



Universidad Nacional José Faustino Sánchez Carrión

Facultad de Ciencias Empresariales

ESCUELA PROFESIONAL DE NEGOCIOS INTERNACIONALES

SILABO POR COMPETENCIAS

INGLES III.

DOCENTE:

2017 - II

SILABO POR COMPETENCIAS

I. INFORMACION GENERAL DEL CURSO

LINEA DE CARRERA	NEGOCIOS INTERNACIONALES
CURSO	INGLES II
CODIGO	256
HORAS	2 HT + 2 HP = 4 HT
CICLO	III

II. SUMILLA Y DESCRIPCION DEL CURSO

The subject of English II is theoretic and practice. Its importance is fundamental in professional development in today globalized world. the purpose of the courses is to strengthen and reinforce in students the knowledge acquired in the English language. Students will learn and develop specialized technology technical vocabulary, related the language skills with business activity and its context.

the contents have been divided into for teaching units: advertising, culture, employment, trade and quality.

III. CAPACIDADES AL FINALIZAR EL CURSO

	CAPACIDAD DE LA UNIDAD DIDACTICA	NOMBRE DE LA UNIDAD DIDACTICA	SEMANAS
UNIDAD I	To identify the intent of the speaker in a business context infers the meaning of written texts. Discriminates relevant information. Use varied expressive resources strategically.	ADVERTISING	1,2,3,4
UNIDAD II	To predict and understand a variety of texts related to culture. participates in the organization and planning of a presentation respecting the grammar rules applied.	CULTURE	5,6,7,8
UNIDAD III	To produce a variety of texts with adequacy, cohesion, coherence and correction on specific issues taking into account the communicative purpose.	EMPLOYEMENT	9,10,11,12
UNIDAD IV	to read texts and plan their participation in various contexts and for different purposes in using a formal language.	TRADE AND QUALITY	13,14,15,16,

IV. INDICADORES DE CAPACIDAD AL FINALIZAR EL CURSO

N°	INDICADORES DE CAPACIDAD AL FINALIZAR EL CURSO
1	Elabora preguntas y respuestas.
2	Deducen mensaje de diferentes textos orales
3	Completa información específica según lo comprendido
4	Responde preguntas sobre la información recibida
5	Hace uso de una correcta pronunciación
6	reconoce el protocolo comercial de los Estados Unidos
7	Diferencia el uso de las estructuras del presente simple y presente progresivo
8	Reconoce la intención del emisor un texto oral
9	Deduca el mensaje de textos escritos
10	Escucha Atentamente sus compañeros
11	Utiliza el vocabulario de “Company structure” en sus textos orales y escritos
12	Responde preguntas sobre la información recibida
13	Identifica prefijos y los hace para completar textos
14	Intercambia la información oportuna con su interlocutor
15	Utiliza diferentes estructuras gramaticales y léxicas según la situación comunicativa
16	identifica gerundios e infinitos

V. DESARROLLO DE LAS UNIDADES DIDACTICAS						
Unidad Didáctica I: ADVERTISING	CAPACIDAD DE LA UNIDAD DIDACTICA I: To identify the intent of the speaker in a business context infers the meaning of written texts. Discriminates relevant information. Use varied expressive resources strategically.					
	S E M.	CONTENIDOS			ESTRATEGIA DIDACTICA	INDICADORES DE LOGRO DE LA CAPACIDAD
		CONCEPTUAL	PROCEDIMENTAL	ACTITUDINAL		
	1	Good and bad advertising. Advertising media and methods.	Speaking share information about a new product. Listening listen carefully to their classmates.	participates in dialogues with interest and enthusiasm. respect the conventions of interpersonal and group communication.	group work brainstorm intended dialogue	makes questions and answers deduces different message witten texts. uses a correct pronunciation.
	2	Articles: A, an, the. Presntation “advertising a new product”.	Writing use the appropriate grammar to write a text. reading read and answer questions using the appropriate gramar.	cooperates to make example on the subject value learning developed in class.	presentations production of Texts role play	makes a presentation about “advertising”.
	3					
EVALUACION DE LA UNIDAD DIDACTICA						
	EVIDENCIA DE CONOCIMIENTOS	EVIDENCIA DE PRODUCTO		EVIDENCIA DE DESEMPEÑO		
	oral and written evaluation of the teaching unit: participation in each class performed.	Presentation: “advertising”		Puntual attendance and active participation in the development of the unit.		

VI. DESARROLLO DE LAS UNIDADES DIDACTICAS						
CAPACIDAD DE LA UNIDAD DIDACTICA II: To predict and understand a variety of texts related to culture. participates in the organization and planning of a presentation respecting the grammar rules applied.						
Unidad Didáctica II: CULTURE	S E M.	CONTENIDOS			ESTRATEGIA DIDACTICA	INDICADORES DE LOGRO DE LA CAPACIDAD
		CONCEPTUAL	PROCEDIMENTAL	ACTITUDINAL		
	2	Vocabulary idioms Culture advice. Lenguaje: advice, obligation and necessity Presentation: "culture".	Speaking Share information about culture from different countries. Listening Listes to a vocabulary related business Topics. Reading read with appropriate entonation. Writing Use: should, must and need.	Shows interest to express him/herself clearly. Participates in class discussing their ideas and opinions. Cooperates in the preparation of texts. Value learning developed in class.	Group work . Brainstorm. .Intended dialogue . Presentations . production of texts . role play.	Identify vocabulary idioms. Makes himself or herself understood with clear expressions. Recognizes US business protocol. Shares information about cultures from different countries.
	3					
	EVALUACION DE LA UNIDAD DIDACTICA					
	EVIDENCIA DE CONOCIMIENTOS	EVIDENCIA DE PRODUCTO		EVIDENCIA DE DESEMPEÑO		
	Written evaluation on topics learned	Presentation papers. Presentation about "culture".		Puntual attendance and active participation in the development of the unit.		

VII. DESARROLLO DE LAS UNIDADES DIDACTICAS						
Unidad Didáctica III: EMPLOYEMENT	CAPACIDAD DE LA UNIDAD DIDACTICA III: To produce a variety of texts with adequacy, cohesion, coherence and correction on specific issues taking into account the communicative purpose.					
	S E M.	CONTENIDOS			ESTRATEGIA DIDACTICA	INDICADORES DE LOGRO DE LA CAPACIDAD
		CONCEPTUAL	PROCEDIMENTAL	ACTITUDINAL		
	2	Important factors to get a job. Recruitment process. Lenguaje: indirect questions.	Speaking Use specific information when participates. Listening Listen carefully to his/her classmates.	Appreciate the use of english lenguaje using grammar correctly. Participate answering comprehension questions. Clarify doubts and was interested in the work to be done.	Braimstorm. Read texts using the technique of skimming technique. Practice pronunciation in choral and individual way.	Give opinions about important factor to get a job. Elaborate sentences using phrases from recruitment process. Use indirect questions and statements in a correct way. Participate in role play.
	3	Managing meetings.	Reading Identify the meaning of the text. Writing Write texts using indirect questions.			
	EVALUACION DE LA UNIDAD DIDACTICA					
	EVIDENCIA DE CONOCIMIENTOS	EVIDENCIA DE PRODUCTO		EVIDENCIA DE DESEMPEÑO		
	Written and oral evaluation.	Dialogue about. Managing meetings.		Puntual attendance and active participation in the development of the unit.		

VIII. DESARROLLO DE LAS UNIDADES DIDACTICAS						
Unidad Didáctica IV: TRADE AND QUALITY	CAPACIDAD DE LA UNIDAD DIDACTICA IV: to read texts and plan their participation in various contexts and for different purposes in using a formal language.					
	S E M.	CONTENIDOS			ESTRATEGIA DIDACTICA	INDICADORES DE LOGRO DE LA CAPACIDAD
		CONCEPTUAL	PROCEDIMENTAL	ACTITUDINAL		
	1	First and second conditional. Reading: fair trade.	Speaking Read with appropriate intonation and fluency. Listening listen carefully information concerning to trade.	Appreciates the use of english lenguaje using grammar correctly. Participates answering comprehension questions. Clarifies doubts and was interested in the work to be done.	Slide presentation. Work in paris. Individual Reading.	Distinguishes first conditional from second conditional. Recognize the purpose of the autor. Uses different gramatical structure according to the communicative situation. Identify gerunds and infinitives.
	2	Lenguaje: gerunds and infinitives. Telephone complaints.	Writing Complete text with new vocabulary. reading developed exercises related to the topic.			
	EVALUACION DE LA UNIDAD DIDACTICA					
EVIDENCIA DE CONOCIMIENTOS		EVIDENCIA DE PRODUCTO		EVIDENCIA DE DESEMPEÑO		
Written evaluation		Individual presentation and team work.		Puntual attendance and active participation in the development of the unit.		

IX MATERIALES EDUCATIVOS Y OTROS RECURSOS DIDACTICOS

Se utilizarán todos los materiales y recursos requeridos de acuerdo a la naturaleza de los temas programados. Básicamente serán:

- 1. Medios escritos:**
Guía resumen por unidades.
Separatas con contenidos temáticos.
Fotocopia de textos selectos
- 2. Medios visuales y electrónicos:**
Gráficos
Proyector multimedia
- 3. Medios informáticos:**
Internet
Plataformas virtuales
Programas de enseñanza

X. EVALUACION

La evaluación se realiza teniendo en cuenta la evidencia de conocimiento, la evidencia de producto y la evidencia de desempeño del estudiante, asignado para tal efecto lo siguiente:

UNIDADES	EVIDENCIAS	PORCENTAJE	PONDERACION	INSTRUMENTOS
I, II, III, IV	De conocimiento	30	0.03	Cuestionario
	De producto	30	0.03	Tabla de escala valorativa
	De desempeño	40	0.04	Tabla de escala valorativa
	TOTAL	100 %	1.00	

El promedio de cada unidad será resultante de la siguiente fórmula:

$$PFUD=EC (0.30)+EP (0.30)+ED (0.40)$$

El promedio final de la asignatura se determinará aplicando la siguiente fórmula:

$$PF=PUD1 (0.25)+PUD2 (0.25)+ PUD3 (0.25)+PUD4 (0.25)$$

XI. BIBLIOGRAFIA

- Word link. Developing english fluency. Susan Stempleski. Nancy Douglas. James Morgan.
- Grammar world for elementary and intermediate students.
- Cutting edge. Sara Cunningham. Peter Moor.
- Market Leader. David Cotton-David Falvey – Simon Kent.
- Professional english.
- Multimedia course of english.

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DOCENTE DEL CURSO.