to support content understanding.

Groups Discuss/Analyze case

Student Discussions Continued

Graded Listening Activity: Continue with Apprentice OR Shark Tank OR How I Made My Millions OR TED TALKS

Graded Listening: Numbers and dictation using target vocab. from Malaysia case.

#### Week 6

Discussions

Listening: Graded listening activity

Case for Final: Lady Gaga or LeBron James

Review Stress and Intonation rules and pronunciation of key business terms from the session.

#### Week 7

One More graded Listening activity

Dictation Quiz: Using terms/Vocabulary

Final COMPASS exam.

Evaluations

Final Oral exam: 1) Questions related to case and 2) stress and intonation on word and sentence level.

#### Week 8

Graded listening Activity: Costco Craze

Discussions

Role Play: Negotiation

Course Evaluation