Academic program: Bachelor
Specialty: 5B050600 Economics

WORKING PROGRAM
on the course “Professionally-Oriented Foreign Language”

Almaty, 2014
Completed by: Senior teacher Talgat Adilbekovich Myrzakhanov

The working program has been developed on the basis of the State educational standards of the course (for mandatory component): “Professionally-Oriented Foreign Language” for the students of the specialty: 5B050600 Economics

The working program was reviewed at the meeting of Department of “Foreign Languages” Protocol № 1 from “26 ” 08 2014

Acting as Head of the department of Foreign Languages M. Jandildinov

Φ-ПР-02.3.2-05-2014-02 Working curriculum
1 Preface

This discipline considers and examines further developing of the English language and communication proficiency within a framework of European standards required by postgraduates to communicate effectively in their future professional careers.

Methodology of teaching this discipline provides for:
- Practice classes conduction;
- IWPT;
- IWP.

The aim of teaching the subject is to master the language for professional and academic purposes in future professions enabling postgraduates to achieve C1 level according to the European standards of competence in foreign languages.

Tasks of studying this discipline are:
- to develop and perfect foreign language knowledge and skills;
- to extend scientific and information knowledge;
- to acquire skills in interpreting scientific information, argumentation, persuasion, scientific debate and academic writing.

Prerequisites:

In order to study this course it is necessary to assimilate the discipline “Professional English” (Language for Specific Purposes) Undergraduate course, B2 level.

Postrequisites:
The knowledge gained in the process of studying the course is necessary for further use of the English language in professional and scientific activities in the field of economics.

Upon completion of this discipline, postgraduates must acquire the following competencies according to the competence model of the master:

General competencies:
- to know functional and stylistic characteristics of the scientific presentation of a material in the foreign language; general scientific vocabulary and terminological sublanguage of a relevant discipline in the foreign language; the basis of business correspondence through the international cooperation.
- be able to read fluently; translate original literature in the chosen specialty followed by analysis, interpretation and evaluation of extracted information; explicate scientific information in written form (an abstract, an annotation, a summary); listen and understand public speaking in the process of direct and indirect communication (lectures, reports, TV and Internet programmes); make a presentation of research (at seminars, conferences, workshops, forums).
- have skills of oral communication in the specialty in the forms of a monologue, a dialogue/ a polylogue (a report, a discussion, debates, «round table» conversations); preparation of written forms of information material presentation in the specialty (a scientific report, a report, thesis, a poster presentation, an abstract, an annotation).

Subject-specialized:
- to know linguistic characteristics of business language, official and scientific functional styles in accordance with the type of a specialist’s training.
- be able to participate in a professional discussions, scientific debates, and “round table” conversations, to carry out a scientific research.
- have skills to work with lexicographical sources in the foreign language (traditional and online);
- to use modern approaches to studying the foreign language (the National Corpus of the foreign language).

Economic and organization-management competencies:
- to use foreign language knowledge and skills in order to function competently in professional contexts.
# 2 THEMATIC PLAN OF THE DISCIPLINE
"Professionally-Oriented Foreign Language"

**Semester 6**

<table>
<thead>
<tr>
<th>№</th>
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<td>Success and failure of companies</td>
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</table>

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3 Content of the discipline

Theme 1
Sales and costs
The content of sales. Definitions of ‘sales’ terms. Types of costs for different purposes: direct costs, indirect costs, variable costs, fixed costs.

Theme 2
Profitability and unprofitability
The notion of profitability and unprofitability. Characteristics of profitable and unprofitable products.
The definition of economies of scale. Reading graphs: comparing planned budgets with actual expenditure in Kazakhstani companies.

Theme 3
Getting paid
The notion of shipping and billing. Different ways of payment. Timing of payments: cash flow.
The notion of credit policy. The credit policy in Kazakhstan.

Theme 4
Assets, liabilities and the balance sheet
The definition of assets. Types of assets for different purposes: current assets, fixed assets, intangible assets. The notion of liabilities. Types of liabilities: current liabilities, long-term liabilities. The balance sheet. The notion of depreciation.

Theme 5
The bottom line
The notion of accountancy. A company’s annual account: profit and loss accounts. Introduction to accountancy. Accounting principles.

Theme 6
Share capital and debt
The notion of capital. The ways of raising capital: share capital, loan capital. The notion of leverage. Raising capital in Kazakhstani companies.

Theme 7
Success and failure
The notion of cash reserves. A company’s debts. The notion of turnarounds and bailouts. Bankruptcy of a company (Kazakhstani companies).

Theme 8
Mergers and takeovers and sell-offs
The notion of mergers and takeovers. Types of takeover bids: friendly bids, hostile bids. Mergers and acquisitions in Kazakhstan.

Theme 9
Personal finance
Theme 10
Financial centers

Theme 11
Trading
The notion of market indexes. Market activity: good times and bad times.

Theme 12
Economic Indicators 1
The notion of economic indicators: inflation rate, trade balance, trade surplus, trade deficit, trade gap, gross domestic product (GDP), gross national product (GNP) in Kazakhstan.

Theme 13
Economic Indicators 2
The growth rate of economic output of Kazakhstan: going up and going down. Peaks and troughs: leveling off, remaining steady. Boom and bust: stagnation, stagflation, recession

4 Themes for practical classes

Theme 1
Sales and costs
The content of sales. Definitions of ‘sales’ terms. Types of costs for different purposes: direct costs, indirect costs, variable costs, fixed costs.

Theme 2
Profitability and unprofitability
The notion of profitability and unprofitability. Characteristics of profitable and unprofitable products.
The definition of economies of scale. Reading graphs: comparing planned budgets with actual expenditure in Kazakhstani companies.

Theme 3
Getting paid
The notion of shipping and billing. Different ways of payment. Timing of payments: cash flow.
The notion of credit policy. The credit policy in Kazakhstan.

Theme 4
Assets, liabilities and the balance sheet
The definition of assets. Types of assets for different purposes: current assets, fixed assets, intangible assets. The notion of liabilities. Types of liabilities: current liabilities, long-term liabilities. The balance sheet. The notion of depreciation.

Theme 5
The bottom line
The notion of accountancy. A company’s annual account: profit and loss accounts. Introduction to accountancy. Accounting principles.

Theme 6
Share capital and debt

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The notion of capital. The ways of raising capital: share capital, loan capital. The notion of leverage. Raising capital in Kazakhstani companies.

Theme 7
Success and failure
The notion of cash reserves. A company’s debts. The notion of turnarounds and bailouts. Bankruptcy of a company (Kazakhstani companies).

Theme 8
Mergers and takeovers and sell-offs
The notion of mergers and takeovers. Types of takeover bids: friendly bids, hostile bids. Mergers and acquisitions in Kazakhstan.

Theme 9
Personal finance

Theme 10
Financial centers

Theme 11
Trading
The notion of market indexes. Market activity: good times and bad times.

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Economic Indicators 1
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Theme 13
Economic Indicators 2
The growth rate of economic output of Kazakhstan: going up and going down. Peaks and troughs: leveling off, remaining steady. Boom and bust: stagnation, stagflation, recession

5 Themes, questions and assignments to fulfill IWS

Theme 1
Sales and costs
Read theoretical material of the unit
Glossary explanation
Test your Business Vocabulary in Use (Intermediate)
Tricia Aspinall&George Bethell
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Φ-ΠΠ-02.3.2-05-2014-02 Working curriculum
Theme 2
Profitability and unprofitability
Read theoretical material of the unit
Glossary explanation
Test your Business Vocabulary in Use (Intermediate)
Tricia Aspinall & George Bethell
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Theme 3
Getting paid
Read theoretical material of the unit
Glossary explanation
Test your Business Vocabulary in Use (Intermediate)
Tricia Aspinall & George Bethell
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Theme 4
Assets, liabilities and the balance sheet
Read theoretical material of the unit
Glossary explanation
Test your Business Vocabulary in Use (Intermediate)
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Theme 5
The bottom line
Read theoretical material of the unit
Glossary explanation
Test your Business Vocabulary in Use (Intermediate)
Tricia Aspinall & George Bethell
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Theme 6
Share capital and debt
Read theoretical material of the unit
Glossary explanation
Test your Business Vocabulary in Use (Intermediate)
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Theme 7
Success and failure
Read theoretical material of the unit
Glossary explanation
Test your Business Vocabulary in Use (Intermediate)
Tricia Aspinall & George Bethell
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Theme 8
Mergers and takeovers and sell-offs
Read theoretical material of the unit
Glossary explanation
Test your Business Vocabulary in Use (Intermediate)
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**Theme 9**
**Personal finance**
Read theoretical material of the unit
Glossary explanation
Test your Business Vocabulary in Use (Intermediate)
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**Theme 10**
**Financial centers**
Read theoretical material of the unit
Glossary explanation
Test your Business Vocabulary in Use (Intermediate)
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**Theme 11**
**Trading**
Read theoretical material of the unit
Glossary explanation
Test your Business Vocabulary in Use (Intermediate)
Tricia Aspinall & George Bethell
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**Theme 12**
**Economic Indicators 1**
Read theoretical material of the unit
Glossary explanation
Test your Business Vocabulary in Use (Intermediate)
Tricia Aspinall & George Bethell
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**Theme 13**
**Economic Indicators 2**
Read theoretical material of the unit
Glossary explanation
Test your Business Vocabulary in Use (Intermediate)
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6 List of main and additional literature

**Main literature**


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### Additional literature


### 7 Exemplary topics of course papers

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<tr>
<th>№</th>
<th>Topic</th>
<th>Speaking assignments</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Types of costs, Margins and mark-ups</td>
<td>Brainstorming and discussion</td>
</tr>
<tr>
<td>2.</td>
<td>Profitable and unprofitable products in Kazakhstan</td>
<td>Making presentations</td>
</tr>
<tr>
<td>3.</td>
<td>Credit policy in Kazakhian companies</td>
<td>Discussing and role-playing the case</td>
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<tr>
<td>4.</td>
<td>Balance sheets</td>
<td>Analyzing the case</td>
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<tr>
<td>5.</td>
<td>Accounting principles</td>
<td>Making presentations</td>
</tr>
<tr>
<td>6.</td>
<td>Share capital</td>
<td>Brainstorming and discussing the problems</td>
</tr>
<tr>
<td>7.</td>
<td>Raising capital in Kazakhian companies</td>
<td>Discussing and role-playing the case</td>
</tr>
<tr>
<td>8.</td>
<td>Bankruptcy</td>
<td>Analyzing the case</td>
</tr>
<tr>
<td>9.</td>
<td>Mergers and takeovers</td>
<td>Making presentations</td>
</tr>
<tr>
<td>10.</td>
<td>Banking system in Kazakhstan</td>
<td>Brainstorming and discussing the case</td>
</tr>
<tr>
<td>11.</td>
<td>Investment funds in Kazakhstan</td>
<td>Making presentations</td>
</tr>
<tr>
<td>12.</td>
<td>Market indexes</td>
<td>Making presentations</td>
</tr>
<tr>
<td>13.</td>
<td>Inflation and unemployment rate in Kazakhstan</td>
<td>Analyzing the case</td>
</tr>
<tr>
<td>14.</td>
<td>Growth and GDP</td>
<td>Making presentations</td>
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<tr>
<td>15.</td>
<td>International trade</td>
<td>Discussing and role-playing the case</td>
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