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МЕТОДИЧЕСКИЕ РЕКОМЕНДАЦИИ
по выполнению практических работ
по дисциплине
ОГСЭ.03 «ИНОСТРАННЫЙ ЯЗЫК»

по специальности:
38.02.03 Операционная деятельность в логистике

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1. Пояснительная записка

Дисциплина «Английский язык» является общеобразовательной дисциплиной, в процессе изучения которой обучающиеся должны приобрести определенные знания. Наряду с изучением теоретического материала по дисциплине «Английский язык» большое внимание должно быть уделено практическим занятиям. Последние представляют собой весьма важную часть в общем объеме дисциплины.

Данные методические рекомендации составлены на основе рабочей программы ОГСЭ. 03 Иностранный язык для специальности 38.02.03. Операционная деятельность в логистике в соответствии с обязательной нагрузкой в количестве 118 часов.

В результате освоения учебной дисциплины обучающийся должен уметь:

- общаться (устно и письменно) на иностранном языке на профессиональные и повседневные темы;
- переводить (со словарем) иностранные тексты профессиональной направленности;
- самостоятельно совершенствовать устную и письменную речь, пополнять словарный запас.

В результате освоения учебной дисциплины обучающийся должен знать:

- лексический (1200-1400 лексических единиц) и грамматический минимум, необходимый для чтения и перевода (со словарем) иностранных текстов профессиональной направленности;

В процессе освоения учебной дисциплины у обучающихся должны быть сформированы общие и профессиональные компетенции:

ОК 1. Понимать сущность и социальную значимость своей будущей профессии, проявлять к ней устойчивый интерес.

ОК 2. Организовывать собственную деятельность, выбирать типовые методы и способы выполнения профессиональных задач, оценивать их эффективность и качество.

ОК 3. Принимать решения в стандартных и нестандартных ситуациях и нести за них ответственность.

ОК 4. Осуществлять поиск и использование информации, необходимой для эффективного выполнения профессиональных задач, профессионального и личностного развития.

ОК 5. Использовать информационно-коммуникационные технологии в профессиональной деятельности.

ОК 6. Работать в коллективе и команде, эффективно общаться с коллегами, руководством, потребителями.

ОК 7. Брать на себя ответственность за работу членов команды (подчиненных), результат выполнения заданий.

ОК 8. Самостоятельно определять задачи профессионального и личностного развития, заниматься самообразованием, осознанно планировать повышение квалификации.

ОК 9. Ориентироваться в условиях частой смены технологий в профессиональной деятельности.

ПК 1.1. Принимать участие в разработке стратегических и оперативных логистических планов на уровне подразделения (участка) логистической системы с учетом целей и задач организации в целом. Организовывать работу элементов логистической системы.

ПК 1.2. Планировать и организовывать документооборот в рамках участка логистической системы. Принимать, сортировать и самостоятельно составлять требуемую документацию.

ПК 1.3. Осуществлять выбор поставщиков, перевозчиков, определять тип посредников и каналы распределения.

ПК 1.4. Владеть методикой проектирования, организации и анализа на уровне подразделения (участка) логистической системы управления запасами и распределительных каналов.

ПК 1.5. Владеть основами оперативного планирования и организации материальных потоков на производстве.

ПК 2.1. Участвовать в разработке инфраструктуры процесса организации снабжения и организационной структуры управления снабжением на уровне подразделения (участка) логистической системы с учетом целей и задач организации в целом.

ПК 2.2. Применять методологию проектирования внутрипроизводственных логистических систем при решении практических задач.

ПК 2.3. Использовать различные модели и методы управления запасами.

ПК 2.4. Осуществлять управление заказами, запасами, транспортировкой, складированием, грузопереработкой, упаковкой, сервисом.

ПК 3.1. Владеть методологией оценки эффективности функционирования элементов логистической системы.

ПК 3.2. Составлять программу и осуществлять мониторинг показателей работы на уровне подразделения (участка) логистической системы (поставщиков, посредников, перевозчиков и эффективность работы складского хозяйства и каналов распределения).

ПК 3.3. Рассчитывать и анализировать логистические издержки.

ПК 3.4. Применять современные логистические концепции и принципы сокращения логистических расходов.

ПК 4.1. Проводить контроль выполнения и экспедирования заказов.

ПК 4.2. Организовывать приём и проверку товаров (гарантия получения заказа, проверка качества, подтверждение получения заказанного количества, оформление на получение и регистрацию сырья); контролировать оплату поставок.

ПК 4.3. Подбирать и анализировать основные критерии оценки рентабельности систем складирования, транспортировки.

ПК 4.4. Определять критерии оптимальности функционирования подразделения (участка) логистической системы с учетом целей и задач организации в целом.

Данные методические рекомендации призваны помочь обучающимся в овладении всеми видами речевой деятельности в соответствии с требованиями программы.

Целью данных методических указаний является углубление языковых знаний, формирование навыков анализа языковых средств, расширение словарного запаса, углубление и расширение знаний и навыков употребления грамматических явлений и формирование у обучающихся речевой, языковой и коммуникативной компетенции, уровень развития которой позволяет использовать иностранный язык, как инструмент межкультурного общения, так и для целей самообразования.

2. Общие методические рекомендации по выполнению практических заданий

2.1 Подготовка к выполнению практического задания

Для выполнения практических заданий обучающийся должен руководствоваться следующими положениями:

- 1.** Внимательно ознакомиться с описанием соответствующей практической работы и установить, в чем состоит основная цель и задача этой работы;
- 2.** По лекционному курсу и соответствующим литературным источникам изучить теоретическую часть, относящуюся к данной работе.

Успешное выполнение практических заданий может быть достигнуто в том случае, если обучаемый представляет себе цель выполнения практической работы, поэтому важным условием является тщательная подготовка к работе.

а. Оформление практического задания

Оформление практического задания является важнейшим этапом выполнения. Каждую работу обучающиеся выполняют, руководствуясь следующими положениями:

1. На новой странице тетради указать название и порядковый номер практической работы, а также кратко сформулировать цель работы;
2. Записать при необходимости план решения заданий;
3. Схемы и графики вычертить с помощью карандаша и линейки с соблюдением принятых стандартных условных обозначений;
4. После проведения практических занятий обучающиеся должны составить отчет о проделанной работе. Практическая работа должна быть написана разборчивым подчерком и выполнена в тетради с полями для проверки работы преподавателем. Итогом выполнения является устная защита работы, по вопросам, которые прописаны в конце каждой работы.

3. Тематическое планирование 2 курс

№ п\п	Тема	Кол-во часов
Раздел 1.	Введение. Вводно-коррективный курс	6
Тема 1.1.	Формы обращения. Приветствия. Речевой этикет. Личные, притяжательные местоимения, глаголы to be, to have.	6
Раздел 2.	Страна изучаемого языка	12
Тема 2.1.	Географическое положение Великобритании. Present Simple.	4
Тема 2.2.	Столица страны изучаемого языка. Past Simple	4
Тема 2.3.	Экономика страны изучаемого языка. Future Simple.	4
Раздел 3.	Деловая поездка за рубеж	14
Тема 3.1.	В аэропорту. На вокзале. Страдательный залог времен Simple. Present Simple Passive.	4
Тема 3.2.	Оформление документов. Паспортный и таможенный контроль. Страдательный залог времен Simple. Past Simple Passive.	4
Тема 3.3	В гостинице. Страдательный залог. Past Simple Passive.	2
	Контрольная работа	2
	Итоговое занятие	2
Раздел 4.	Основы экономики.	16
Тема 4.1	Международная торговля. ВТО.. Времена группы Continuous	6
Тема 4.2.	Производства и продажи. Времена группы Perfect.	6
Тема 4.3	Инфляция и цены.. Present Perfect- Past Simple в сравнении	4
Раздел 5	Запросы и предложения.	20
Тема 5.1	Запросы и предложения. Времена группы Perfect (Passive)	4
Тема 5.2	Бизнес- переговоры. Времена группы Perfect. Present Perfect Passive	4
Тема 5.3	Цены и способы доставки. Типы вопросов.	4
Тема 5.4	Условия оплаты.. Времена группы Perfect. Сводная таблица времен.	4
	Контрольная работа	2
	Дифференцированный зачет	2

Тематическое планирование 3 курс

№ п\п	Тема	Кол-во часов
Раздел 6.	Логистика. Логистические операции.	33
Тема 6.1	Введение в логистику. Инфинитив, его формы.	6
Тема 6.2	Транспортная логистика.. Инфинитивные обороты.	6
Тема 6.3	Информационная логистика.. Причастие I	6
Тема 6.4	Логистические операции.. Употребление причастий I, II	6
Тема 6.5	Контракт. Употребление причастий I, II	5
	Контрольная работа	2
	Итоговое занятие	2
Раздел 7	Транспортная документация и страхование.	17
Тема 7.1	Транспортная документация. Сложное дополнение (образование, употребление)	6
Тема 7.2	Страхование. Сложное дополнение	7
	Контрольная работа	2
	Дифференцированный зачет	2

4. Содержание практических занятий.

2 КУРС 3 СЕМЕСТР ВВЕДЕНИЕ. ВВОДНО-КОРРЕКТИВНЫЙ КУРС.

Практическая работа № 1.

Тема: Речевой этикет. Приветствие. Глагол to be.

Цель: Введение и закрепление лексического и грамматического материала, совершенствование навыков говорения, аудирования, чтения, письма.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: Составить диалог по теме. Упр.6-9.

A Informal situations (school/work friends, neighbors):

Greetings

- Hi.
- Hey.
- Hello.
- Good morning/afternoon/evening.
- How are you?
- How is it going?
- How are you getting on?
- How are things?
- What's new?
- What's up?

Possible replies

- Fine.
- OK.
- Good.
- So, so.
- Very /pretty much the same.
- Very well, thank you.

- Getting better /worse.
- Not too bad/well, thanks. And you?

Farewells

- I've got to go. Bye.
- Take care.
- See you later.
- Must dash.
- It's getting late. I must be going.

B Formal situations (co-workers, business partners):

Greetings

- Hello, Mr/Mrs/Miss....
- Good morning/afternoon/evening.
- It's nice to meet you (again).
- How have you been?
- How do you do?

Possible replies

- I've been good, thank you.
- How do you do?
- I'm doing well.
- It's nice to meet you too.

Farewells

- I'm sorry but I have to leave now.
- If you'll excuse me, I must be going.
- I'd better be going.
- I hope to see you soon.
- I look forward to seeing you again.

Language help! *How do you do* is very formal and uncommon, mostly used by older people. Usually the answer is the same
How have you been/ It's nice to meet you again is only asked by people who have already met

1. Listen and practice the conversations. Take turns to ask and answer questions:

- | | |
|------------------------------------|-----------------------------------|
| - Good morning. | - Morning, Anna. |
| - Good morning, Anna. How are you? | - Hi, Dave. |
| - Fine, thanks. How are you? | - How are you doing? |
| - Good. | - I'm doing fine, thanks. Coffee? |
| | - Yes, please. |

2. Memorize the dialogues:

- ☐ "How are you getting on?"
 "Fine, thank you. And how are you?"
 "Not too well."
 "Why, what's the matter?"
- ☐ "It's a long time since we met last."
 "Yes, very."
 "I'm glad you're back. I was missing you badly."
 "Oh, thank you. So was I."

- ☐ “How’s John?”
“Very much the same.”
- ☐ “How’s Donald getting on with his article?”
“I’m afraid I don’t know. I don’t see much of him.”
- ☐ “I really must be going”.
“ Nice seeing you. When are you off? ”
“ I must catch the 11.00 train”.
“ Hope to see you soon. Take care and give my best wishes to your brother”.
“ I will. ”
“ Bye bye. ”
“ See you. Bye. ”

3. Answer the questions using a sentence from the right-hand column.

How are you?	Fine, thank you.
How are you getting on?	Very well, thank you.
How’s your son?	So, so.
How is your mother feeling?	Not bad.
How is everybody at home?	Not too well/bad.
	Very much the same.

4. Ask questions to which the following could be the answers.

- a. Fine, thank you.
- b. He’s doing well, thank you.
- c. Not too well, I’m afraid.
- d. Everybody’s fine.
- e. Getting better.
- f. It’s a long time since we met last.
- g. I’m finishing it, thank you.

5. Answer the questions.

- a. How are you?
- b. How is your mother (father) getting on?
- c. How is everybody at home?
- d. How’s your sister feeling?
- e. How are things with your aunt? I hear she was ill.
- f. How are you getting on with your study/ new job?

6. Вставь нужную форму глагола to be:

- 1. The sun.....very hot.
- 2. I.....happy.
- 3. She.....from China.
- 4. Mary.....a nice girl.
- 5. John.....a student.

7. Сделай предложения вопросительными и отрицательными:

- 1. My brother is small.
- 2. Mr Brown and Mr Smith are from London.
- 3. The houses are very big.
- 4. English is easy.

5. This book is interesting.

8. Составь короткие диалоги, используя нужную форму глагола to be:

Example: Jane / a singer? - No, / a doctor. -Is Jane a singer? - No, she is a doctor.

1. You / at home? - No, / in the office.
2. Your car / red? - No, / black.
3. The Kremlin / in Tokyo? - No, / in Moscow.
4. They / policemen? — No, / pilots.
5. Simon / in London? — No, / in Paris.

9. Вставьте глагол to be в Present, Past или Future Simple

1. Yesterday we... at the theatre.
2. Where ... your mother now? — She ... in the kitchen.
3. Where ... you yesterday? — I ... at the cinema.
4. When I come home tomorrow, all my family ... at home.
5. ... your little sister in bed now? — Yes, she ...
6. ... you... at school tomorrow? — Yes I ...
7. When my granny... young, she ... an actress.
8. My friend ... in Moscow now.

Практическая работа № 2.

Тема: Речевой этикет. Знакомство. Представление себя и других. Глагол to have.

Цель: Введение и закрепление лексического и грамматического материала, совершенствование навыков говорения, аудирования, чтения, письма.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: Представить себя и своего друга, упр.9-12.

1. Countries and nationalities. Tick the countries you know. Write the missing letters.

countries	nationalities
I'm from ...	I'm...
Brazil	Brazili a <u>n</u>
Australia	Australi _ _
Argentina	Argentini _ _
the USA	Americ _ _
Germany	Germ _ _
Italy	Itali _ _
Mexico	Mexic _ _
Russia	Russi _ _
the UK	Brit i <u>s</u> <u>h</u>
Spain	Span _ _ _
Poland	Pol _ _ _
Turkey	Turk _ _ _
Japan	Japan _ _ _
China	Chin _ _ _
France	French

2. Fill in the gaps. Read and practice the conversations. Where do the conversations take place?

Receptionist: Good morning. What's your name please?

Jane: It's Jane Smith.

Receptionist: And where are you from?

Jane: I'm from

Receptionist: What are your names, please?

Joe: My name's Joe Hill and this is Susan West.

Receptionist: Where are you from?

Joe: We are from ...

Receptionist: Welcome to the conference. You're in room C.

4. Topical vocabulary. Look at the form for an Internet café chat room. Put the words into the correct box.

	doctor student single Poland businessman/woman learning English films the USA married Brazil music sport	
Job		Marital status
doctor		single
Interests	Country	
learning English	Poland	

5. Read the E-mails and put them into correct order.

<p>To Vanessa Hello Vanessa. My name is Tom and I'm interested in English. I'm a businessman from Poland. My brother is married to an American woman. They are doctors. I'm in San Francisco with him for one month. Tell me more about you.</p>	<p>To Vanessa Hello again, Vanessa. I'm 30 years old and I'm single. I'm in an Internet café on 5th Street. Where are you?</p>
<p>To Tom Hi. My name is Vanessa. I'm a doctor from Brazil but I'm on holiday in San Francisco in the USA. I'm interested in learning English. Please write to me (in English!).</p>	<p>To Tom Hi Tom. Thank you for your E-mail. I'm 28 years old. I'm single and I'm interested in sport and films. Now I'm in an Internet café on 5th Street too!</p>

6. Are these sentences true (T) or false (F)?

1. Vanessa is 20 years old and she is married.
2. She is on holiday in Madrid. She is Chinese.
3. She is interested in sport and films.
4. Tom is French and he is married to an American woman.
5. She is a doctor from Brazil.
6. Tom is interested in learning Spanish.

Do you have penpals/penfriends? What countries are they from?

7. RECORDING 1. Listen to the people's introductions. Introduce yourself, follow the plan.

1. Greeting.

Hi/Hello/Good afternoon....

2. First name/last name.

My first/last name is.....

3. Place of living.

I'm from

4. Age.

I'm

5. Marital status.

I'm married/single.

6. Occupation.

I'm a first year student at

7. Hobby/Interests.

My hobby is .../I'm interested in.....

8. Introduce your classmate. Follow the plan. Pay attention to the verbs and pronouns.

9. Выбери нужную форму (have got — has got):

1. Jack and Mary..... a car.
2. We..... many friends.
3. Mr Smith.....a big family.
4. Mr and Mrs. Brown.....a new house in the city.
5. Ted.....many toys.

10. Сделай предложения вопросительными и отрицательными:

1. Michael and Sam have got three cousins.
2. We have got a new TV set.
3. I have got a guitar.
4. Doctor Edwards has got two children.

11. Составь предложения по образцу:

	Jane and Sally	Mr White	The Browns	Tom Canty	Kevin
Balcony				+	
Car	+	+			+
Dog	+		+	+	+
Cat		+		+	

Example: Jane and Sally haven't got a cat, but they have got a dog.

1. Mr White.....
2. The Browns.....
3. Tom Canty.....
4. Kevin.....

12. Закончи предложения:

1. They have got a new car, but.....
2. Nick has got two small sisters, but.....
3. I have got a big house, but.....
4. Susan has got many pencils, but.....
5. I have got....., but.....

Тема: Речевой этикет. Формы обращения.. Местоимения.

Цель: Введение и закрепление лексического и грамматического материала, совершенствование навыков говорения, аудирования, чтения, письма.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: Упр.3, ответить на вопросы, упр.4-7.

1 How would you address each of the following situations.

1. An old man you don't know.
2. A policeman.
3. Your foreign colleague, whose name is Sam Smith. He is 45.
4. His wife. Her name is June. She is 38.
5. His daughter Ella. She is not married.
6. His daughter Mary who is married to Dr. Robert Rice.
7. Her husband.
8. Your friend's professor Bruce Baker.
9. Lily Lewis whose marital status you don't know. She is in her early thirties.

2 Match the phrases from two columns.

- | | |
|--|---|
| 1. Hello, John. How is it going? | A. Good morning, Mrs Baker. It was very kind of you to invite me. |
| 2. Sally, this is Jane. | B. Hello, Jane. Pleased to meet you. |
| 3. Do you know George? | C. Hello, Pete. It's nice to see you again. |
| 4. Miss Smith, I'd like to introduce you Mr Brown. | D. No, I don't believe I have. |
| 5. Pam, say hello to Pete. | E. I'm very well, thank you. |
| 6. How do you do? | F. How do you do. |
| 7. I don't believe you've met Miss Baker, have you? | G. How do you do, Miss Smith? |
| 8. Good morning, Mrs Smith. I'm so pleased you could come. | H. They are fine, thank you. And how are your parents? |
| | I. No, can't say I do. |

3 Read the following conversation to find out: 1) who the speakers are; 2) where it is taking place. Suggest the suitable title for it.

Ted: Excuse me, you must be Tom.

Tom: Sorry?

Ted: You are Tom, aren't you? You've just come from London, haven't you?

Tom: Yes, that's right. I'm Tom Anderson.

Ted: Good, and I'm Ted Royal.

Tom: How do you do.

Ted: How do you do. That's Mrs Royal and our son. Liz, Allan, come and say hello to Tom.

Liz: Hello, Tom, did you have a good flight?

Tom: Oh, yes, very nice, thank you. Hello, Allan.

Allan: Hello.

Ted: Come on, Tom, we've got the car outside. Liz, did you find a baggage trolley for Tom?

Liz: I'm afraid, I didn't. I couldn't find one anywhere.

Ted: Never mind, give me one of your bags, Tom.

Tom: Oh, thank you Mr Royal.

Ted: By the way, I hope you don't mind me calling you Tom?

Tom: No, of course not.

Liz: And Ted, don't you think it would be better if Tom called us by our first names?

Ted: Yes, of course. "Mr Royal" makes me feel like a grandfather.

Answer the following questions.

1. Why did Ted say "Excuse me"? 2. What difference would it have made if he hadn't used this expression? 3. Why did Tom say "Sorry"? 4. Why do you think Tom didn't say "How do you do" to Allan? 7. Would he have sounded too formal?

4. Вставь личные местоимения:

1. Sally is ten.is in the fifth form.
2. Mr Brown isn't French.is English.
3. Mark and I are in the same class.are friends.
4. Are you a pupil? — Yes, am.
5. Are.....from England, Frank?

5. Вставь притяжательные местоимения (*my, his, her, its, our, their, your*), изменив предложения (по образцу):

1. Jane has got a white rabbit. — **Her** rabbit is white.
2. Nick has got two young sisters. —.....
3. We have got a young English teacher. —.....
4. Susan has got a very nice father. —
5. You have got a new book. -.....
6. I have got..... —.....

6. Замените выделенные слова на местоимения в объектном падеже:

1. We are waiting for **our** guests. — We are waiting for **them**.
2. Alice saw **a white rabbit** in the field.
3. Phone **my** brother and me.
4. Don't tell **the** story to **your** sister.
5. He gave **fish** to **his** cat.
6. Sandra is cooking **food** for the party.

7. Вставь указательные местоимения (this/that - these/those):

1. Are (that/those) boxes heavy?
2. Does (this/these) woman like coffee?
3. Do (those/that) girls come from Spain?
4. (That/those) tall girl is very pretty.
5. (These/that) questions are difficult.

Практическая работа № 4.

Тема: Географическое положение Великобритании. Present Simple.

Цель: Введение и закрепление лексического и грамматического материала, совершенствование навыков говорения, аудирования, чтения, письма.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: Выучить лексику, перевести текст, выполнить упражнения к тексту, упр.10-13.

1 Discuss the following questions.

1. What is the difference between the names “Great Britain” and “the United Kingdom”?
2. What countries does Great Britain include? What are they? What are their capitals?
4. What do you imagine when you think of Britain and its people?

2 Find geographical names in the text and translate them. Do we use the articles with them?

3 Fill in the gaps if necessary.

1. The official name of ... Great Britain is ... United Kingdom of ...Great Britain and ...Northern Ireland.
2. ...U. K consists of...England, ...Scotland, ...Wales and ...Northern Ireland.
3. The western coast of ...Great Britain is washed by ... Atlantic Ocean and ... Irish Sea.
4. ... English Channel separates the south-east of ... Great Britain from ...France the narrower part of which is called ... Strait of Dover.
5. The climate in Great Britain is generally mild, humid and temperate due to the influence of ... Gulf Stream.
6. There are many rivers in Great Britain but they are not long. The longest of them is ...Thames, which is a little over 200 miles.

4 Find the cardinal directions in the text.

север - северный - на севере - к северу от;

юг - южный - на юге - к югу от;

запад - западный-на западе - к западу от;

восток – восточный - на востоке - к востоку от.

5 Translate the sentences into Russian.

1. Горы находятся *на западе* и *севере* страны.
2. Низменности *на юге* и *востоке*.
3. *Западное* побережье Великобритании омывается Атлантическим океаном и Северным морем.
4. Ла-Манш отделяет *юго-восточную* часть Великобритании от Франции.

6 Topical vocabulary. Read and translate.

red rose	красная роза
thistle	чертополох
daffodil	нарцисс
shamrock	трилистник
mainland	материк
island	остров
to consist of /include	состоять из/включать
the English Channel	пролив Ла-Манш
the Strait of Dover	Па-де-Кале или Дуврский пролив (узкая

	часть Ла-Манша)
the Gulf Stream	теплое течение Гольфстрим
mild	мягкий
humid	сырой, влажный
temperate	умеренный
weather forecast	прогноз погоды
lowlands	низменности
mountains	горы
the House of Commons	палата общин
the House of Lords	палата лордов
highly developed country	высокоразвитое государство
parliamentary monarchy	парламентская монархия
to mine mineral resources	добывать минеральные ресурсы
coal	уголь
census	перепись населения

7 Reading and speaking. Group work.

Group 1. Read the text, find information about the geographical position and climate of Great Britain. Say whether it is true (T) or false (F).

1. The official name of Great Britain is the United Kingdom of Great Britain and Northern Ireland.
2. The UK consists of three parts – England, Scotland, and Wales.
3. Great Britain officially includes England, Scotland and Wales and Northern Ireland.
4. The English Channel separates the south-east of Great Britain from France.
5. The climate in Great Britain is generally hot and dry due to the influence of the Strait of Dover.
6. The English say that they have three variants of weather. It is very changeable.

Group 2. Read the text, find information about the capitals, ports, emblems and the political system of Great Britain. Say whether it is true (T) or false (F).

1. The longest river of Great Britain is the Severn, which is a little over 200 miles.
2. Britain's principal ports are London, Liverpool, Manchester, Hull, Glasgow.
3. The capital city of England is Liverpool.
4. The national emblem of Scotland is a red rose.
5. Great Britain is rich in coal which is mined mostly in England.
6. The UK is the constitutional monarchy. The official head of the state is the Prime Minister.

GREAT BRITAIN

The official name of the country we usually call England is the United Kingdom of Great Britain and Northern Ireland. The U K is situated on the group of islands lying to the west of the continent of Europe. The UK consists of England, Scotland, Wales and Northern Ireland. The total land area of the United Kingdom is 244,000 square kilometres. The population of the country according to the 2011 census is about 63,182,000. The mountains are in the west and the north of the country. There are lowlands in the south and the east. Great Britain officially includes England, Scotland and Wales.

The western coast of Great Britain is washed by the Atlantic Ocean and the Irish Sea. The eastern coast is washed by the waters of the North Sea. The English Channel, which is 32 kilometres wide, separates the south-east of Great Britain from France the narrower part of which is called the Strait of Dover. So Great Britain is surrounded by water. Not far from the

British Isles there is warm Gulf Stream. So, the climate in Great Britain is generally mild, humid and temperate due to the influence of the Gulf Stream. This humid and mild climate is good for plants. The trees and flowers begin to blossom early in spring. In January average temperature is from 3 to 7 degrees below zero and in July it is from 16-17 degrees above zero.

British people say: "Other countries have a climate, in England we have weather." The weather in Britain changes very quickly. One day may be fine and the next day may be wet. The morning may be warm and the evening may be cool. The English also say that they have three variants of weather: when it rains in the morning, when it rains in the afternoon or when it rains all day long. Every daily paper publishes a weather forecast. Both the radio and television give the weather forecast several times each day.

There are many rivers in Great Britain but they are not long. The longest of them is the Thames, which is a little over 200 miles. Britain's principal ports are London, Liverpool, Manchester, Hull, Glasgow.

The capital city of England is London. The capital city of Scotland is Edinburgh. The capital city of Wales is Cardiff. Belfast is the capital of Northern Ireland.

The national emblem of England is a red rose. The national emblem of Scotland is a thistle. The national emblem of Wales is a daffodil. The national emblem of Northern Ireland is a shamrock.

Great Britain is not rich in mineral resources, except coal, mined mostly in Wales. But it is a highly developed country.

The UK is the parliamentary monarchy. Legislative power belongs to her Majesty Queen Elizabeth II, and the Parliament, which consists of the House of Commons and the House of Lords. Officially the Head of the State is the Queen.

8. RECORDING. Choose the right variant.

1. The United Kingdom of Great Britain and Northern Ireland includes...

- a) England and Scotland;
- b) Wales and Northern Ireland;
- c) England, Scotland, Wales and Northern Ireland;

2. The Prime Minister lives ...

- a) at Buckingham Palace;
- b) near the Stonehenge;
- c) at 10 Downing Street;

3. The Queen lives in ...

- a) Oxford;
- b) the Parliament;
- c) Buckingham Palace;

4. is a birthplace of William Shakespeare.

- a) Liverpool;
- b) Stratford - upon - Avon;
- c) Edinburgh;

5. is a home of The Beatles.

- a) London;
- b) Cardiff;
- c) Liverpool;

6. and ... is famous for the Universities.

- a) Oxford and Cambridge;

- b) Belfast and Cardiff;
- c) Stratford - upon - Avon and London;

7. About 2% of the working population are...

- a) businessmen;
- b) farmers
- c) teachers;

8. In Wales is very popular.

- a) Kensington Garden;
- b) the Snowdon National Park
- c) Hyde Park;

9. Welsh people speak...

- a) English;
- b) both English and Welsh;
- c) English and French;

10. Over ... million tourists come to Britain every year.

- a) 28;
- b) 38;
- c) 48;

11. What is Stonehenge? It is...

- a) a clock;
- b) a temple;
- c) a temple, or a clock, or a calendar. Nobody knows.

12. Britain is an island. In fact there are over ... islands.

- a) 800;
- b) 900;
- c) 1000;

9 Speaking and discussion.

1. What place in Britain would you like to visit most of all and why?
2. Would you like to live in Britain? Why/why not?

10 Put the verbs in the Present Simple form.

1. One fly _____ (to fly) , two flies _____ (to fly).
2. One girl _____ (to cry), four girls _____ (to cry).
3. When a wolf _____ (to see) the moon, it _____ (to begin) to howl.
4. Wolves and sheep _____ (to be) never friends.
5. Our hens _____ (to lay) a lot of eggs.
6. Boys _____ (to fight) and _____ (to shout).
7. That boy _____ (to try) to catch some balls.
8. These girls _____ (to try) to run away from an angry turkey.

11. Yan is at a summer camp in Poland. Write what he usually does in the camp. Put the verbs in bracket in the correct form.

1. He _____ (get) up at 7. 2. He _____ (have) his English lesson every day. 3. He _____ (speak) English to his friends. 4. He _____ (play) board games in the afternoon.

5. Sometimes he _____ (swim) in the lake. 6. He often _____ (go) hiking. 7. He sometimes _____ (sit) by the camp fire in the evenings. 8. He never _____ (go) on a trip without his friends.

12. Put the verbs in the Present Simple form.

go, like, love, watch, read, like, walk, come, do, watch

My name's Pavel. In the evening I usually (1) _____ my homework. Then I (2) _____ TV or video. I (3) _____ action films! They are super! Then I (4) _____ my dog. After that I (5) _____ home, (6) _____ a book and (7) _____ to bed. My sister is little. She doesn't (8) _____ action films. She (9) _____ cartoons. She (10) _____ them every day.

13. Look at the chart and write about Ellie.

	sports programmes	comedies	action films	the news
Often		✓	✓	
Sometimes	✓			
Rarely	✓			
Never				✓

Ellie often watches comedies.

_____.

Практическая работа № 5.

Тема: Географическое положение Великобритании. Present Simple.

Цель: Закрепление и систематизация лексического и грамматического материала, совершенствование навыков говорения, аудирования, чтения, письма.

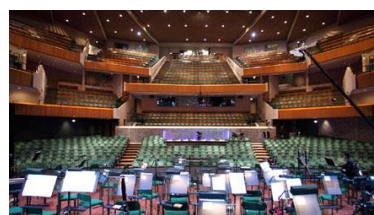
Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: Перевести текст, сделать презентацию о Великобритании. Упр.4,5.

PLACES TO GO. WALES

Wales is a part of the United Kingdom and it's famous for its beautiful scenery, music festivals and friendly people. It has its own language, Welsh, but nearly everyone speaks English. Wales is also famous for its long place names like Llanfairpwllgwyngyllgogerychwyrndrobwll-llantysillioogoch! The best time to visit is from June to September.

Cardiff is a capital city. It's a busy, modern city on a river called the Taff. There is a beautiful castle in the center of the city and some interesting museums. St. David's Hall is a good place for traditional Welsh music. You can also



go to concerts and sports events at the amazing Millennium Stadium.

Brecon Beacons National Park is a great place for walks and picnics. You can walk along Offa's Dyke in the Black Mountains and enjoy the wonderful views, or go fishing at Llangorse Lake, the largest natural lake in the south Wales.

Snowdonia National Park is in the north of the country. Every year about 500.000 people climb Snowdon, the highest mountain in Wales. You can also travel up the mountain by train!



Llandudno is an old seaside town on the north coast. It's famous for its long beaches and beautiful scenery, and is a good place to go surfing. You can also go surfing at many places in the south of the country like Broadheaven and Tenby.

Topical vocabulary

the Taff – река Тафф

St. David's Hall - Сент-Дэвид Холл, центр проведения выступлений местных и мировых звезд, конференций и представлений из области современного искусства.

Millennium Stadium – стадион Миллениум

Brecon Beacons National Park – национальный парк Брекон-Биконс

Offa's Dyke – дамба Оффы, бывшая граница между Англией и Уэльсом

the Black Mountains – Черные горы

Llangorse Lake – озеро Ллэнгорс

Snowdonia National Park – национальный парк Сноудония

Llandudno – Лландидно, морской курорт и город в Уэльсе

Tenby – Тэнби, город на юго-западе

1 Are these sentences true or false?

1. Wales is a country in the United Kingdom.
2. They speak two languages in Wales.
3. August isn't a good time to visit.
4. You can listen to music at the Millennium Stadium.
5. Snowdon is in the Black Mountains.
6. You can travel by train up Snowdon.
7. Llandudno is a modern town.
8. Wales is a good place for surfing.

2. Make notes about Wales.

facts about the country	places to visit and things to do

3. Do you have your dream country you would like to visit? Tell about places to visit and things to do.

4. Поставьте подлежащее и сказуемое в 3-е лицо единственного числа.

1. I always listen to the radio in the morning. – **He** always **listens** to the radio in the morning.
2. I sometimes write letters to my school friends.
3. I always drink tea for breakfast.
4. I often watch football matches on TV.
5. I live in Moscow.

5. Поставьте глаголы в Present Simple.

Adam.....(1. be) a young man from Bristol. He..... (2. live) in a new big house near the city centre. He.....(3. be) a student at the university. He.....(4. study) History and Literature. Every day he.....(5. go) to the university by bus. He.....(6. have) many friends and they always.....(7. go) to the park on Sundays. In the evenings they sometimes.....(8. go) to the disco or to the cinema. Adam.....(9. not like) going to the theatre.

Практическая работа №6.

Тема: Столица страны изучаемого языка. Лондон. Past Simple.

Цель: Введение и закрепление лексического и грамматического материала, совершенствование навыков говорения, аудирования, чтения, письма.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: Перевести текст, выполнить задания к тексту, выполнить упр. 6-9.

1 Answer the questions.

1. What do you know about London?
2. Have you ever been to London? Would you like to visit it?
3. What famous London sights do you know?

2 Topical vocabulary. Read and translate.

the Tower of London - Лондонский Тауэр, крепость на северном берегу Темзы;

the Houses of Parliament – Парламент;

Trafalgar Square – Трафальгарская площадь;

Kensington Gardens - Кенсингтонский парк, примыкающий к Гайд парку;

Westminster Abbey- Вестминстерское Аббатство;

Hyde Park – Гайд парк, королевский парк в центре Лондона;

Madame Tussaud's Museum – музей мадам Тюссо;

Poet's Corner – Уголок поэтов в Вестминстерском Аббатстве;

the Royal Exchange – Королевская биржа;

Big Ben – Биг Бен, самый большой из пяти колоколов Вестминстерского дворца (часто это название относят к часам и часовой башне в целом);

the British Museum - Британский музей;

the National Gallery – Национальная галерея;

the river Thames – река Темза.

LONDON

London is the capital of the United Kingdom, its economic, political and cultural centre. It is one of the world's most important ports and one of the largest cities in the world. London with its suburbs has a population about 11 million people.

It is situated on the river Thames about forty miles from the mouth and is divided into two parts by the river: north and south.

The history of London goes back to Roman times. It has been a capital for nearly a thousand years. Due to favourable geographical position a small town soon became an important trade centre.

Actually London can be divided into several parts. First there is the City of London. It's the financial and business centre of Great Britain. It's the district where most offices and banks are concentrated: the Royal Exchange and the Bank of England are here, too. The East End is the district where mostly working people live. A lot of docks, factories, poor houses are concentrated here. The old port is now called "Docklands".

The West End makes a great contrast to the working district of London. It is full of richest hotels, largest supermarkets, best cinemas and concert halls. It is famous for its beautiful parks and gardens such as Hyde Park or Kensington Gardens. Many ancient buildings still stand here.

Another important district of London is Westminster where most of government buildings are located. Westminster Palace is the seat of the British Parliament where the county's leaders speak. The Houses of Parliament stand beside the river Thames. On the highest tower there is the most famous and largest clock of the country - Big Ben.

Standing not far from the Houses of Parliament, Westminster Abbey is a symbol of England. The legend says that Westminster Abbey was founded by St Peter himself but we know it was built by King Edward in 1065. The coronation of all British Kings and Queens takes place in Westminster Abbey. It is also famous for its Poet's Corner where many outstanding people - statesmen, painters, and poets were buried there. Among them Tennyson and Geoffrey Chaucer, the first English national poet, world famous scientists Isaac Newton Charles Darwin, etc.

Every year millions of tourists come to London to visit the places of interests. They make sightseeing tours of the city, visit the Trafalgar Square, the British Museum, the National Gallery, Madame Tussaud's Museum of waxworks, etc. They also visit the most ancient historic monuments dating back to Roman times such as the Tower of London which had been a fortress, a prison and a royal palace. At present it is one of the most interesting museums of GB. Now the King and the Queen of Britain do not live in the Tower. When the Queen is in London, she stays in Buckingham Palace, her official residence.

3 Reading and speaking. Group work.

Group 1. Find information about the parts of London. Say are these sentences true or false (T/F)?

1. London consists of several parts: the City, the West End, the East End, Westminster.
2. The West End is an industrial district of London. It's the district where most offices and banks are concentrated.
3. The East End is populated by working class families. It is full of richest hotels, largest supermarkets, best cinemas and concert halls.
4. The City is a financial center of London.
5. The West End is famous for its beautiful parks and gardens such as Hyde Park or Kensington Gardens.
6. Westminster is a district of London where most of government buildings are located.

Group 2. Find information about the sights of London. Say are these sentences true or false (T/F)?

1. Westminster Palace is the seat of the British Parliament where the county's leaders speak.
2. Westminster Abbey is a symbol of Edinburgh.
3. Buckingham Palace stands beside the river Thames.
4. The coronation of all British Kings and Queens takes place in Westminster Abbey.
5. The Tower of London had been a royal palace.
6. When the Queen is in London, she stays in Harrods, her official residence.

4. RECORDING. Choose the right variant.

1. London is on the river ...

- a) Severn;
- b) Taff;
- c) Thames;

2. There are ... bridges in London.

- a) 29;
- b) 39;
- c) 49;

3. The most famous bridge in London is...

- a) Millennium Bridge;
- b) Cannon Street Railway Bridge;
- c) Tower Bridge;

4. "The Tube" is ...

- a) a black taxi;
- b) the Underground;
- c) a red bus;

5. Madam Tussaud's is..

- a) the National Gallery;
- b) the British Museum;
- c) a museum of wax models;

6. The most famous store in Britain is...

- a) Marks and Spenser;
- b) Harrods;
- c) House of Fraser;

7. Covent Garden is ...

- a) a place for growing flowers;
- b) a place for shopping and a center of London street life;
- c) a place for playing football.

What do people like about London?

Where can people relax and have fun in London?

5. Make notes about London.

facts about the city	places to visit and things to do

What do you like about London? Would you like to visit it?

6. Write the Past Simple of the following words:

open - opened	regret -	cry -	stay -
love -	quarrel -	fry -	travel -
plan -	drop -	arrive -	close -

empty -	die -	play -	tidy -
---------------	-------------	--------------	--------------

7. Look at the list of irregular verbs at the back of the book and complete the table:

Infinitive	Past	Infinitive	Past
go	.....	.....	broke
have	.....	.....	cut
.....	came	take	.....
be	.....	.....	stole
wake	.....	drink	.....
meet	.....	.....	put
.....	sang	make	.....
speak	.....	.....	run
.....	told	begin	.....

8. Underline the verbs in Past Simple.

In the summer I visited my grandparents. We went to the forest, swam in the river, went fishing, read books, went to the cinema, and watched TV all the time. I visited my friends, played football, listened to music, worked in the fields, went boating, and had a good time. I picked berries and mushrooms. I lay on the sand.

9. Put the verbs in Past Simple.

be (2), feed, take, start, visit, listen

The children went to London. The Tour _____ at Hyde Park in the morning. The children _____ the ducks and squirrels there. Then they _____ photos of Trafalgar Square. The next stop _____ the British Museum. They also _____ the Tower of London. The children _____ to the famous bell Big Ben. In the evening they _____ very tired.

Практическая работа №7.

Тема: Столица страны изучаемого языка. Лондон. Past Simple.

Цель: Закрепление и систематизация лексического и грамматического материала, совершенствование навыков говорения, аудирования, чтения, письма.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: Перевести текст, сделать презентацию о Лондоне/его достопримечательностях. Упр. 2-6.

BAKER STREET

221b Baker Street, London. This address is famous all over the world as the greatest detective Mr. Sherlock Holmes and his friend Doctor Watson lived there for 23 years from 1881 to 1904. The house itself was built in 1815. It is a two-storied building. The rooms are exactly the same as they were when Sherlock Holmes lived and worked there. The Sherlock Holmes museum was opened on March 27, 1990. In every room in the museum there are exhibits reminding visitors of various stories.

Sir Arthur Conan Doyle wrote 60 Sherlock Holmes adventures – four long novels 56 short stories. It is allowed to examine every item take pictures everywhere in the museum. The role of Mrs. Hudson has not been forgotten. On the ground floor there is Hudson's old English restaurant serving traditional English food. The museum is absolutely remarkable. Sir Arthur Conan Doyle helped us to see the brilliant detective and also the late 19th century life- style of professional gentlemen through the Sherlock Holmes stories.

1. Answer the following questions.

1. Who lived at 221 b Baker Street?
2. When was the house built?
3. When was the museum opened?
4. How many stories and novels did Sir Arthur Conan Doyle write?
5. What do you know about Sherlock Holmes and Doctor Watson?
6. What books by Sir Arthur Conan Doyle did you read?
7. What films about Sherlock Holmes and Dr. Watson did you see?

2. Look at what Maria did and didn't do last Sunday. Then write sentences:

- | | |
|-----------------------|------------------------------------|
| wake up late – | have lunch with her grandparents — |
| do her homework + | take her dog out for a walk + |
| speak to her friend – | help her mother make dinner + |

3. Imagine your friend works in the zoo. Write what he did yesterday. Use the following phrases.

to come up to all the cages, to open them, to talk to the animals, to wash some of the animals, to give them food, to clean the cages, to bring water for the animals, to close the cages

4. Ask and answer questions what people did or didn't do yesterday. Then ask your partner questions to fill in the table about him/her:

	go for a walk	play golf	write a letter	wash the car
Peter	+	+		
Mr and Mrs Page	+		+	+
Your partner				

1. Peter/go for a walk? *Did Peter go for a walk yesterday? Yes, he did.*
2. Peter/play golf?
3. Peter/write a letter?
4. Mr and Mrs Page/play golf?
5. Mr and Mrs Page/wash the car?

5. Use the time expressions below to write true sentences about yourself:

three months ago	yesterday	last weekend	in 2014	last Tuesday
------------------	-----------	--------------	---------	--------------

1. I went to a pop concert three months ago.
2.
3.
4.
5.

6. Write questions in Past Simple.

Kim: What _____ (you do) last night, Lisa?

Lisa: I went to the cinema.

Kim: What film _____ (you see)?

Lisa: Shrek.

Kim: Who _____ (you go) with?

Lisa: Pete and Zoe.

Kim: _____ (you enjoy) it?

Lisa: Well, the special effects were brilliant, but the story wasn't very good.

Kim: What time _____ (it finish)?

Lisa: At ten o'clock.

Kim: What_____ (you do) after the film?

Lisa: We went for a pizza.

Практическая работа № 8.

Тема: Экономика страны изучаемого языка. Великобритания. Future Simple.

Цель: Введение и закрепление лексического и грамматического материала, совершенствование навыков говорения, аудирования, чтения, письма.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: Перевести текст, выполнить задания к тексту. Выполнить упр.6-8.

1 Do you understand the difference between imports and exports? Match the words from two columns.

- | | |
|----------------------|---|
| 1) Imports | a) goods which a country sells to other countries; |
| 2) Exports | b) services sold to other countries; |
| 3) Invisible exports | c) services bought from other countries; |
| 4) Invisible imports | d) goods which a country buys from other countries. |

2 An important part of Britain's overseas trade consists of invisible export. Divide the following into the categories: a visible import, an invisible import, an invisible export.

- A Frenchman spends a week in Edinburgh and goes sightseeing;
- A Londoner buys a Japanese-made car;
- A Russian buys Lipton tea;
- A British company books a group holiday to Greece for its workers;
- A student from Russia takes an English course in London;
- Russian people watch a British serial.

3 Topical vocabulary. Read and translate.

Gross domestic product (GDP) – валовый внутренний продукт;

Gross national product (GNP) – валовый национальный продукт;

To be based on – быть основанным на ч/л;

To employ workforce – нанимать рабочую силу;

Account for – насчитывать;

Branch of industry – отрасль промышленности;

Cotton/woolen industry – хлопчатобумажная/шерстяная промышленность;

Coal-mining – добыча угля;

Electric power industry – энергопромышленность;

Ferrous metallurgy – черная металлургия;

Private enterprises – частные предприятия;

Naval and industrial power – морская и промышленная держава;

Shipbuilding – кораблестроение;

Civil aviation – гражданская авиация;

Manufacturing – производство;

Agriculture – сельское хозяйство;

Play a vital/important role – играть важную роль;

National income – национальный доход;

Retail and wholesale trade – розничная и оптовая торговля;

Natural resources – минеральные ресурсы;

Valuable deposits – ценные запасы/залежи;

Trade deficit – дефицит;

Raw materials – сырье;

Granite – гранит;

Copper – медь;
Zink – цинк;
Salt – соль;

4. Pick up the names of the cities, countries, organizations from the text. Do we use articles with them?

THE ECONOMY OF GREAT BRITAIN

Great Britain is a highly-developed naval and industrial power. Its economy was primarily based on private enterprises. The government controls the coal-mining and electric power industries, ferrous metallurgy and shipbuilding. Part of public transport, civil aviation and national bank are also managed by the state.

The main sectors of British economy are manufacturing, services and agriculture. The share of industry in GNP is 11 times more than that of agriculture. Manufacturing plays a vital role in British economy. It accounts for 1/5 of the GNP and employs less than 1/3 of the workforce.

The rise of Great Britain as an industrial nation was partly due to the presence of considerable mineral resources, the most important of them being coal and iron. Next to coal and iron the chief minerals found on the British Isles are the building stone, marble, granite, slate, lead, tin, copper, zink, salt and china clay. But in the course of the last hundred years many of Britain's most valuable deposits have been worked out.

Big cities and towns such as London, Glasgow, Manchester, Liverpool, Newcastle, Sheffield and Birmingham have enterprises of nearly all branches of industry. The main centres of cotton and woolen industry are Leeds, Bradford and Manchester.

Services play an important role in British economy and make up an increasing proportion of the national income. They account for about 60 per cent of gross domestic product (GDP) and 68 per cent of employees. This sector includes health, education, retail and wholesale trade, tourism, financial and business services, insurance, transport, etc.

In the 19th century Britain dominated international trade, accounting for about one-third of world's exports. Early in the 20th century its position changed. The volume of world's exports increased. With a large population, small land area, and few natural resources, the country depends on foreign trade to supply the raw materials for English factories and to provide a market for the sale of the thousands of types of manufactured goods produced by English industries.

The United Kingdom's principal exports are vehicles, machinery, manufactured goods and textiles. Its main exports are food stuffs and most of the raw materials for industry. Britain imports half the food it needs.

The United Kingdom's main trade partner is the EU. Some 58 percent of the kingdom's exports go to EU nations. Its main EU partners are Germany, which accounts for 12 percent of exports; France, with 12 percent; and the Netherlands with 8 percent. The United Kingdom's largest single market is the United States, which accounts for 13 percent of its exports. The United States also provides 14 percent of the kingdom's imports.

For several decades, the United Kingdom has had a trade deficit, as it has imported more goods and services than it has exported. In 1998, the trade deficit amounted to US\$35 billion or 1.5 percent of GDP.

The United Kingdom has been a member of the European Free Trade Association (E.F.T.A.) since 1959, and a member of the European Economic Community (E.E.C.) since 1973.

5 Complete the sentences, using the information from the text.

1. The British government controls

2. The main sectors of British economy are
3. The most important mineral resources of Great Britain are
4. The main centers of cotton and woolen industry are ...
5. The service sector includes
6. The United Kingdom's principal exports are ...
7. Its main EU partners are ...

6. Complete the sentences.

won't let 'll take ~~ll close~~ 'll be won't pass 'll catch

1. It's cold. I'll close the window.
2. His teacher thinks he..... a great pianist one day.
3. Do your homework or I you go out.
4. I'm afraid she her exams.
5. Put on your coat or you a cold.
6. This shirt is nice. Iit.

7. Answer the questions about yourself, using I hope, I believe, I expect, perhaps, probably. Follow the model.

1. Where will you go at the weekend?
I'll probably go skiing in the mountains.
2. What will you buy your friend for his/her birthday?

3. Where will you be at 3 o'clock tomorrow afternoon?

4. Who will you ask if you need studying for the exam?

5. Where will you spend your holidays?

8. Take a role of a fortune teller and tell your group about the future. You can use the ideas below.

One student will...

1. be a dentist
2. have 3 children
3. win a lot of money
4. marry a millionaire

Two students will....

1. be singers
2. live in the USA
3. win a competition
4. fly to the moon

Fortune teller: I think Jim and Lucy will be singers.

Практическая работа № 9

Тема: Экономика страны изучаемого языка. Великобритания. Future Simple.

Цель: Закрепление и систематизация лексического и грамматического материала, совершенствование навыков говорения, чтения, письма.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: Ответить на вопросы к тексту/сделать презентацию. Выполнить упр.2-5.

THE ECONOMY OF GREAT BRITAIN

Great Britain is a highly-developed naval and industrial power. Its economy was primarily based on private enterprises. The government controls the coal-mining and electric power industries, ferrous metallurgy and shipbuilding. Part of public transport, civil aviation and

national bank are also managed by the state.

The main sectors of British economy are manufacturing, services and agriculture. The share of industry in GNP is 11 times more than that of agriculture. Manufacturing plays a vital role in British economy. It accounts for 1/5 of the GNP and employs less than 1/3 of the workforce.

The rise of Great Britain as an industrial nation was partly due to the presence of considerable mineral resources, the most important of them being coal and iron. Next to coal and iron the chief minerals found on the British Isles are the building stone, marble, granite, slate, lead, tin, copper, zinc, salt and china clay. But in the course of the last hundred years many of Britain's most valuable deposits have been worked out.

Big cities and towns such as London, Glasgow, Manchester, Liverpool, Newcastle, Sheffield and Birmingham have enterprises of nearly all branches of industry. The main centres of cotton and woolen industry are Leeds, Bradford and Manchester.

Services play an important role in British economy and make up an increasing proportion of the national income. They account for about 60 per cent of gross domestic product (GDP) and 68 per cent of employees. This sector includes health, education, retail and wholesale trade, tourism, financial and business services, insurance, transport, etc.

In the 19th century Britain dominated international trade, accounting for about one-third of world's exports. Early in the 20th century its position changed. The volume of world's exports increased. With a large population, small land area, and few natural resources, the country depends on foreign trade to supply the raw materials for English factories and to provide a market for the sale of the thousands of types of manufactured goods produced by English industries.

The United Kingdom's principal exports are vehicles, machinery, manufactured goods and textiles. Its main exports are food stuffs and most of the raw materials for industry. Britain imports half the food it needs.

The United Kingdom's main trade partner is the EU. Some 58 percent of the kingdom's exports go to EU nations. Its main EU partners are Germany, which accounts for 12 percent of exports; France, with 12 percent; and the Netherlands with 8 percent. The United Kingdom's largest single market is the United States, which accounts for 13 percent of its exports. The United States also provides 14 percent of the kingdom's imports.

For several decades, the United Kingdom has had a trade deficit, as it has imported more goods and services than it has exported. In 1998, the trade deficit amounted to US\$35 billion or 1.5 percent of GDP.

The United Kingdom has been a member of the European Free Trade Association (E.F.T.A.) since 1959, and a member of the European Economic Community (E.E.C.) since 1973.

1. Answer the questions.

1. What is the British economy based on?
2. What are the United Kingdom's principal exports?
3. What does the service sector include?
4. What is the United Kingdom's main trade partner?
5. What is the United Kingdom's largest single market?
6. The United Kingdom has been a member of several organisations. What are they?

2. Look at Amy's diary for next week. Ask and answer questions as in the example.

MONDAY clean my room	THURSDAY have a guitar lesson
TUESDAY play volleyball	FRIDAY watch TV

WEDNESDAY help mum	SATURDAY meet my friends
	SUNDAY visit grandmother

- | | |
|--|---|
| <p>1. clean her room/Wednesday
<u>Is Amy going to clean her room on Wednesday?</u>
<u>No, she isn't. She is going to clean her room on Monday</u></p> <p>2. play volleyball/Saturday
_____</p> <p>3. help her mum/Monday
_____</p> | <p>4. have a guitar lesson/Friday
_____</p> <p>5. watch TV/Tuesday
_____</p> <p>6. meet her friends/Sunday
_____</p> <p>7. visit her grandmother/Thursday
_____</p> |
|--|---|

3. Pair work. Ask and answer questions as in the example.

A: Are you going to clean your room on Monday?
B: Yes, I am./No, I'm not.

4. Writing activity.

Writing Activity
I'm going to on Monday.....
.....
.....
.....

5. Open the brackets, using Future Simple or be going to. Choose between Future Simple and be going to to complete the conversation.

- Can I speak to Fiona, please?
- Speaking. Is that you, Pat?
- It's me. Hi. What you _____ (1 – do) tonight?
- I don't know yet. I think, I _____ (2 — read) the book Nora gave me yesterday.
- How about going to the cinema?
- Sounds good, but I'm looking after my little brother after eight, because my parents are going to their friend's birthday party.
- Poor you. Your brother is so naughty sometimes!
- But I love him. He's so funny! I think, he _____ (3 — be) a good clown. He says he _____ (4 — be) a pilot, nothing else. Well, what _____ (5 — do) you tonight?
- I don't know either. I wanted to go somewhere nice with you, but you are baby-sitting tonight, so I _____ (6 — help) you to baby-sit, if you don't mind.

— Of course, I don't. Come along and we _____ (7 — have) a nice cup of tea and _____ (8—play) with my brother.

Практическая работа № 10.

Тема: На железнодорожном вокзале. Страдательный залог времен Simple.

Цель: Введение и закрепление лексического и грамматического материала, совершенствование навыков говорения, аудирования, чтения, письма.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: Составить диалог по теме, упр.8-10.

1 Capital cities in Europe - where are they? Speak, connect and write.

I'd like to go to....

Rome.

Berlin.

London.

Paris.

Madrid.

Budapest.

Prague.

Bratislava.

Brussels.

Bern.

Copenhagen.

Oslo.

Stockholm.

Helsinki.

Moscow.

..... is in....

Spain.

England.

the Czech Republic.

Italy.

Germany.

France.

Hungary.

Belgium.

Slovenia.

Russia.

Finland.

Sweden.

Switzerland.

Norway.

Denmark.



I'd like to go to Rome. Rome is in Italy.

I'd like to go to is in

I'd like to go to is in

2 Travel plans. Speak and write. To which of these countries can you travel by train?

I'd like to go to Rome.



You can go by car, by train or by plane.

I'd like to go to ...

Rome

Berlin

London

Paris

Madrid

Budapest

Prague

You can go...

by train.

by car.

by plane.

by bus.

by boat.

by bike.

Bratislava by ????
Brussels
.....

Where do you want to go? Write about your travel plans:

I'd like to go to *by*

I'd like to go to *by*

3 Topical vocabulary. Read and translate.

a railway station – железнодорожный вокзал

direction - направление

a booking office - билетная касса

a ticket - билет

a single ticket - билет в одно направление

a return ticket - билет туда и обратно

a pound – фунт (денежная единица)

a waiting room – зал ожидания

arrival - прибытие

a porter - носильщик

to carry luggage – нести багаж

to push – толкать, продвигать

a truck – багажная тележка

a trunk – дорожный чемодан

a suitcase – чемодан (небольшой плоский)

a luggage van – багажный вагон

abroad – за границей, за границу

a direct train – прямой поезд

to be due out – должен отойти

to be due in – должен прибыть

a sleeping car – спальный вагон

a stopping train – пассажирский поезд

a place of destination – место назначения

chief - главный

a station-master – начальник станции

a bookstall – книжный киоск

a left-luggage office – камера хранения

to call for smth – заходить за чем-либо

a carriage – пассажирский вагон

4 Read the text and practice the conversations.

THE RAILWAY STATION

We are at the railway station in London. Let's look round the station and watch the busy life that is going on. There are a lot of platforms from which trains go out and come in. Our train goes from platform 2, so let us wait in that direction. There is a booking office where you can buy a ticket for your journey. Let's listen to that man buying a ticket.

Man: I want a ticket to Brighton, please, second class.

Booking clerk: Single or return?

Man: Return, please.

Booking clerk: Second return, Brighton: one and fifty pounds, please. (The man gives him two pounds). Fifty pence change, thank you.

Man: Could you tell me what time the next train goes?
Booking clerk: 8.55, platform 12. If you hurry you'll just catch it?
Man: Thanks.

Next to the booking office there is a waiting room where people are waiting for the train's arrival. On the platform the porters are very busy carrying luggage to the train or pushing it on their trucks. They are taking those trunks and suitcases to the luggage van. Look at the labels on them – Paris, Rome, Madrid. Quite a lot of people are going abroad. There is a direct train to Paris, it's due out at 8.50.

Here is a train that has just come in, with crowds of people getting off it. It has had a long journey. Those are sleeping cars in front of the train. It is a stopping train, not an express; it stops at five or six stations before it gets to the place of destination.

The chief man of the railway station is the station-master. There is his office next to the waiting – room. We can see a restaurant which is open. There aren't many people in it, just a few having breakfast, but there are rather more people having a snack. They are drinking cups of tea or coffee, eating sandwiches, buns or biscuits.

Here is a bookstall where you can buy newspapers and magazines. Then follows a left-luggage office. What is that woman saying to the man at the left-luggage office?

Man: Yes, madam.
Woman: I want to leave some luggage here until this afternoon; is that all right?
Man: Oh, yes, madam, that'll be quite all right. Is this just one bag?
Woman: No, there are those two suitcases and this trunk. My husband will call for them with his car this afternoon.
Man: Very well, madam. What name, please?
Woman: Mrs Smith.
Man: Right. Here's the ticket. That'll be twenty pence, please. Thank you.

5 Complete the sentences using the information from the text.

1. A booking office is a place where
2. A waiting room is a place where
3. A porter is a person who
4. A stopping train is a train that
5. A station-master is
6. A bookstall is a place where

6 Do you like travelling by train? Why/why not? Describe it with the following adjectives.

I think		boring/interesting.	
In my opinion	travelling by train is	cheap/expensive.	So, I like/don't like it.
It seems to me		noisy/quiet.	
To my mind		fast/slow.	
		uncomfortable/comfortable.	
		safe/dangerous.	

7 Make the correct order. Practice the conversations.

Dialogue 1

A: 9.25. Platform 3.
 B: What time does it reach London?
 A: Good morning. When does the London train leave, please?
 B: Do I have to change?
 A: You should be there at 11.31, but you may be a bit late.

B: Yes. You change at Lewes and East Croydon.

Dialogue 2

A: Must I change?

B: No. It's a direct train.

A: It gets there at 11.34.

B: When does it get in?

A: Afternoon. Which train do I take for Victoria, please?

B: 9.28. Platform 2.

Dialogue 3

A: It's due in at 11.35, but they're running late today.

B: Yes. Change at East Croydon.

A: When do we get there?

B: Good afternoon. What time's the next train to Victoria, please?

A: Do I have to change trains?

B: 9.26. Platform 4. Right up at the front.

8. Fill in: *is, are, was or were.*

1. A short story competition is organised by our school every year.
2. The electric light bulb invented by Thomas Edison in 1879.
3. Many films produced in Hollywood.
4. The Lost City of the Incas located in Peru.
5. The film *Titanic* directed by James Cameron.
6. The Special Olympics World Games held every four years.
7. Toyota cars made in Japan.
8. Penicillin discovered by Alexander Fleming.
9. The Harry Potter books written by J. K. Rowling.
10. The Parthenon visited by thousands of tourists each year.
11. Breakfast served from 7:00 am to 11:00 am daily.
12. Coffee grown in Brazil.

9. Complete the sentences using one of these verbs in the correct form, present or past.

~~cause~~ overtake damage show hold surround invite translate make write

1. Many accidents are caused by dangerous driving.
2. Cheese from milk.
3. The roof of the building in a storm a few days ago.
4. You to the wedding. Why didn't you go?
5. A cinema is a place where films
6. In the United States, elections for president every four years.
7. Originally the book in Spanish, and a few years ago it into English.
8. Although we were driving fast, we by a lot of other cars.
9. You can't see the house from the road. It by trees.

10. Put the verbs in brackets into the Past Simple Passive.

Two men 1) were seen (see) breaking into a house last night. The police 2) (call) and one man 3) (catch) immediately. The other escaped but he 4) (find) soon after. Both men 5) (take) to the police station where they 6) (question) separately by a police officer. The two men 7) (charge) with burglary.

Практическая работа №11.

Тема: В аэропорту. Страдательный залог времен Simple.

Цель: Введение и закрепление лексического и грамматического материала, совершенствование навыков говорения, аудирования, чтения, письма.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: Составить диалог по теме, упр.5-6.

AT THE AIRPORT

1 Speaking and discussion.

1. Have you ever travelled by plane? Did you like it?
2. Where did you travel to?
3. What do you usually do on the aircraft during the flight?
4. What's the first thing you do on arrival?

2 a) Joe Hunter wants a ticket to Boston. Read and practice the conversation.

Travel agent: Welcome to *Call – a – Flight*. My name is Helen. How can I help you?

Joe: Hello. I'm calling about flights to Boston.

Travel agent: When would you like to go?

Joe: On 24th February. That's a Saturday.

Travel agent: When do you want to come back?

Joe: Sunday 11th March.

Travel agent: How many people are travelling?

Joe: Just me.

Travel agent: And from which airport?

Joe: London Heathrow.

Travel agent: And what's your name please?

Joe: It's Joe Hunter.

Travel agent: Ok. Hold on a moment. I'll just check availability. Right. There's a British Airways flight that leaves London Heathrow at 13.20 on the 24th of February and arrives in Boston at 18.45. The return flight leaves Boston at 5.15 on Sunday the 11th of March, arriving at London Heathrow at 8.20.

Joe: How much is that?

Travel agent: Let me check.. That's £259, including all taxes.

Joe: Ok. That's not too bad. Can I book that please?

Travel agent: Yes, of course. How would you like to pay?

Joe: By credit card, please.

b) Match the travel agent's questions a) -g) to the things she asks about 1-7.

- | | |
|------------------------------------|------------------------------------|
| a) How many people are travelling? | 1. by credit card, please; |
| b) How can I help you? | 2. the date you leave; |
| c) When would you like to go? | 3. the date you return; |
| d) And what's your name please? | 4. the reason you are calling; |
| e) How would you like to pay? | 5. the name of an airport or city; |
| f) When do you want to come back? | 6. number of passengers; |
| g) And from which airport? | 7. a name. |

3 Topical vocabulary. Read and translate.

Check- in desk – пункт регистрации;

A passport – паспорт;

A boarding card – посадочный билет;
 Hand luggage – ручная кладь;
 A ticket – билет;
 Sharp items - острые/колющие/режущие предметы;
 Electrical goods – электроприборы;
 Pack bags – упаковывать вещи;
 A suitcase – чемодан;
 Seat number – номер места;
 Departure gate – ворота;
 To board – садиться на самолет; boarding – посадка в самолет;
 Passengers – пассажиры;
 A window seat – место у окна;
 A middle seat – место в центре, по середине;
 An aisle seat – место с краю, у прохода;
 Flight – рейс, полет.

4. Joe is at the airport. Listen to the conversation and fill in the gaps.

Woman: Good morning, sir. Can I see your and?
 Joe: Certainly. Here you are.
 Woman: Thank you. Ok. How many will we be?
 Joe: Just one
 Woman: Did you your yourself?
 Joe: Yes I did.
 Woman: Do you have any ?
 Joe: I have an electrical shaver in my Is that Ok?
 Woman: That's fine. So, nothing in your ?
 Joe: No.
 Woman: Ok. Do you like a or an seat?
 Joe: A window seat, please.
 Woman: Ok. Just one moment. This is your and You should go straight through the departure lounge. Enjoy your flight.
 Joe: What time will we be boarding?
 Woman: You will be boarding at 7.
 Joe: Thank you.

5. Допишите одну из трех форм глагола:

1. to take, ..., taken
2. to read, read, ...
3. ... was/were, been
4., gave, given
5. to put, put, ...
6. to come, ..., come
7. ..., flew, flown .
8. spoke, spoken

6. Выберите правильную форму страдательного залога (Present, Past, Future Simple Passive):

- | | |
|---|--|
| 1. New houses... every year. | a) were built; b) are build; c) are built |
| 2. They... met in the airport tomorrow. | a) is; b) will be; c) will |
| 3. The fax... last year.
printed | a) will be printed; b) was printed; c) is |
| 4. Dinner... at 2 o'clock every day. | a) is served; b) are served; c) was served |

5. The book of this writer... in 2008. printed
 a) will be print; b) was printed; c) will be printed
6. The contract... two days ago.
 a) was signed; b) is signed; c) will be signed.
7. Radio... by Popov. invented
 a) is invented; b) was invent; c) was
8. Six public holidays... celebrated in Great Britain.
 a) is; b) was; c) are
9. The room... every day.
 a) is cleaned; b) is clean; c) will clean
10. My father... next month. operated
 a) will operate; b) will be operated; c) is

Практическая работа № 12.

Тема: На таможне. Страдательный залог. Повторение.

Цель: Введение и закрепление лексического и грамматического материала, совершенствование навыков говорения, аудирования, чтения, письма.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: Выучить диалог по теме, упр.6-7.

GOING THROUGH THE CUSTOMS

1. Fill in the gaps.

a passport a boarding card hand luggage a ticket sharp items
 pack your bags passengers a flight number a gate
 a check-in desk a window/ a middle/ an aisle seat

1. Before you leave the house, you your
2. To travel to another country, you need a and a
3. When you get to the airport, you go to the-in
4. You can choose a seat, a seat and an seat.
5. The person at the check-in desk always asks you if you have any items in your luggage.
6. He or she then gives you your card.
7. You need to listen for your and which your plane leaves from.
8. Then you get on the plane with the other

2. Read and translate.

Item	вещь/предмет
To incur duty	облагаться пошлиной
To declare	задекларировать/указать в декларации
To be allowed	позволять/разрешать
Individual	лицо
Commercial activity	коммерческая деятельность
Caviar	икра
Special permission	особое разрешение
To carry across the border	провозить через границу
To go through the customs	проходить таможенный досмотр
To fill in the customs declaration	заполнить декларацию
Firearms	огнестрельное оружие
Endangered	под угрозой исчезновения
Precious metals/ stones	драгоценные металлы/камни
Substances	вещества

3. Group work. Look through the customs regulations of the Russian Federation. Have you ever carried these items across the border?

Group 1. Items which incur import/export duty.

- Tobacco (individuals, 17 years or over, are allowed to import/export up to 100 cigars, 400 cigarettes, or 0.5kg of tobacco undeclared).
- Alcohol (individuals, 21 years or over, are allowed to import/export up to two liters of alcoholic drinks undeclared).
- Caviar (individuals are allowed to import/export 250g of caviar undeclared).
- Goods intended for production or commercial activity.

Group 2. Items which require special permission to import/export.

- Firearms, ammunition and explosives.
- Radioactive substances.
- Endangered species of flora and fauna.
- Precious metals and precious stones, except as part of personal jewelry.
- Narcotics, psychotropic substances, toxins, and powerful drugs.
- Radio technology, excepting cellphones.
- Extremist film, photography, and publications.
- Objects of cultural significance.

4. RECORDING 5. Listen to the conversation. Choose the correct variant.

A: Good morning, sir

B: Hello

A: Could I see your *precious metals and precious stones?*
passport and visa documentation?
extremist films and publications?

B: Yes, here they are.

A: Is this your first visit to *Australia?*
New Zealand?
Canada?
the United Kingdom?

B: Yes, It is.

A: Where will you be staying?

B: *At a hotel.*
With my friend in London.
At my aunt's house.
At a dormitory.

A: How long will you be staying?

B: I'll be staying *until tomorrow.*
for 1 month.
for two weeks.
until next Tuesday.

A: Do you have anything to declare?

B: No, I do not have anything to declare.

A: Good. Everything seems to be in order. Please enjoy your stay.

B: Thank you. Could you tell me where is *the departure gate?*
the waiting room?
the duty free-shop?
the baggage claim?

A: Follow the signs to the left please.

B: Ok. Thank you.



Countries Visited:

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

5. Write sentences in the *Past Simple Passive*. DID YOU KNOW?

1. The toothbrush /invent/in the fifteen century.
The toothbrush was invented in the fifteen century.
2. The first pair of sunglasses/wear/in the 1200s

3. The first bicycle/ride/in1791.

4. The first hot dogs/eat/in the 1860s.

5. The first computer mouse/use/in 1964.

6. The first CDs/sell/in the 1980s.

7. The first public basketball game/play/in 1892.

6. How are music videos made? Turn the following sentences into the *Present Simple Passive*.

1. The music producer chooses the song for the music video.
The song for the music video is chosen by the music producer.
2. A director directs the music video.

3. A cameraman shoots the video.

4. A singer or band sings the song.

5. The music company produces the music video.

Практическая работа № 13

Тема: На таможне. Страдательный залог. Повторение.


Цель: Закрепление и систематизация лексического и грамматического материала, совершенствование навыков говорения, чтения, письма.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.


Задание: Составить диалог по теме, упр.5-6.

1. Role play. Make up the dialogues “At the check –in desk”, use character prompts and passports.


You are a German tourist. You have just come from Brazil. You want to stay for 3 weeks. You are just sight seeing. You are staying at a hotel.

Passport 	Name: Nationality: Germany
	Expiry Date: 1994 Number: 213456


You are visiting your uncle who lives in this country. You will be staying for the summer vacation (2 months). You will be staying at your uncle's house.

Passport 	Name: Nationality: France
	Expiry Date: 2007 Number: AB35242


You are an exchange student. You will be studying at a language school. You will be staying for 6 months. You will be staying in a dormitory.

Passport 	Name: Nationality: Sweden
	Expiry Date: 2008 Number: XY23838

You are on a business trip. You are selling wine. You will be staying for 2 week. You will be staying at a hotel.

Passport 	Name: Nationality: Chile
	Expiry Date: 2010 Number: GHG4234

You are a Brazilian soccer player. You are coming to play a soccer game. You will stay for 3 days at a hotel.

Passport 	Name: Nationality: Brazil
	Expiry Date: 2009 Number: 213456

2. Read the dialogues given below and you'll see how to change money at the bank or at the exchange desk. Act these dialogues out.



The following words will help you:

exchange desk (the bureau de change) (n) – обменный пункт.
 certificate – справка.

cash a cheque – обменивать чек на деньги; получать деньги по чеку.
rate of exchange – обменный курс.
notice board – доска объявлений.
cash – наличные деньги.
identification – документ, удостоверяющий личность.
traveller's cheques – туристские чеки (обмениваются на деньги или принимаются без обмена в магазине, ресторане и т. п.)
be (in) valid – быть не (действительным).
signature – подпись.

Dialogue 1.

- Excuse me, would you change these Roubles to Dollars, please.
- May I have your customs declaration and the certificate, please.
- Here you are. And what was the second paper you wanted?
- The certificate you got when you changed your Dollars to Roubles.
- I see, here it is

Dialogue 2.

- I'd like to cash this cheque, please.
- Yes, madam... \$ 30. You haven't signed it yet.
- I'm sorry. Here you are.

Dialogue 3.

- I'd like to change these francs, please.
- Yes, sir. How many francs have you got?
- What's the rate of exchange?
- The current rates are on the notice board.

Dialogue 4.

- Good morning. Can I help you?
- Yes, my name is Dixon. I am expecting some money from my bank in Toronto.
- By post, cable or telex, sir?
- By telex.
- Let me see. Oh, yes, 200 from the Royal Bank of Canada. Have you got any identifications?
- Here you are.

3. Read the text and answer the questions.

TEXT A. TRAVELLING

Nowadays travelling abroad is very popular. Some people prefer to travel by plane, especially businessmen, because it's the fastest means of transportation. Those who are not short of time usually travel by train or by ship. It takes more time but gives the opportunity to see the country you travel through, its picturesque landscapes and nature.

While travelling abroad you have to go through **customs**, sometimes several times.

As a rule the customs officers check your passports and visas if they are required. When coming to some countries you may need a health certificate or a certificate of vaccination. If you have anything to declare, then you are to fill in the declaration form.

The customs officers may ask you to show your luggage to them. Usually articles for personal use and wear and also used items and gifts are not liable to duty anywhere. If you are carrying much currency you should also declare it. If you are carrying weapons you need a permit. Although some items are liable to duty, if you carry only a small amount of them, they are duty free.

Occasionally the customs officers may take some of your things for a more detailed inspection but usually they return them soon.

Do not try to break the customs rules and regulations because you may have a lot of troubles.

1. Why do people prefer to travel by plane?
2. What are the advantages of travelling by train?
3. What are the rules of going through the customs?
4. What items should be declared?
5. In what case do you need a permit?

4. Read the text and say are the sentences true or false.

TEXT B. THE SMUGGLER

Sam Lewis was a custom officer. He used to work in a small border town. It was not a busy town and there was not much work. The road was usually very quiet and there were not many travellers. It was not a very interesting job, but Sam liked an easy life. About once a week, he used to meet an old man. His name was Draper. He always used to arrive to at the border early in the morning in a big truck. The truck was always empty. After a while Sam became suspicious. He often used to search the truck, but never found anything. One day he asked Draper about his job. Draper laughed and said "I'm a smuggler".

Last year Sam retired. He spent his saving on an expensive holiday. He flew to Bermuda, and stayed in a luxury hotel. One day he was sitting by the pool and opposite him he saw Draper drinking champagne. Sam walked over to him.

Sam: Hello, there!

Draper: Hi!

Sam: Do you remember me?

Draper: Yes... of course I do. You're a customs officer.

Sam: I used to be, but I'm not anymore. I retired last month. I often used to search your truck...

Draper: ... but you never found anything!

Sam: No, I didn't. Can I ask you something?

Draper: Of course you can.

Sam: Were you a smuggler?

Draper: Of course I was.

Sam: But... the truck was always empty. What were you smuggling?

Draper: Trucks...

True or false?

1. Sam Lewis was a smuggler.
2. He liked his job.
3. About twice a week Sam used to meet an old man in a small truck full of different stuff.
4. Draper was a custom officer.
5. Draper smuggled trucks.

5. Fill in *by* or *with*.

1. The photos were taken with a digital camera.

2. The room was decoratedflowers.
3. *The Green Mile* was writtenStephen King.
4. The sauce was madeonions and peppers.

6. Writing practice. Rewrite the article and put the underlined parts into *the passive*.

You are back home from college. You turn on the lights. You take a cool drink from the fridge and you heat your dinner in the microwave. For people who lived 200 years ago, this would be science fiction! 200 years ago there was no electricity. ¹People heated houses with a real fire and ²they lit rooms with candles. ³Milkmen delivered milk every morning and ⁴people stored it in a cool place. ⁵They cooked food in the fireplace or on a big stove. 200 years ago there was no plumbing! ⁶People carried water from the nearest well or the fountain and ⁷they washed clothes by hand. Then ⁸they ironed clothes with a heavy iron. ⁹They filled irons with hot coal. ¹⁰People used horse carriages because there were no cars or buses. I think I prefer life in the 21st century, don't you?

Практическая работа № 14

Тема: В гостинице. Подготовка к контрольной работе.

Цель: Введение и закрепление лексического и грамматического материала, совершенствование навыков говорения, чтения, письма.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: Составить диалог по теме. Повторить пройденный материал. Подготовиться к контрольной работе.

IN A HOTEL

1 Making a reservation. Резервирование номера в отеле.

"Hi, how much are your rooms?"

"Hi, what are your rates?"

Сколько стоит номер?

"Hello, how much is a room?"

"Our rooms start at \$79 for a basic room."

Стоимость стандартных номеров - от 79\$,

"Our rooms start at \$79 for a standard room and go up to \$300 for a suite."

люксы - 300\$.

"Ok. Can I reserve/rent a room?"

"Hi, I would like to reserve/rent a room."

Я бы хотел забронировать номер.

"Hello, can I reserve/rent a couple of rooms?"

Запрос информации о дате заселения и сроке пребывания:

"What day do you want to check in?"

"Which date did you want to reserve?"

Когда (день/число) вы хотите заселиться?

"What date are you looking for?"

"I want a room from June 22nd to June 25th."

Мне нужен номер с по (период)

"I would like a room for the 19th of July."

"How long will you be staying with us?"

"When will you be checking out?"

На какой период вы бы хотели заселиться?

"How many days would you like the room for?"

"I am going to stay for 3 days."

"I would like to reserve the room for 4 days." Мне нужен номер на дня/до
"I am going to need the room until July 23rd."

Checking in and checking out. Заселение/регистрация в гостиницу/выезд из гостиницы.

"Hi, I am checking in."

"Hi, I have a reservation and I am checking in." Здравствуйте, я бронировал номер.

"Where is the elevator?"

Где находится лифт?

"Do you have concierge service here?"

Есть ли у вас консьерж-услуги?

"Do you have a map of the city?"

У вас есть карта города?

"What time should I check out by?"

В котором часу я должен выехать

"What time is check out?"

из отеля?

"Should we charge the credit card on file or did you want to use a different card?"

"Your credit card will be charged a total of \$256.78. Can you sign on the bottom?"

"Thank you for staying with us. We look forward to seeing you again."

Спасибо, что выбрали нас. Ждем вас снова.

2 Read and practice the conversation.

A: "Thank you for calling Great Hotel. How may I help you?"

B: "I would like to rent/reserve a room, but how much do you charge a night?"

A: "Our prices start at \$79 a night for a standard room."

B: "Great. Can you reserve a room for me?"

A: "Sure. What day are you coming in?"

B: "I will be checking in on August 3rd."

A: "How long will you be staying with us?"

B: "I'll need it for three nights."

A: "Ok. I have you coming in on the 3rd of August and checking out on the 6th. Is that correct?"

B: "Yes."

A: "How many total adults?"

B: "Two adults and two kids."

A: "How old are the children?"

B: "10 and 12."

A: "Would you like one room or two rooms?"

B: "Just one is fine."

A: "Would you like a smoking room or a non smoking room?"

B: "Non smoking room please."

A: "Can I have your last name?"

B: "Park."

A: "Your first name"

B: "Young. That's Y O U N G."

A: "Let me confirm your information Mr. Park. I have one non smoking double room with 2 adults and 2 children from August 3rd to August 6th. Is this correct?"

B: "Yes."

A: "The total comes to \$256.78. Can I get your credit card number?"

B: "Sure. It is 444444444444."

A: "What is the name on the credit card?"

B: "Young Park."

A: "I have the room reserved for you. If you need to cancel, please call us 24 hours before your check in date. Failure to cancel will result in a one day charge on your credit card. Is there anything else I can do for you?"

B: "Yes, one more question. What time can we check in."

A: "We can check you in by 2:00 pm."

B: "Great. Thank you."

A: "Thank you and have a great day."

B: "Thanks. Bye"

A: "Good bye."

3. Make up your own conversation.

Практическое занятие № 15 Контрольная работа №1. 2 курс 3 семестр. Вариант 1

1. Совместите слова и словосочетания из двух колонок:

▶ Темза	to carry luggage
▶ Здание парламента	Buckingham palace
▶ Билет	hand luggage
▶ Упаковывать вещи	the Thames
▶ Британский музей	the Houses of Parliament
▶ Нести багаж	to pack bags
▶ Букингемский дворец	a ticket
▶ Ручная кладь	the British Museum
▶ Достопримечательности	a window seat
▶ Местоуокна	places of interest

2. Дополните предложения и переведите их:

1. Great Britain consists of... parts.
2. The capital of Wales is... .
3. The official head of the United Kingdom is... .

3. Образуйте отрицательную и вопросительную формы от данного предложения:

The Queen lives in Buckingham palace.

4. Исправьте ошибки, если таковые имеются:

1. He doesn't likes studying.
2. She drive a car very fast.
3. They have many friends.
4. After dinner he listens to the music or watch TV

Вариант 2

1. Совместите слова и словосочетания из двух колонок:

▶ Посадочный билет	passengers
▶ Трафальгская площадь	Westminster Abbey
▶ Регистрация	a window seat
▶ Номеррейса	a boarding card
▶ Вестминстерское Аббатство	to be situated on
▶ Место в центре	Trafalgar Square
▶ Располагаться на	flight number
▶ Пассажиры	check-in desk
▶ Здание парламента	the United Kingdom
▶ Соединенное Королевство	the Houses of Parliament

2. Дополните предложения и переведите их:

1. The climate of Great Britain is
2. The Houses of Parliament is famous for its big hour bell known as
3. The capital of Northern Ireland is

3. Образуйте отрицательную и вопросительную формы от данного предложения:

He bought the ticket two days ago.

4. Исправьте ошибки, если таковые имеются:

1. They didn't visited their granny last week.
2. We maked many mistakes in the test.
3. When were you born?
4. Did you like the film? – No I not.

Практическое занятие № 16

Тема: Повторение лексико-грамматического материала.

Цель: закрепление лексического и грамматического материала, совершенствование навыков чтения, письма.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: чтение, перевод доп. текста по теме «Англия».

BUCKINGHAM PALACE

Buckingham palace is the official London residence of Her Majesty The Queen and as such is one of the best known and most potent symbols of the British monarchy. Yet it has been a royal residence for only just over two hundred and thirty years and a palace for much less; and its name, known the world over, is owed not to a monarch but to an English Duke.

Buckingham House was built for John, first Duke of Buckingham, between 1702 and 1705. It was sold to the Crown in 1762. Surprisingly, since it was a large house in a commanding position, it was never intended to be the principal residence of the monarch.

Although King George III modernised and enlarged the house considerably in the 1760s and 1770s, the transformations that give the building its present palatial character were carried out for King George IV by Nash in the 1820s, by Edward Blore for King William IV and Queen Victoria in the 1830s and 40s, and by James Pennethoorne in the 1850s.

In the reign of King Edward VII, much of the present white and gold decoration was substituted for the richly coloured 19th century schemes of Nash and Blore; and in the 1920s, Queen Mary used the firm of White Allom to redecorate a number of rooms.

The rooms open to visitors are used principally for official entertainment. These include Receptions and State Banquets, and it is on such occasions, when the rooms are filled with flowers and thronged with formally dressed guests and liveried servants, that the Palace is seen at its most splendid and imposing. But of course the Palace is also far more than just the London home of the Royal Family and a place of lavish entertainment. It has become the administrative centre of the monarchy where, among a multitude of engagements, Her Majesty receives foreign Heads of State, Commonwealth leaders and representatives of the Diplomatic Corps and conducts Investitures, and where the majority of the Royal Household, consisting of six main Departments and a staff of about three hundred people, have their offices.

The Duke of Buckingham's house, which George III purchased in 1762, was designed by the

architect William Winde, possibly with the advice of John Talman, in 1702.

The new house, a handsome brick and stone mansion crowned with statuary and joined by colonnades to outlying wings, looked eastward down the Mall and westwards over the splendid canal and formal gardens, laid out for the Duke by Henry Wise partly on the site of the royal Mulberry Garden. This garden had been part of an ill-fated attempt by James I to introduce a silk industry to rival that of France by planting thousands of mulberry trees.

The building and its setting were well suited to the dignity of the Duke, a former Lord Chamberlain and suitor of Princess Anne, and of his wife, an illegitimate daughter of James II, whose eccentricity and delusions of grandeur earned her the nickname of «Princess Buckingham».

The principal rooms, then as now, were on the first floor. They were reached by a magnificent staircase with ironwork by Jean Tijou and walls painted by Louis Laguerre with the story of Dido and Aeneas.

Under the architectural direction of Sir William Chambers and over the following twelve years The Queen's House was gradually modernised and enlarged to provide accommodation for the King and Queen and their children, as well as their growing collection of books, pictures and works of art.

2 КУРС 4 семестр Практическая работа № 1

Тема: Международная торговля..

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

1. Various goods from abroad	Различные товары из-за границы	Goods we buy from abroad are visible imports. Goods we sell abroad are visible exports.
2. Visible (invisible) exports (imports)	Видимый (невидимый) экспорт (импорт)	
3. Services: insurance, freight	Услуги: страхование, фрахт (плата судовладельцу за морскую перевозку грузов и пассажиров или использование судов)	Services (insurance, freight, tourism, technical expertise) are invisible exports/imports.
4. Gross National Product (GNP)	ВНП – то, что заработано русскими в России и за ее пределами.	A total amount of money earned by Russian people in Russia and abroad is GNP.
5. Total earnings	Общие доходы	GNP is a country's total earnings.
6. Balance of payments	Платежный баланс	The difference between GNP and total expenditure is balance of payments.
7. Balance of Trade	Торговый баланс	The difference between exports and imports is balance of trade.

8. Surplus/ deficit		If you sell more goods than you buy you have a surplus, if you buy more than sell – you have a deficit.
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Прочитать текст "**Foreign Trade**"

Countries buy and sell various goods as well as various services. goods bought from abroad, such as food, cars, machines, medicines, books and many others, are called visible imports. Goods sold abroad are called visible exports.

Services, such as insurance, freight, tourism, technical expertise and others, are called invisible imports and invisible exports.

The total amount of money a country makes including money from visible and invisible exports, for a certain period of time, usually for a year, is Gross National Product, or GNP.

the difference between a country's total earnings or GNP, and its total expenditure is called its balance of payments.

The difference between what a country receives for its visible exports and what it pays for its visible imports is its balance of trade. If a country sells more goods than it buys, it will have a surplus, if a country buys more than it sells, it will have a deficit.

Подчеркните правильный вариант ответа

Goods sold to other countries, such as food, cars, machines, medicines, books, musical instruments, cassettes, discs and many others, are (visible, invisible) exports.

Services, such as insurance, freight, tourism, technical expertise, medical operations and others sold to other countries are invisible (imports, exports).

The difference between total earnings of a country and its total expenditure is called its balance of (payments, trade).

The difference between a country's earnings for its visible exports and expenditure for its visible imports is called its balance of (payments, trade).

The difference between a country's GNP and its total expenditure is called its balance of (payments, trade).

The total amount of money a country earns including exports, for a certain period of time, is called (GDP, GNP).

The amount of money a country earns for goods and services inside the country is called (GDP, GNP).

If a country sells more goods than it buy it will have a (deficit, surplus).

Закончите предложения

Gross National Product is the total amount _____

Gross Domestic Product is _____

Invisible exports and imports are _____

Visible exports and imports are _____

A country's balance of payments is _____

A country's trade balance is _____

If a country sells more goods than it buys, it will have a _____

If a country buys more than it sells, it will have a _____

Практическая работа № 2

Тема: Международная торговля..

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

Выучить слова урока.

Знать определения следующих терминов: *visible imports, invisible imports, GNP, balance of trade, balance of payments, visible exports, invisible exports, a surplus, a deficit, GDP.*

Прочитать текст, выучить подчеркнутые слова

In the 19th century Britain dominated international trade, accounting for about one-third of the world's exports. Early in the 20th century its position changed. The volume of world's exports increased but the percentage of British exports in world trade declined significantly.

But still foreign trade is vital to Britain's livelihood ['laIvlihVd]. With a large population, small land area, and few natural resources, the country must depend on foreign trade to supply the raw materials for English factories and to provide a market for the sale of the thousands of types of manufactured goods produced by English industries.

The United Kingdom's principal exports are vehicles, machinery, manufactured goods and textiles. Her main imports are foodstuffs and most of the raw materials for industry.

There is usually an unfavourable balance of trade, that is, imports exceed exports, but this is compensated for in part by the so-called invisible trade.

The earnings from invisible trade come in the way of shipping charges, interest payments from foreign investments, interest payments from British enterprises abroad, and tourist expenditure. The earnings from foreign tourist trade make this one of British important industries.

Britain has got very sound economic ties with various countries of the world, especially the commonwealth countries. The Commonwealth, officially called the Commonwealth of Nations, has grown out of the old British Empire which came to an end with the Second World War. The Commonwealth countries are Canada, Australia, New Zealand and a few other countries and territories. The UK enjoys special rights to import various agricultural products such as fruits and vegetables from the Commonwealth at very good prices all year round.

Практическая работа № 3

Тема: Международная торговля..

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Вставить слова (на оценку)

The WTO is the _ _ _ _ _ of the GATT.

The WTO was _ _ _ _ _ on 1 January 1995.

The WTO d_ _ _ _ _ s how governments must frame and i_ _ _ _ _ t domestic trade l_ _ _ _ _ n and regulations.

The WTO seeks to resolve trade d_ _ _ _ _

The WTO acts as a forum for multi_ _ _ _ _ trade n_ _ _ _ _ s.

The WTO over_ _ _ _ _ national trade policies.

The WTO cooperates with other international institutions i_ _ _ _ _ d in global economic policy-making.

The WTO provisions include a clause about the "most f_____ n_____" treatment. Quotas are generally outl_ _ _d in the WTO, but governments can i_ _ _ _ _ compensating duties.

The STO agreement on intellectual property improves c_ _ _ _ _ _ _ _ s of c_ _ _ _ _ _ _ _.

The WTO e_ _ _ _ _ _ _ _ s industrialized countries to assist developing nations.

Developing countries are given transition periods to a_ _ _ _ _ to the more difficult WTO provisions.

Ознакомьтесь с грамматическим материалом и выполните упражнения

Времена группы Continuous обозначают действия, происходящие в конкретный момент в настоящем, прошлом или будущем.

Present Continuous образуется при помощи вспомогательного глагола **to be** в настоящем времени и смыслового глагола с окончанием **- ing-**

I am speaking. Я говорю(сейчас)

He is speaking. Он говорит.

We are speaking. Мы говорим.

При образовании вопросительной формы глагол **to be** ставится перед подлежащим. При образовании отрицательной формы между глаголом **to be** и формой смыслового глагола ставится отрицание **not**.

Am I speaking? Говорю я сейчас?

Is he speaking? Говорит ли он?

He is not speaking. Он не говорит.

Формы глагола в Present Continuous

Число	Утвердительная	Вопросительная форма	Отрицательная форма
Ед.	I am asking. You are asking. He (she) is asking.	Am I asking? Are you asking? Is he asking?	I am not asking. You are not asking. He (she) is not asking.
Мн.	We (you, they) are	Are we (you, they) asking?	We (you, they) are not

Поставьте глаголы в скобках в настоящее длительное время

Example: It is 2 o'clock now. He(work) on a computer. He is working on a computer.

1. It is 6 a.m. I (sleep).
2. It is 8 a.m. He (make) his bed.
3. It is 8,30 a.m. She (have) breakfast.
4. It is 9 a.m. We (go) to the college.
5. It is 10 p.m. They (arrive) in Boston.

Практическая работа № 4

Тема: **Производство и продажи.**

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Marketing and sales

Marketing is the process of identifying, anticipating and then meeting the needs and requirements of consumers in order to make a profit. In contrast, selling involves persuading customers that your products or services provide the benefits that they are looking for.

You can therefore see that there is an important difference between marketing and sales. Marketing puts the needs of the customer first. Through market research, it is possible to find out about customer tastes and requirements.

In contrast selling takes place after marketing has helped the business to identify those sorts of goods that customers are looking for. The sales person is convinced that theirs is the best in the market. It is their job to then convince customers that this is the case.

The marketing department of a firm that produces razors like BIC or Gillette carries out research to find out the sorts of shaving developments that their customers are looking for. They ask customers to tell them what improvements they would like to see to existing products and what new products they would like developing. They test market a range of possible products on customers. As a result of the marketing process they are able to come up with the most suitable products.

Having invested so much in customer focused marketing they must then sell the benefits of the new product developments to customers. This involves advertising and promotion to communicate product benefits. It involves providing the appropriate support literature and direct selling to retail outlets that will stock the new razors. The sales force is effectively selling the benefits of the new products. These benefits were developed as a result of market and product research. Marketing and sales therefore go hand in hand.

Marketing is all about finding out what the customer wants. Selling is all about showing the customer that you can please them by providing them with the products that they want.

Marketing is designed to achieve profitable sales. It involves the use of powerful tools to manipulate the decisions of individuals and of other firms in the private and public sectors. This means that boundaries must be set to define the limits of acceptable behaviour.

Some limitations are imposed on a voluntary basis by firms themselves and by industry-based organisations such as the Advertising Standards Authority. But the law must provide the ultimate source of regulation in areas such as:

consumer protection: laws regulating product safety, honesty in product description and rights to refunds and exchanges;

credit: laws requiring lenders to provide full information about a loan including the Annual Percentage Rate (APR); also giving time for borrowers to change their minds;

information: obligation to disclose information held about consumers;

child protection: age limits for the sale of alcohol and tobacco products; film certification.

Overall the law has to find a balance between the importance of profitable business enterprise and the need to protect consumers from unfair or anti-social marketing activity.

1. Соотнесите слова и их определения.

Переведите следующие слова и выражения на английский язык.

1. продавец
2. разглашать информацию
3. годовая процентная ставка
4. выгодный сбыт
5. магазин розничной продажи
6. продвижение (товара)
7. Реклама
8. торговый персонал
9. защита прав потребителей
10. маркетинговый отдел

2. Переведите следующие слова и выражения на русский язык.

1. to manipulate the decisions of individuals
2. private and public sectors
3. to make a profit
4. Limitations
5. industry-based organizations
6. product safety
7. Loan
8. market and product research
9. to change mind
10. to use powerful tools

Практическая работа № 5

Тема: Производство и продажи.

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Marketing and sales

4. Выберите правильный вариант ответа.

1. is the process of identifying, anticipating and then meeting the needs and requirements of consumers.

a) refund b) product safety c) marketing

2. Communicating product benefits includes and promotion.

a) product research b) advertising c) product safety

3. Marketing involves the use of powerful tools to the decisions of individuals.

a) manipulate b) change c) encroach

4. The is effectively selling the benefits of the new products.

a) marketing b) sales force c) promotion

5. The job of is to convenience customers.

a) sales person b) manager c) consumer

5. Ответьте на вопросы.

1. What is marketing? 2. What is sales force? 3. What should be done to increase sales? 4. What limitations are provided by the ultimate source of regulation? 5. What is the job of a sales person?

Практическая работа № 6

Тема: Производство и продажи.

Цель: формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Online shopping: pros and cons

Modern information technologies have influenced greatly people's lifestyle and their daily routine. Today we can do shopping not only at markets and stores but also on the Internet. There is a great variety of online shops on the Internet and they sell all kinds of goods: from cars or airplane tickets to books or food. You can buy anything just with a few clicks of the mouse. The first online store appeared in England in 1979. And since then shopping online has become really popular and widely-used. Currently the largest world online corporations are "Amazon" and "eBay".

It is often faster and cheaper to buy online. For instance, finding and buying books on a website is easier and more convenient than walking around a large bookstore. Moreover, customers save not only their time but money as well: warehouses are normally cheaper than shops, so online companies offer lower prices even when delivery charges are included. Although shipping a small number of items from another country could be sometimes quite expensive.

It goes without saying that not all products can be purchased online as easy as books. People prefer to try on clothes, for example, to feel the quality and choose the right size. So they often go shopping first, choose the product in stores and then place an order for it online, having found some attractive discount.

Online shopping is also an ideal way of buying goods for extremely busy people or for the disabled. Online stores are usually available 24 hours a day. All you need is the Internet access and a valid method of payment: credit cards, electronic money or cash on delivery.

The main disadvantage of online shopping is insecurity. There is always a small risk that your financial and personal information might be exploited by hackers. Other frustrating disadvantages are additional costs for delivery and long waiting time, up to several weeks.

Besides, online shopping is a bit risky because you can get goods of bad quality, broken or even wrong items.

As we can see, shopping on the Internet has both advantages and disadvantages. To my mind, it is a very useful and convenient invention. We should just be careful when choosing a website and placing orders.

Практическая работа № 7.

Тема: **Инфляция и цены..**

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести предложения.

1. Inflation <i>Creeping</i>	Ползучая	Inflation rate is less than 10 %. It is a normal state of affairs in most countries.
<i>Rapid runaway, galloping</i> ['gxlq]	= Быстрая, галопирующая	If inflation is rapid, it causes serious losses and makes authorities take measures to control it. The Inflation rate is 10 – 50 %.
<i>Hyperinflation</i>	Гиперинфляция	The inflation rate is 100 % - 200 %. Barter trade takes place.
<i>*agflation</i>	Рост цен на продукцию с/х	Increase in prices for agricultural products.
<i>Stagnation</i>	Спад производства	Decrease (decline) in production
<i>Stagflation</i>	Стагфляция	Decrease in production + hyperinflation
<i>Deflation</i>	Дефляция	It is opposite to inflation. It is a persistent decrease in prices.
2. Inflation Rate	Ставка инфляции	It is the percentage change in price over time
3. An inflationary (uneven) development	Инфляционный(неравномерный) процесс (развитие) развиваться	An inflationary development means rising prices.

(to develop)		
4. Rising prices	Повышающиеся цены	
5. Consequence	Последствие	The rising prices is a consequence of an uneven development in the quantity of goods on offer and the quantity of money available. *What are the consequences of runaway inflation? It leads to shortage of goods. You have money but you can buy nothing. *Goods are not available in shops during the inflation.
6. Quantity Quality	Количество Качество	
7. Goods on offer	Предлагаемые товары	
8. Money (goods) available	в наличии	
9. Determine demand and supply	Определять с проси предложение	The demand of goods and money available determine the inflation rate. The demand for goods is higher than the supply of goods.
10. Cause of inflation (коза сталапричиной авари и)	Причина	The causes of inflation are complex.
11. To be damaging for the economy	Бытьразрушит ельнымидля э кономики	The consequences of inflation are damaging for the economy.
12. To decrease (decrease) economic growth	Снижать (сни жение) экономически йрост	Inflation leads to decrease in economic growth.
13. Come to a halt	Останавливат ься	Sometimes economic growth comes to a halt when the inflation is galloping. This situation is named stagnation.
14. To take measures	Принять меры	The government must take measures to combat stagnation.
15. To combat	Бороться	
16. Reduce, reduction	Сокращать,со кращение	Deflation is a reduction in the supply of money in comparison with the supply of goods.

Отчет о проделанной работе: перевод текста.

Практическая работа № 8.

Тема: **Инфляция и цены..**

Цель: формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

Прочитать текст. "Inflation and deflation"

An inflationary development is characterized by rising prices within a certain period of time. The rising prices is a consequence of an uneven development in the quantity of goods on offer and the quantity of money available, which itself determines the demand and is the inflation rate. The causes of inflation are generally complex and can arise either from the goods or from the monetary side. The consequences of inflation are extremely damaging for the economy. Inflation becomes stagnation when economic growth decreases or comes to a halt, but inflation continues to rise.

If the state does not take measures to combat stagnation, this leads to stagflation.

Deflation, the opposite development to inflation, represents a reduction in the supply of money in comparison with the supply of goods. An organization can have many different managers, across many different titles, authority levels, and levels of the management hierarchy.

Практическая работа № 9.

Тема: **Enquiries and Offers**

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

Enquiries and Offers». Презентация слов

1. transaction	Сделка	Business transactions start with enquiries.
2. enquiry	запрос	
3. prospective buyer (seller, customer) = would be potential	Потенциальный покупатель (продавец, клиент)	The prospective buyer gets the name of the prospective seller at an exhibition, from an advertisement, TV commercial.
3. exhibition	выставка	
4. advertisement	Рекламное объявление	
5. commercial [kq'mE:S(q)l]	рекламная передача	
6. channels of information	информационные каналы	Exhibitions, advertisements in newspapers, magazines, TV or radio commercials are channels of information.
7. send in reply	Послать в ответ	The prospective seller considers the enquiry and sends an offer in reply.
8. stipulate terms of	устанавливать	The offer usually stipulates terms of

delivery, sale	условия доставки, торговли	delivery, prices, discounts and other necessary details.
9. work on a small profit margin	Работать с небольшой прибылью	If a company works on a small profit margin, they don't offer any discounts on their consignments.
10 consignment [kɒn'saɪnmənt]	Партия товаров	
11. to enclose a price- list (enclosure)	Приложить прайс-лист (приложение)	Companies usually enclose price-lists to their offers.
12. send by separate post	Послать отдельным паке- том (конвертом)	Companies can send samples of advertised products and other brands in stock by separate post.
13. stock of smth To have smth in stock	Запас чего-либо Иметь что-либо на складе	
14. urge smb to do smth	Настоятельно советовать кому-либо, подгонять	The company may urge you to place an order as soon as possible because of huge response to their advertisements.
15. huge response Response, respond	Солидный отклик Ответ, отвечать	

Практическая работа № 10.

Тема: **Enquiries and Offers**

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

Enquiries and Offers».

"Enquiries"

Business transactions usually start with enquiries.

As a rule the prospective buyer gets the name and address of the prospective seller either at an exhibition, from an advertisement in a newspaper, magazine, and thanks to a television or radio commercial. All these channels of information and advertising are very important.

Enquiries can be sent by mail or by fax. Sometimes enquiries can be made orally, by phone.

In the enquiry the prospective buyer states in what goods exactly he is interested in asks for details on the price and terms of sale.

A specimen enquiry

The Sales Department

Southern Importers Ltd.

Dane Street

Northam (район

Southampton SO9 4YQ (Саутгемптон)

Dear Sirs,

We are a large record store in the centre of Manchester and would like to know more about your products you advertised in this month's edition of Hi Fi News. Could you tell us if the DVD disks are leading brand names, or made by small independent companies, and if they would be suitable for recording classical music or only dictations and messages?

It would also be helpful if you could send us some samples. If they are of the standard we require, we will place a substantial order.

We would also like to know if you are offering any trade discounts.

We are looking forward to hearing from you in the near future.

Yours faithfully,

J. Allen

Director

A.X.C. Records Ltd.

Offers

After considering the enquiry for some time the prospective seller sends an offer in reply. The offer usually quotes the price and stipulates terms of delivery, terms of payment, time of delivery and some other necessary details.

A specimen offer

Mr. J. Allen

Director

A.X.C. Record Ltd.

41 Broadway

Manchester M2 5BP

Dear Mr. Allen

Thank you for your enquiry of 12 May in which you asked about the products we advertised in this month's edition of Hi Fi News.

The DVD disks are high quality and suitable for any type of recording. They are Kolby products which is a brand name you will certainly recognize. Our prices are low and quite competitive as we are working on a small profit margin, therefore we will not be offering any trade discounts on this consignment.

But we sell a wide range of disks and we enclose a price-list giving you details of trade, quantity, and cash discounts on our other products.

We have sent, by separate post, samples of the advertised disks and other brands we stock. We would like urge you to place an order as soon as possible as there has been a huge response to our advertisement.

Thank you for your interest and await your reply.

Yours faithfully,

B. Lyndon

Southern Importers Ltd.

Encl. price list

2) Переведите предложения (устно). Можно сделать в виде рассказа – «снежного кома» (студенты говорят не только свои предложения, но по памяти вспоминают и все предыдущие предложения)

1. Все сделки начинаются с предложений.

2. Потенциальные покупатели узнают имена потенциальных продавцов на выставках, из рекламных объявлений, рекламных передач.

3. Выставки, рекламные объявления, рекламные передачи – каналы информации.

4. Продавцы шлют в ответ предложение.

5. Предложение оговаривает условия поставки, условия оплаты, цены, скидки и другие необходимые подробности.

6. Если компания работает с небольшой прибылью, она не предлагает каких-либо скидок на партии товаров.

- 7.Компании прилагают прайс-листы к предложениям.
 8.Компании высылают отдельным конвертом образцы рекламируемой продукции, также образцы продукции, имеющейся на складе.
 9.Продавцы часто настоятельно советуют покупателям купить их товар из-за большого отклика на рекламу.

Отчет о проделанной работе: перевод текста.

Практическая работа № 11.

Тема: Времена группы SimplePassive.

Цель: определение Present, Past, Future Simple Passive.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Краткие теоретические положения:

В «Грамматическом минимуме» мы ограничимся тремя видовременными формами в страдательном залоге. Форма страдательного залога образуется по схеме: be + сказуемое с окончанием –ed или 3-я форма неправильного глагола.

Present Simple Passive

Образование: подлежащее + am/is/are + сказуемое с окончанием –ed или 3-я форма неправильного глагола.

Пример: English is spoken here. – Здесь говорят на английском.

Вопросительное предложение: Is English spoken here? –Здесь говорят на английском?

Отрицательное предложение: English is not spoken here. –Здесь не говорят на английском.

Past Simple Passive

Образование: подлежащее + was/ were + сказуемое с окончанием –ed или 3-я форма неправильного глагола.

Пример: I was invited. – Я был приглашён.

Вопросительное предложение: Was he invited? – Он был приглашён?

Отрицательное предложение: He was not (wasn't) invited. – Он не был приглашён. They were not (weren't) invited. –Они не были приглашены.

Future Simple Passive

Образование: подлежащее + shall/will + be + сказуемое с окончанием –ed или 3-я форма неправильного глагола.

Пример: You will be invited. – Вас пригласят (вы будете приглашены).

Вопросительное предложение: Will you be invited? – Вы будете приглашены? (Вас пригласят?)

Отрицательное предложение: You will not (won't) be invited. – Вы не будете приглашены. (Вас не пригласят)

Rewrite the sentences in passive voice.

1. He opens the door. -
2. We set the table. -
3. She pays a lot of money. -
4. I draw a picture. -
5. They wear blue shoes. -

6. They don't help you. -
7. He doesn't open the book. -
8. You do not write the letter. -
9. Does your mum pick you up? -

Отчет о проделанной работе: выполнение грамматических упражнений по страдательному залогу.

Практическая работа № 12.

Тема: Бизнес-переговоры.

Цель: определение Present, Past, Future Simple Passive.

Лексический минимум

course ход, течение

in the course of smth. в ходе чего-либо

party сторона, участник

a party to the contract сторона контракта

to agree соглашаться

to agree with smb. соглашаться с кем-либо

to agree to smth. соглашаться с чем-либо

I agree to his plan я согласен с его планом

to agree on/upon smth. договориться о чем-либо

we agreed on the plan мы согласовали план

agreement соглашение

to come to an agreement прийти к соглашению

we managed to come мы смогли прийти к

to negotiate вести переговоры

negotiation (s) переговоры

to stress подчеркивать

urgent срочный

urgently срочно

speedy быстрый, срочный

speedy delivery срочная доставка

vital первостепенный

of vital importance первостепенной важности

to install устанавливать, монтировать

installation установка

pretty довольно

to mention упоминать

to handle заниматься

to move двигать (ся), передвигать (ся)

major главный

a major problem главная проблема

to consult советоваться

to consult with smb. советоваться с кем-либо

consultation консультация

to give a consultation to smb. дать консультацию кому-либо

colleague коллега

to reply отвечать

to reply smb. отвечать кому-либо

reply ответ
in reply to smb. в ответ на что-либо
to propose предлагать
proposal предложение
to arrange договариваться
arrangement договоренность
to promise обещать
promise обещание
to accept принять
acceptance принятие
to write писать
in writing в письменном виде
writer писатель

I. Переведите текст на русский:

BUSINESS TALKS

In the course of making enquiries and offers, the parties very often meet to agree upon one or another question.

Here is a specimen business talk:

SELLER: Well, let's get started. You now, with this delivery problem I'm sure there's room for negotiation.

BUYER: Oh, yes, we stressed in our enquiry that we needed the machine urgently. A speedy delivery is of vital importance for us.

SELLER: Well, this is how we see it. We can deliver the machine in 7 weeks and install it four weeks after that.

BUYER: Oh, I am afraid these periods are too long. We cannot agree with you.

SELLER: These are in fact the usual periods. It's pretty normal in this kind of operation.

BUYER: When we mentioned speedy delivery we expected you to deliver the machine in 6 weeks at the latest and to install it 3 weeks after that.

SELLER: I see what you mean. But that would be difficult. You see we have a lot of orders to handle at present and moving just one machine is a major problem. Look, if I can promise you delivery in 7 weeks, does that help?

BUYER: I am afraid I cannot agree to that.

SELLER: Well, you are really asking us for something that is very difficult. I've already offered you 7 weeks. I'll have to consult with my colleagues and let you know our reply this week.

BUYER: I've got a proposal. If you deliver the machine in 6 weeks we shall place another order for the second half of year,

SELLER: Well, on that basis I suppose we might be able to look at some kind of arrangement. In fact, if you can promise another order I think we could accept your terms.

BUYER: Very good. Let's consider it settled. I'll confirm our next order for the second part of the year in writing tomorrow.

SELLER: I'm very glad we have come to an agreement.

II. Переведите на русский:

1. Well, let's get started.
2. Well, this is how we see it.
3. Oh, I am afraid these periods are too long.
4. We can not agree with you.
5. These are in fact the usual periods.
6. It's pretty normal in this kind of operation.
7. I see what you mean.

8. But that would be difficult.
9. I am afraid I cannot agree to that.
10. I've got a proposal.

III. Переведите на английский:

Быстрая доставка, множество заказов, консультироваться с коллегами, предложение, принять предложения, подтверждать заказ, прийти к соглашению, деловые переговоры, в настоящее время, вторая половина года, разместить другие предложения.

IV. Образуйте три формы глаголов:

Take, prove, become, need, find, set, make, come, raise, give, store, fall, pay, spread, do.

V. Поставьте вопросы к выделенным словам:

1. A speedy delivery is of vital importance for us.
2. I am afraid these periods are too long.
3. We have a lot of orders to handle at present.
4. I'll confirm our next order for the second part of the year in writing tomorrow.

VI. Письменно ответьте:

- what the buyer's position was;
- what the seller's position was;
- to what agreement the parties came.

VII. Откройте скобки, используя нужное время, укажите его, переведите предложения:

1. K. Marx (to see) the setting of capitalism as anything but permanent.
2. The present office (to be) too small.
3. Changes in the rate of interest on government securities will often affect share prices.
4. Last year the results (to be) not very pleasing.
5. In a situation of full employment, the supply of most goods and services will be inel

Практическая работа № 13.

Тема: Prices and Terms of Delivery

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

Most popular terms of delivery are:

fob terms (free on board)	франко-борт	In case of fob terms the price includes <u>the cost of goods and transportation expenses to the port of shipment</u> (порт погрузки).
Cost of goods, transportation expenses	Стоимость товаров, Транспортные расходы	
Port of shipment	Порт погрузки	
for terms (free on rail)	франко-вагон (франко-железнодорожная станция)	In case of for terms the price includes cost and transportation expenses to the railway station only.
Are similar to	аналогичный, подобный	For terms are <u>similar</u> to fob terms.
Mode of transportation	вид транспортировки	The only difference is mode of transportation

on board ships or planes	на борту кораблей и самолетов	In case of fob terms goods are shipped on board ships and planes. In case of for terms goods are transported by railway.
cif terms (cost, insurance, freight)	сиф стоимость, страховка, фрахт (морская перевозка или использование судов)	In case of cif terms the price includes cost of goods, insurance and freight to the port of destination.
post of destination	порт назначения	
C&f terms (cost and freight)	каф	In case of c&f terms the price includes cost of goods and freight to the port of destination, no insurance is included.

Вопросы по словам:

1. Do fob terms include cost of goods, transportation expenses to the port of shipment?
2. What do fob terms include?
3. What does the word "fob" mean?
4. What does the word "for" mean?
5. Do for terms include cost of goods? transportation expenses to the railway stations?
6. What do for terms include?
7. Are for and fob terms similar? Why are they similar?
8. What is the difference between for and for terms?
9. What is the mode of transportation in case of for terms? for terms?
10. What does the word "cif" mean?
11. What is the difference between fob and cif terms?
12. Is there any difference between c&f and cif terms?

Практическая работа № 14.

Тема: **Prices and Terms of Delivery**

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Прочитайте текст "Prices and terms of delivery"

When sellers quote prices in their offers they usually state on what terms, at this price, they will deliver the goods. the price will certainly depend on the terms of delivery.

The most popular terms of delivery in foreign business transactions are:

- fob (free on board)
- cif (cost, insurance and freight)
- c&f (cost and freight)
- for (free on rail)

If the goods are offered on fob terms the price will practically include the cost of the goods and transportation expenses to the port of shipment.

If the goods are offered on cif terms the price will cover the cost of the goods, insurance expenses and freight or transportation expenses, to the port of destination.

If the goods are offered on c&f terms the price will cover the cost of the goods and freight to the port of destination.

If the goods are offered on for terms the price will include the cost of the goods and transportation expenses to the railway station only. These terms are similar to fob terms. The only difference is the mode of transportation. In case of for terms the goods are shipped on board ships or planes. In case of for terms the goods are transported by railway.

Here are a few examples of how terms of delivery can be mentioned in offers.

- The price is USD 2,000.00 per ton fob New York.
- The quoted price is GBP 1,200.00 each cif Murmansk.
- We can offer the goods at the price of GBP 78.00 per metre c&f Liverpool.
- The goods are offered on a for basis.

7. Дополните предложения

1. When sellers quote prices in their _____ they usually _____ state on what _____, at this _____, they will deliver the goods.
2. The price will certainly depend on _____.
3. The most popular terms of delivery in foreign business transactions are _____.
4. If the goods are offered on fob terms the price _____.
5. If the goods are offered on cif terms the price _____.
6. If the goods are offered on c&f terms _____.
7. If the goods are offered on for terms _____.

8. Ответьте на вопросы

What is the for (fob, cif, c&f) price?

9. Переведите на английский язык

1. Цена составляет 3 тыс. долл. США, фоб Рига.

(The price is USD 3,000.00 for Riga.)

2. Названная цена указана в английских фунтах стерлингов – 1300 за штуку сиф Одесса.

(The quoted price is GBP 1,300.00 each cif Odessa.)

3. Мы можем предложить товар по 72 ф.ст. за метр на условиях каф Москва.

(We can offer the goods at the price of GBP 72.00 per metre c&f Moscow.)

4. Товар предлагается на условиях франко железнодорожная станция.

(The goods are offered on a for basis).

Отчет о проделанной работе: перевод текста.

Практическая работа № 15.

Тема: Terms of Payment

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

Terms of payment. Презентация слов

State terms	Устанавливать условия	Offers state terms of payment.
Currency, time of payment, mode of payment	Валюта, время платежа, способ платежа.	Terms of payment mean the currency, time of payment, mode of

		payment.
Banker's transfer	Банковский перевод	The most popular modes of payment are by a banker's transfer, by a letter of credit, for collection, by drafts, on an open account.
A letter of credit	Аккредитив	

Практическая работа № 16.

Тема: Terms of Payment

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

4. Прочитать текст "Terms of Payment"

Offers usually state the terms on which the goods are to be paid, or terms of payment.

Terms of payment usually mean the currency, time of payment, mode of payment and many details.

In foreign trade transactions various modes of payment are practiced, among which the most popular are as follows:

- by a banker's transfer
 - by a letter of credit
 - for collection
 - by drafts
- on an open account

Sometimes mixed terms are practiced. That depends on the value of the goods, volume of the goods, time of delivery and many other factors.

Here is an example of how terms of payment can be stipulated in the offer for some expensive sophisticated equipment:

We propose the following terms of payment:

1. Ten percent of the total sum should be paid in advance by telegraphic banker's transfer.
2. Fifty percent of the total sum should be paid by telegraphic banker's transfer within 30 days after your bank receives shipping documents. (1/c)
3. Forty percent of the total sum should be paid by drafts at 90 day's sight.

5. Ответьте на вопросы

1. Do offers state terms of payment?
2. What particulars do terms of payment cover?
3. What terms of payment are practiced in foreign trade?
4. On what does the choice of terms of payment depend?
5. What example of terms of payment is quoted in the text?

Отчет о проделанной работе: перевод текста.

Практическая работа № 17
Контрольная работа.

2 курс 3 семестр

1 вариант

1. Вставьте одно из следующих слов.

Some, any, no, somebody, anybody, nobody

1. There is ... water in the kettle: they have drunk it all.
2. There were ... firtrees in that forest, but many pines.
3. We could not buy cherries, so we bought ... plums instead.
4. I saw ... I knew at the lecture.
5. I dare say that there may be ... at the lecture that I know, but what does that matter?

2. Выберите необходимый модальный глагол в соответствующем времени (can, may, must, tohaveto, tobeto, need)

1. Ann ... go there yesterday.
2. He ... tell them all he saw there.
3. The tourist ... to reach the village before dark.
4. You ... air the room twice a day.
5. They ... to live in one room.
6. He ... to leave Moscow on Monday.
7. We ... be afraid.

3. Раскройте скобки и поставьте глагол в нужном времени Present, Past, FutureSimple.

1. He (to turn) on the television to watch cartoons every morning.
2. I (to be) very busy last summer and I (not to go) there.
3. They (to enjoy) themselves at the symphony yesterday evening?
4. Who (to take) care of the child in the future?

4. Задайте к предложению 4 типа вопроса.

2 вариант

1. Вставьте одно из следующих слов.

Some, any, no, somebody, anybody, nobody

1. There were ... of friends there.
2. Do you really think that ... visits this place?
3. I have never seen ... lace their boots like that.
4. Well, anyway, there is ... need to hurry, now that we have missed the train.
5. Have you ever seen ... of these pictures before?

2. Выберите необходимый модальный глагол в соответствующем времени (can, may, must, tohaveto, tobeto, need)

1. He ... lock the door.
2. You ... to meet him at the railway station yesterday.
3. The boy ... to write with a pencil.
4. You ... help her mother about the house.
5. Our pupils ... read and speak English.
6. We ... stay away from school.
7. You ... see these documents.

3. Раскройте скобки и поставьте глагол в нужном времени Present, Past, FutureSimple.

4. How often you (to go) to the dentist's?
5. Two years ago they (to be) rich and money (to be) never problem.
6. I (to like) to get on with my friends, so I often (to do) what they (to want).

7. Kate (to cook) dinner tomorrow.

4. Задайте к предложению 4 типа вопроса.

Практическая работа № 18 Дифференцированный зачет.

Упражнение 1. Преобразуйте следующие предложения из действительного залога в страдательный:

1. People must protect the environment at all costs. 2. Many people attended the music festival. 103. The Minister of Education is making an announcement at the moment. 4. The party organisers set off fireworks. 5. Several reggae bands will play Caribbean music. 6. The local newspaper is publishing colour photos of the carnival. 7. People sang the national anthem at the beginning of the ceremony. 8. They had decorated their house with balloons and streamers.

Упражнение No12. Переведите на русский язык:

1. He published the book last year. 2. We use these clothes only on special occasions. 3. Somebody switched on the light and opened the door. 4. They will give you an answer in some days. 5. Who wrote this novel? 6. They showed her the easiest way to do it. 7. We have looked for the telegram everywhere. 8. Nobody had visited him. 9. They will have finished the work by twelve. 10. We shall not admit children under sixteen. 11. The pupils can do this exercise without any difficulty. 12. You must not leave your bags in the hall. 13. He hasn't slept in his bed. 14. They don't look after the children properly. Упражнение No13. Преобразуйте вопросительные предложения из действительного залога в страдательный по образцу: e.g.: Who painted Mona Lisa? – Who was Mona Lisa painted by? 1. Who will make the lanterns? 2. What did they fill the cake with? 3. What did they stuff the turkey with? 4. Who is teaching the children traditional dances? 5. Who is going to open the festival? 6. Who broke the window?

Упражнение No14. Вставьте в предложения предлоги "by" или "with"

1. This sauce was made _____ fresh tomatoes. 2. Tommy was bitten _____ a mosquito during the night. 3. The old table was covered _____ a tablecloth. 4. The hall was decorated _____ pink and purple balloons. 5. His suit was made _____ his mother. 6. I was frightened _____ a strange noise coming from the attic. 7. The beautiful poem was written _____ my best friend. 8. This pie is made _____ spinach and cheese. 9. This pie is made _____ spinach and cheese. 10. The dining-room was decorated _____ the maids _____ colourful, exotic flowers. 11. The wedding cake made _____ the chef was flavoured _____ vanilla. 12. The eggs were coloured _____ natural dyes _____ the local women.

Упражнение No15. Измените предложения из активногo залога в пассивный:

1. Last week we painted our house. 2. The storm has ruined a lot of houses in the village. 3. Students are doing the course paper at the moment. 4. They make the salad with eggs, onions and mayonnaise. 5. The guard will close the door after the lesson. 6. At 6 p.m. yesterday we were sitting at home and watching TV. 7. You can write the letter tomorrow. 8. They saw a man running out of the bank. 9. Mary hasn't written the postcards yet. 10. The mechanic will repair our car on Saturday. 11. Had Jack ordered the pizza? 12. The shop won't deliver our furniture until Monday.

Упражнение No16. Поставьте глаголы в скобках в нужном времени в активном или пассивном залоге:

Chocolate 1) _____ (be) a food that 2) _____ (make) from cocoa beans. It can 3) _____ (eat) or 4) _____ (drink). The cocoa plant 5) _____ (first/ grow) by the Mayas, Toltec's and Aztecs more than 3,000 years ago. They 6) _____ (prepare) a drink from the beans and often 7) _____ (use) the beans as currency instead of money. Columbus first 8) _____ (take) the beans to Spain in 1502 and Hernan Cortes later 9) _____ (introduce) the bitter cocoa-bean drink there, too. There, it 10) _____ (sweeten) and 11) _____ (flavour) with cinnamon and vanilla and

12)_____ (serve)hot. This drink 13)_____ (remain)a Spanish secret for almost a hundred years before it 14)_____ (introduce)to France. In 1657, a Frenchman 15)_____ (open)a shop in London selling solid chocolate. Soon, more shops opened in other European capitals. During the 1700s, the English 16)_____ (improve)chocolate by adding milk. Sweet eating chocolate 17)_____ (produce)for the first time in 1847 by the English firm Fry and Sons

3й курс 5й семестр. Практическая работа № 1

Тема: **Введение в логистику.**

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

Active vocabulary

to set up – основывать, устанавливать, учреждать, открывать (магазин)

plant supervision – производственный контроль to extract – извлекать, добывать

critical factor – решающий фактор

global distribution network – глобальная распределительная сеть facilities – сооружения, здания, производственные мощности real estate – недвижимость

warehouse – (товарный) склад, пакгауз to contract for – арендовать

life cycle – цикл долговечности

to commit – 1) финансировать, вкладывать (капитал); 2) брать на себя обязательство; 3) вовлекать, втягивать (напр., ресурсы в производство)

forwarder – экспедиционное агенство, транспортно-экспедиционная организация

hub – центр внимания, интереса, деятельности

Exercise 1. Read and translate the text

Factors of logistics

Part 1

Logistics is that part of the supply chain process that plans, implements, and controls the efficient, effective forward and reverse flow and storage of goods, services, and related information between the point of origin and the point of consumption in order to meet customers' requirements. Industrial logistics is even more specialized and touches a wide range of topics related to plant supervision, demand planning, and production control.

Supply chain technology is a critical factor in extracting value. A supply chain strategy is needed to spot the proper supply chain technology. Selecting the right systems requires a careful evaluation process that asks the right questions and spot proper solutions for logistics and industrial logistics.

When you're setting up a global distribution network, the decision on where to locate warehouses and how to operate them will be governed by the following 10 factors.

Инфинитив

Существует 6 форм инфинитива (неопределенной формы глагола). У инфинитива различают аспект (aspect) - Indefinite / Continuous; залог (voice) - Indefinite/Passive.

Indefinite	Passive	Continuous
to ask	to be asked	to be asking
Perfect	Perfect Passive	Perfect Continuous
to have asked	to have been asked	to have been asking

Формы to ask, to be asked, to be asking выражают действие, происходящее одновременно с действием сказуемого.

Активные и пассивные формы инфинитива показывают, совершает ли лицо (объект) действие или над ним совершают действие.

She wants to ask him. - Она хочет спросить его.

She wants to be asked by him. - Она хочет быть спрошенной им.

She wants to be asking him now. - Она хочет спрашивать его сейчас.

Формы перфекта (to have asked, to have been asked, to have been asking) выражают действие, предшествующее сказуемому.

She wants to have asked him about it yesterday. - Она хочет, чтобы она спросила его об этом вчера.

She wants to have been asked by him yesterday. - Она хочет, чтобы она была спрошена им вчера.

She wants to have been asking him for the whole evening yesterday. - Она хочет, чтобы она спрашивала его вчера весь вечер.

* **Continuous forms** показывают, что действие носит временный характер.

She seems to be losing her temper.

Определите форму инфинитива.

1. I don't want to lose my business. 2. The task is easy to be managed. 3. I want this question to have been solved. 4. I am glad to see you. 5. Try not to use bad words. 6. It was difficult to speak. 7. He promised to come. 8. I want to be left alone. 9. She didn't want to be seen. 10. She didn't want to be heard. 11. I have something to say. 12. The houses to be build will be the same. I was glad to have talked to him. I was glad to be seen with him. She pretended to be well not to be taken to the doctor. She is old enough to be taken for her mother. I am glad to be speaking to him. She told nothing to be punished. The results were impossible to have been predicted. They were surprised to have found me there. I wasn't glad to have been asked about such things then.

Функции инфинитива

INFINITIVE FUNCTIONS

(Функции инфинитива)

1. The Subject (подлежащее).

To do it is easy (impossible, a mistake)

With the Introductory Subject (с вводным подлежащим):

It is easy to do it.

It was nice to be speaking to her again.

2. The Predicative [prɪ'dɪkətɪv] – именная часть составного сказуемого

The main thing was to get a permit. ['pɛ:mɪt]

What I want is to be left alone.

3. The Part of a Compound ['kPmpaVnd] Verbal Predicate ['predIkIt]

You needn't wait. – You can go.

3. The Object

He promised to do it.

She didn't want to be seen.

He pretended to be working hard. (он претворялся)

I was glad to see him. / I was pleased to be talking to him./ I was glad to have talked to him. / I was glad to have been talking to him the whole evening./ I was glad to be seen with him./

4. The Attribute (определение)

He was the first to cross the finish line.

I have nothing to give you. / Have you anything else to say?

He is just the man to do it. / It is just the book to read in the train.

Определите функции инфинитива

1. To tell her the truth is not necessary. 2. The general idea was to go away. 3. Why did you pretend to be ill? 4. I didn't mean to abuse [q'bjuz] you. 5. She was the first to see the danger. 6. Who of us is brave enough to go to the blackboard? 7. This book is impossible to get. 8. They have astonished to have found me there. 9. The ball was hard to catch. 10. It is necessary to explain it to her. 11. She was obviously pleased to see me. 12. There is no time to wait for him. 13. The weather is too fine to sit at home. 14. They have astonished to have found me there. 15. The first thing to do is to start reading. 16. Who was the last to speak to him? 17. We agreed to go to the village. 18. It is hard to argue with her. 19. He was afraid to be seen with her. 20. I have nothing to give you. 21. I have come here to speak to you. 22. She wore heels to look taller. 23. There is no place to put you box here. 24. You are old enough to understand such things.

Практическая работа № 2

Тема: Введение в логистику.

Цель: формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

1.Capital investment strategy is at the top of the list of reasons to avoid owning foreign real estate. If it doesn't fit with the strategic goals of the company, a foreign warehouse is not a likely investment. The question you have to answer is this the best use of company capital? That said, many firms will consider the investment in a physical distribution network strategic to serving certain global markets.

Consumer products company Procter & Gamble Co. used to serve the Mexico City market from a number of small, inadequate facilities scattered around the region. AMB Properties developed a distribution operation to consolidate the P&G operations into a single, modern facility and, after contracting for the use of the facility for a few years, P&G purchased the operation, according to Steve Callaway, senior vice president with AMB Properties.

2.Market life cycle is another critical factor. At the early stages of market development, flexibility can be crucial. Markets can develop faster or slower than expected, and scalability can become an issue.Property-developersandthird-partyproviders often have multiple facilities and can expand or contract distribution resources to meet changing needs.

On the flip side, many companies in a more mature market situation will want to control their assets/inventory more closely. Combining issues of how company capital is committed in a

country or region and meeting customer service demands may dictate ownership over a contract relationship.

3.Speed to market takes two forms — entering the market and serving the market. Contracting for an existing facility with at least the minimum systems and a workforce can accelerate market entry or expansion. Here, entrenched infrastructure is a plus. Operations in port areas, near airports or in “distribution hot spots” may promise logistics capabilities and access to developed transportation infrastructure. Those properties may be difficult or expensive to own because the area is already built up. Many ports and airports may also restrict land ownership.

Carriers and forwarders with operations on-site at ports and airports often expand to include distribution services. Schenker recently announced a European Logistics Center in Germany that provides a logistics warehouse for value-added services adjacent to its central hub.

Property on port grounds may be impossible to own. The only way to have property in some ports, confirms Edgar Kasteel, vice president of Holland International Distribution Council, is to rent it from the port. Those highly desirable locations may be difficult to secure, but they do offer proximity to transportation infrastructure.

Questions

What is supply chain technology needed for?

Why is capital investment strategy at the top of the list of reasons to avoid owning foreign real estate?

What is market life cycle?

Практическая работа № 3

Тема: Введение в логистику.

Цель: формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

Words to be used in rendering

устройство контроля – control device материальный поток – material flow
материально-техническое обеспечение – distribution

автоматизированная система управления – computerized control system

маркировка – marks

штрих-код – bar code

учет запасов – inventory accounting

база данных – data base

Exercise 7. Render the text using the words that follow.

Логистика – наука о планировании, организации, управлении, контроле и регулировании движения материальных и информационных потоков в пространстве и во времени от их первичного источника до конечного потребителя. Логистика, хотя и имеет глубокие исторические корни, тем не менее, сравнительно молодая наука. Особенно бурное развитие она получила в период Второй мировой войны, когда была применена для решения стратегических задач и четкого взаимодействия оборонной промышленности, тыловых и снабженческих баз и транспорта с целью своевременного

обеспечения армии вооружением, горюче-смазочными материалами и продовольствием. Постепенно понятия и методы логистики стали переносить из военной области в гражданскую, вначале как новое научное направление о рациональном управлении движением материальных потоков в сфере обращения, а затем и в производстве.

Предметом изучения логистики как науки является оптимизация потоковых процессов. Принципы логистики – синхронизация,

оптимизация и интеграция – служат основным методологическим подходом к повышению организованности и эффективности, функционирования производственных систем.

Логистика – это еще и уровень культуры использования знаний о природе и обществе, позволяющий не только принимать и осуществлять системные решения, но и воспитывающий системное представление, на базе которого возможна гармонизация деятельности людей в крупных организациях.

Методология логистики позволяет осуществлять системную рационализацию сложных производственных систем. Она вооружает нас методами повышения организованности производственных систем и позволяет эффективно завоевывать конкурентные преимущества.

Words to be used in rendering

конечный потребитель – end consumer продовольствие – food stuffs

материальная база – material resources

снабжение – supplies вооружение – armament

информационный поток – data flow товарная продукция – commercial output
перевозка – trucking

Отчет о проделанной работе: перевод текста.

Практическая работа № 4.

Тема: Транспортная логистика. Инфинитив

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

Active vocabulary

investment – капиталовложения semi-trailer – полуприцеп cargo pallets – полки для грузов

appropriate – подходящий

excessive outlays – чрезмерные издержки innovations – нововведения

to facilitate – облегчать, способствовать prerequisite – привилегия

to eliminate – уничтожать, ликвидировать

Exercise 1. Read and translate the text.

Exercise 2. Answer the questions that follow.

Text 1

Transport Logistics

Part 1

Companies often waste lots of resources, not aware of the fact that professionally developed logistics schemes could save them lots of money for further investment into their business. A Russian factory had packaging for its products delivered from Moscow in vehicles with non-standard semi-trailer height. This was due to the technological peculiarities of the packaging manufacturer which stacked cargo pallets at a height exceeding that of a standard semi-trailer.

On the one hand the manufacturer's wish to increase the amount of cargo carried by one vehicle seems fairly sensible. Yet the appropriate kind of vehicles is quite scarce and expensive, greatly increasing transportation costs. How should these excessive outlays be avoided?

It took ATL a series of negotiations to convince the packaging manufacturer to lower pallet height by removing one row of the goods, thus enabling the use of much less costly standard vehicles. The amount of cargo carried by one vehicle was decreased, yet the logistics costs per production unit were also considerably lower.

The resulting economy amounted to an estimated \$ 70,000, which is quite substantial even for a large company. Most logistics schemes currently employed by businesses nationwide may have disadvantages, the removal of which is going to help optimize the functioning of logistics services and save considerable amounts of financial resources.

Talking about a COMPLEX of logistics services, we should mention one of innovations in this field, which indeed helps save customer's money while facilitating the very logistics process for them. Every business that has to do with transportation has logistics specialists among its staff. The company spends resources on such specialist's workplace, salary, social insurance and perquisites. A serious business is impossible without such a specialist and large-scale companies have more than one of those. How can a company make its logistics department work more effectively without spending much resource ?

An ATL employee is attached to the customer company to resolve all logistics-related issues that may arise in the course of doing business. He directly contacts the company's sales department, receives information on products shipment, forms orders, manages loaders, and executes overall management of the transportation process. Such scheme helps cut down our customers' expenses by eliminating the need to pay salary to a special employee – ATL does the job.

Taking into consideration the fact that average salary of a logistics specialist is approximately \$ 700 and the general practice of having at least two such employees in a company, we arrive to a conclusion that average annual economy amounts to \$ 18,000–20,000 minimum. So why have one or more costly specialists on your payroll, when a professional logistics company is ready to provide all relevant services at a far lower price?

Questions

What is the benefit of logistics schemes in transport ?

Why is the appropriate kind of vehicle quite scarce and expensive? What can help to optimize the functioning of logistics services? Why should transport companies have logistics specialists among its staff ?

What is one of the innovations in the Complex of Logistics Services?

Инфинитив (неопределенная форма глагола) представляет собой неличную глагольную форму, которая только называет действие, не указывая ни лица, ни числа. Инфинитив отвечает на вопросы что делать? что сделать?: to read читать, прочесть; to write писать, написать; to buy покупать, купить; to sell продавать, продать.

Инфинитив не имеет специального окончания; его формальным признаком инфинитива является частица to, которая не имеет самостоятельного значения и не принимает ударения, но показывает, что следующее за ней слово - инфинитив. Однако она часто опускается. Так, частица to не ставится перед инфинитивом, если он употреблен после модальных глаголов или глаголов чувственного восприятия в составе конструкции "сложное дополнение"

Инфинитив произошел от отглагольного существительного и сохранил свойства этой части речи, выполняя в предложении, как и инфинитив в русском языке, синтаксические функции существительного.

Именные свойства инфинитива заключаются в его функциях.

ФУНКЦИИ ИНФИНИТИВА В ПРЕДЛОЖЕНИИ		
п/ п	ФУНКЦИЯ	ПРИМЕР
	Подлежащее	To skate is pleasant. Кататься на коньках приятно. To read is a great pleasure. Читать (чтение) - большое удовольствие.
	Именная часть составного сказуемого	Your duty was to inform me about it immediately. Вашей обязанностью было сообщить мне об этом немедленно. The duty of every student is to master at least one foreign language. Долг каждого студента - овладеть, по крайней мере, одним иностранным языком.
	Часть составного глагольного сказуемого в сочетании с модальными глаголами и с глаголами, выражающими начало, продолжение или конец действия (to begin, to continue, to end, to stop) или отношение к действию, обозначенному инфинитивом (to want, to decide, to intend)	She began to translate the article. Она начала переводить статью. She must translate this article today. Она должна перевести эту статью сегодня. He began to translate this article. Он начал переводить эту статью.
	Дополнение	I asked him to help me. Я попросил его помочь мне. He had promised me to draw this map. Он обещал мне начертить эту карту.
	Определение. Инфинитив в функции определения стоит после определяемого слова	He expressed a desire to help me. Он выразил желание помочь мне. The device to be tested has been brought to our library.

		<p>Прибор, который надо испытать (подлежащий испытанию), принесли в нашу лабораторию.</p>
	<p>Обстоятельство цели или следствия. В функции обстоятельства инфинитив может стоять как в начале предложения, так и в конце. В функции обстоятельства цели инфинитиву могут предшествовать союзы: in order, so as чтобы, для того чтобы</p>	<p>I went to the station to see off a friend. Я поехал на вокзал, чтобы проводить друга.</p> <p>You must work much in order to master a foreign language. = In order to master a foreign language you must work much. Вы должны много работать, чтобы овладеть иностранным языком.</p> <p>He went there so as to help you. Он пошел туда, чтобы помочь вам.</p>

ОБРАЗОВАНИЕ ФОРМ ИНФИНИТИВА

1. **Indefinite Infinitive Active** — to ask — является единственной простой формой инфинитива. В этой форме глаголы даются в словарях (без частицы to). Все остальные формы инфинитива являются сложными.

2. **Continuous Infinitive Active** образуется при помощи вспомогательного глагола to be и формы Present Participle смыслового глагола: to be asking.

3. **Perfect Infinitive Active** образуется при помощи вспомогательного глагола to have и формы Past Participle смыслового глагола: to have asked.

4. **Perfect Continuous Infinitive Active** образуется при помощи Perfect Infinitive вспомогательного глагола to be — to have been — и формы Present Participle смыслового глагола: to have been asking.

5. **Indefinite Infinitive Passive** образуется при помощи вспомогательного глагола to be и формы Past Participle смыслового глагола: to be asked.

6. **Perfect Infinitive Passive** образуется при помощи Perfect Infinitive вспомогательного глагола to be — to have been — и формы Past Participle смыслового глагола: to have been asked.

7. Отрицательная частица not ставится перед инфинитивом: not to ask, not to be asked и т. д.

Используйте нужную форму инфинитива

1. They want (to take) to the concert by their father.
2. I am glad (to do) all the homework yesterday.
3. This plant is known (to produce) tractors.
4. He wants his son (to become) a lawyer.
5. The enemy army was reported (to overthrow) the defense lines and (to advance) towards the suburbs of the city.
6. He seems (to know) French very well: he is said (to spend) his youth in Paris.
7. You had better (to call) our distributors at once.
8. We are happy (to invite) to the party.
9. That firm is reported (to conduct) negotiations for the purchase of sugar.

10. It seemed (to snow) heavily since early morning: the ground was covered with a deep layer of snow.
11. He didn't hear me (to knock) at the door.
12. I want (to inform) of her arrival.

Практическая работа № 5.

Тема: **Транспортная логистика.**

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

Part 2

Active vocabulary

motor trucking – автомобильный транспорт

long-andshort-distancetrucking – перевозки на дальние и близкие расстояния

en route limitations – ограничения на маршрутах load capacity – грузоподъемность

rolling stock – подвижной состав

railway transportation – железнодорожный транспорт

Transport companies provide transportation of cargo on various kinds of motor trucking. They can organize transportation of small and oversized cargo on specially equipped vehicles.

In long and short-distancemotor trucking companies can offer:

- commodity transportation from any region in the country, including towns where offices are located, without any en route limitations;
- long-termcontractual relationships with over 400 Russian haulers that meet the highest service quality standards and are reliable partners from the point of view of cargo transportation security;
- vehicle fleet: semitrailers /wagons with capacity of 14 to 120 cubic meters, payload capacity up to 25 tons special rolling stock: thermoses and refrigerator trucks with capacity of 60 to 82 cubic meters;
- fitting vehicles with mobile communications equipment at customer's request;
- types of cargo and packing: all characteristics, including dangerous, big-volumeand liquid cargoes; standard andnon-standardpacking.

The lines of activity in the field of International motor transportation:

- arrangements of cargo transportation from any country in the world in both import and export modes;
- presence of long-termcontractual relationships with more than 250 transport companies in the CTS and over 140 transport companies in Europe, all of which meet the highest standards of service quality and have proved to be reliable partners in regard of cargo transportation security;
- rolling stock;
- semitrailers/ wagons with cargo volume of 68 to 120 cubic meters and capacity of up to 22 tons, special rolling stock: thermoses and refrigerator trucks with capacity of 60 to 82 cubic meters;
- sea containers of any standard , including high-cube;
- all rolling stock is provided on CMR conditions
- types of cargo and packing: all characteristics, including dangerous, big-volume
- and liquid cargoes; standard and non-standardpacking.

As for railway transportation companies offer a complete range of services such as: calculating charges on privileged tariffs, cargo transportation across Russia and Europe with prearrangements with all railroad authorities, and cross-borderforwarding services.

Their services are:

- sending cargo from any region, in which the company has local offices, in the shortest time possible;
- provision of any kind of railway rolling stock;
- en-routetracking of containers/cars with daily reports on date/time of;
- passing railway stations along the way;
- provision of transit transportation and tariff payments through countries of the CIS, the Baltic Sea, and Europe.

Практическая работа № 6.

Тема: Транспортная логистика. Инфинитив.

Цель: формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

Part 2

Выбор вида транспорта

Для решения задачи выбора вида транспорта необходимо учитывать следующие факторы: на какой критерий – стоимость или скорость доставки – делается упор, вид перевозимого груза, его упаковки, объем перевозки, объем запаса.

Рассмотрим основные преимущества и недостатки различных видов транспорта.

Автомобильный транспорт. Одно из преимуществ – высокая маневренность. С помощью автомобильного транспорта груз может доставляться «от двери до двери» с необходимой степенью срочности и регулярностью поставки. Здесь, по сравнению с другими видами, предъявляются менее жесткие требования к упаковке товара. Основной недостаток – сравнительно высокая себестоимость перевозок, возможность хищения груза и угона автотранспорта, сравнительно малая грузоподъемность.

Железнодорожный транспорт. Этот вид транспорта хорошо приспособлен для перевозки различных партий грузов при любых погодных условиях на большие расстояния с высокой регулярностью перевозок со сравнительно невысокой себестоимостью перевозки грузов.

Морской транспорт. Является одним из крупнейших перевозчиков в международных перевозках. Его основное преимущество – высокая провозная способность. К недостаткам морского транспорта относят его низкую скорость, жесткие требования к упаковке и креплению грузов, низкую частоту отправок, невозможность доставки «от двери до двери».

Внутренний водный транспорт. Основное преимущество – низкие грузовые тарифы. Недостатки – низкая скорость доставки, низкая доступность в географическом плане.

Воздушный транспорт. Основные преимущества – высокая скорость и возможность достижения отдаленных районов. К недостаткам относят высокие грузовые тарифы и зависимость от метеоусловий, которая снижает надежность соблюдения графика поставки.

Экспертная оценка значимости различных факторов показывает, что при выборе транспорта в первую очередь принимают во внимание следующее:

- надежность соблюдения графика доставки;
- время доставки;
- стоимость перевозки.

Words to be used in rendering

автомобильный транспорт – motor trucking железнодородный транспорт – railway transport
морской транспорт – marine transport

внутренний водный транспорт – inland water transport воздушный транспорт – airline traffic

Exercise 7 . Title each paragraph.

Поставьте глагол из скобок с частицей to или без нее.

1. I've decided ... (start) a new project. (Я принял решение начать новый проект.)
2. She is trying ... (learn) Italian. (Она пытается изучить итальянский язык.)
3. Can you ... (lend) me your dictionary, please? (Ты можешь одолжить мне свой словарь?)
4. Mother forgot ... (book) the tickets. (Мама забыла забронировать билеты.)
5. You shouldn't ... (argue) with your father. (Тебе не следует спорить со своим отцом.)
6. Henry promised ... (help) her. (Генри обещал помочь ей.)
7. This old photograph made me ... (cry). (Эта старая фотография заставила меня заплакать.)
8. I really hope ... (get) an interesting job soon. (Я очень надеюсь на то, что получу вскоре интересную работу.)
9. You must ... (pay) for the service. (Ты обязан заплатить за обслуживание.)
10. Let me ... (introduce) myself. (Разрешите мне представиться.)

2. Составьте из данных слов предложения, расставив их по порядку. Переведите.

1. pianist - my - to - wants - a - great - son - become
2. let - car - doesn't - drive - his - Robin - me
3. to - early - I - up - need - wake - tomorrow
4. the - turn - iron - Sam - forgot - off - to
5. that - sleep - me - boring - made - film

Отчет о проделанной работе: перевод текста.

Практическая работа № 7.

Тема: Информационная логистика

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст. personalized distribution – персональное распределение
evaluation – оценка

digital – цифровой

in a nutshell – кратко, в двух словах relevant – уместный, относящийся к делу expertise – экспертиза

innovation – новшество application – применение

Exercise 1. Read and translate the text. Exercise 2. Answer the questions that follow.

Text 1

Information Logistics

The effective management of information and communication is a key factor of success in today's information society. The volume of data and the amount of information sources are increasing, information is not available at the right places, and communication processes lack the involvement of the right employees.

Information Logistics means applying the “just-in-time” philosophy to the supply of information and communication. In a world where people have to face the ever-rising flood of information, the market for

Information Logistics solutions is going to expand rapidly. Information Logistics applications have a wide spectrum: Personalized distribution, evaluation, and processing of information, support of business communication processes, mobile information via digital companions, personalized information services for customers and employees, location-independent information chains and many more.

In a nutshell the philosophy of Information Logistics is: “The right information at the right time and place”. The research of the Information Logistics Competence Center focuses on the following areas:

- Smart Healthcare Solutions;
- Smart Business Solutions;
- Smart Living Solutions.

In these areas, the institute has two approaches: Digital Companions manage a needs-oriented information supply. A Digital Companion is software that supports users in their day-to-day activities and provides them automatically and situation-dependent with relevant information.

Communic AID covers all Information Logistics aspects of communication.

Communic AID develops Information Logistics applications that offer support in complex communication processes.

Information Logistics offers solutions for the optimization of inhouse communication. Due to the amount of incoming emails, important information is easily overlooked, work is interrupted more and more frequently, and the quality of work is affected. Decision processes become more complex and make more and more experts necessary. Incoming calls require a lot of task switches and affect the employees’ concentration. Problems of this kind have to be solved on technological, cultural and organizational level. With Communic AID business the Fraunhofer ISST offers its expertise in improving communication processes in organizations.

Information Logistics is innovative technology for the future world of information. Only Information Logistics makes it possible to implement information “just-in-time” and optimize communication processes. The Information Logistics Competence Center was established in 1998 at the Fraunhofer ISST to strengthen the research and development activities in this area. The Fraunhofer ISST develops basic concepts for Information Logistics applications and puts them in practice. At the same time the Information Logistics Competence Center is a think tank with the objective of transforming innovations, in cooperation with partners from industry, into marketable products.

Technology

- development of Information Logistics applications and components;
- adaptation of Information Logistics modules to different IT infrastructures.

Business Development

- development of business models;
- technology calendars.

Networking

- provision of benefits, potentials and technologies of Information Logistics;
- applications;
- development of strategic partnership networks.

Questions

1. What is the key factor of success in today’s information society?
2. What does Information Logistics mean?
3. Is the market for Information Logistics solutions going to expand rapidly?
4. What is a spectrum of Information Logistics applications?
5. What is the philosophy of Information Logistics?
6. What are the two approaches of the institute?
7. What is a Digital Companion ?
8. What does Communic AID cover?
9. What does Information Logistics offer?
10. When was the Information Logistics Competence Center established ?
11. What is the purpose of this center?
12. What are the main directions of the Information Logistics Competence Center?

Практическая работа № 8.

Тема: Информационная логистика. Причастия.

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Упражнение 1. Выберите подходящий вариант причастия.

A: I'm so (exciting/excited). I've just seen a very (interesting/ interested) film.

B: Really? What was it?

A: It was a horror film (calling/called) «The White Moon».

B: Oh, horror films are so (frightening/frightened). I never watch them.

A: I'm very (surprised/surprising), all my friends watch them.

B: Not me. I like romantic films.

A: I'm always (bored/boring) when I watch them. Give me a good comedy or a horror film. They are so (excited/exciting).

Упражнение 2. Выберите подходящий вариант причастия.

Nessie

Have you ever heard of the Loch Ness Monster? Many people believe that there is a huge animal (living/lived) in Loch Ness in Scotland.

The animal is about 50 metres long (including/included) its tail. Nobody knows anything about its (eating/eaten) habits. There are some photos of the animal (taking/taken) by different people (visiting/visited) the lake, but nobody can prove that they are real.

This animal (giving/given) the nickname Nessie has been one of the greatest tourists attractions to the area for years. Expeditions (sent/ sending) to Scotland tried very hard to find and catch Nessie. And so did individuals (looking/looked) for the animal. But there has been no result yet.

Nessie is still a great mystery. Very few things (knowing/known) about Nessie are: is has a long and thin neck like a giraffe's, its head is quite small and looks like a horse's, its colour is dark yellow and its habitat is the deepest and the coldest part of the lake.

Упражнение 3. Образуйте Participle I или Participle II от глаголов в скобках.

1. Why have you got that ... (worry) expression on your face? Are you in trouble?
2. The teacher was ... (disappoint) with the test results.
3. Jack's answer was ... (disappoint).
4. I went to the exhibition of French art last week and I was very much ... (impress).
5. We saw a lot of ... (fascinate) paintings.
6. I was so ... (excite) that I couldn't say a word.
7. The trip to the mountains was so ... (excite) — we enjoyed every minute of it.
8. I'm ... (bore) — I have nothing to do.
9. The lecture was so ... (bore) that a few listeners fell asleep.
10. We liked the Room of Horrors but some of the tricks were rather ... (frighten).
11. It was raining so heavily that the little puppy got ... (frighten) and hid under the bed.
12. Little John's questions were ... (surprise).
13. We were ... (surprise) at the news.
14. The boy ... (translate) the story is the best pupil in our class.
15. The girl ... (wash) the window is my sister.
16. ... (do) his homework Tom looked through the window several times.
17. The work ... (do) was very interesting.
18. Everything ... (write) on the blackboard is correct.
19. ... (write) the letter Olga thought about her summer holidays.

Exercise 3. Mark these statements T (true) or F (false) according to the information in the text.

1.The absence of the effective management of information and communication is a key factor of success in information society.

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2.Information Logistics means applying the “just-in-time”philosophy to the supply of information and communication.

3.The Information Logistics Competence Center has three approaches.

4.Information Logistics doesn’t offer solutions for the optimization of in-housecommunication.

5.With Communic AID business the Fraunhofer ISST offers its expertise in improving communication processes in organizations.

6.Information Logistics doesn’t make it possible to implement information “just-in-time”.

7.The Information Logistics Competence Center is a think tank with the objective of transforming innovations.

Exercise 4. Match the words as they occur together in the text.

1) effective	distribution
2) mobile	source
3) personalized	level
4) digital	processes
5) information	information
6) organizational	research
7) communication	products
8) to strengthen	companion
9) marketable	management

Практическая работа № 9.

Тема: Информационная логистика. Причастие1,причастие2.

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Exercise 5. Complete the sentences.

1.Information Logistics applicate personalized,
..... and processing of information.

2.Infomation Logistics means the “just-in-time”philosophy to the.....of information and communication.

3..... The philosophy of Information Logistics is: “The right information at the right time and place”.

4.Information Logistics offers solutions for of in-houseCommunication.

5.Only Information Logistics makes it possible to imple-ment.....“just-in-time”and optimize
..... process

6.With Communic AID business the Fraunhofer ISST offers its
..... in improving communication processes in organizations.

7.The Fraunhofer ISST develops basic concepts for information Logistics and puts them into practice.

8.Information Logistics is..... technology for the future world of information.

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8. The Information Logistics Competence Center is a think tank with the objective of transporting In cooperation with partners from industry, into marketable products.

Participle I and II

I. Перевести на русский язык.

1. A letter sent from St. Petersburg today will be in Moscow tomorrow.

He saw some people in the post office sending telegrams.

When sending the telegram, she forgot to write her name.

2. Some of questions put to the lecturer yesterday were very important.

The girl putting the book on the shelf is the new librarian.

While putting the eggs into the basket, she broke one of them.

3. A fish taken out of the water cannot live.

A person taking a sunbath must be very careful.

Having taken a dictionary, he began to translate the text.

4. A line seen through this crystal looks double.

A teacher seeing a mistake in a student's dictation always corrects it.

Seeing clouds of smoke over the house, the girl cried: "Fire!"

5. The word said by the student was not correct.

The man standing at the door of the train carriage and saying goodbye to his friends is a well-known musician.

Standing at the window, she was waving her hand.

6. A word spoken in time may have important results.

The student speaking good English must help their classmates.

The speaking doll interested the child very much.

While speaking to Nick some days ago, I forgot to ask him about his sister.

II. Перевести на английский язык.

1. приносящий; принесенный; принося; принеся; приносимый; будучи принесенным;

2. переводящий; переведенный; переводя; переведя; переводимый; будучи переведенным;

3. дающий; данный; давая; дав; даваемый; будучи данным;

4. делающий; сделанный; делая; сделав; делаемый; будучи сделанными;

5. говорящий; сказанный; говоря; сказав; будучи сказанным; произносимое;

6. играющий; сыгранный; играя; сыграв; играющийся; будучи сыгранным;

Отчет о проделанной работе: перевод текста.

Практическая работа № 10

Тема: Логистические операции.

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

Active vocabulary

shift – сдвиг, перестановка, передвижение impact – воздействие, влияние

emerge – появляться, возникать involve – включать в себя, вовлекать

enhance – увеличивать, повышать, усиливать tap – прощупывать, изучать

cooperative – кооперативный, совместный consolidation – объединение

issue – спорный вопрос, разногласие critical – переломный, решающий

incorporate – соединяться, объединяться, смешиваться

Exercise 1. Read and translate the text. Exercise 2. Answer the questions that follow.

Text 1

The Need for Logistics Strategy

Your guide to logistics supply chain

There are many shifts and changes now occurring in the business marketplace, all of which have either a direct or indirect impact on your logistical operations. Some of these changes are related to changing purchase channels and others relate to the impact of emerging technologies and industry initiatives.

The development and ongoing use of formal Logistics Strategy to guide your operations through these items of change is now more important than ever. The process involved in the development of a Logistics Strategy also results in enhanced intra-company communications and identifies potential areas of weakness and also untapped sources of competitive advantage. Specifically, identification of potential cooperative supply chain initiatives (Competing Supply Chains) may be the key to maintaining future competitiveness and solid client relationship.

With all the benefits to a formal Logistics Strategy, it is surprising that surveys of senior logistics professionals identified that only 40 % indeed had a formal Logistics Strategy in place.

But perhaps this is not as surprising as one might think. Indeed faced with regional consolidations, resource and cost reduction plans, day-to-day operating, customer issues and industry initiatives, the time to perform the critical strategy task just is not available and many operating logistics professionals do not have a good understanding of the Logistics Strategy process, components and methods.

Практическая работа № 11

Тема: Логистические операции.

Цель: формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

Creating a powerful Logistics Strategy is somewhat of an art developed from a solid understanding of basic logistics, industry basic dynamics, current and emerging technologies and initiatives and most importantly, an understanding of your firm's current and future goals within the market. As well, all component areas of supply chain and your operations must be analyzed and incorporated where appropriate to harness the greatest potential for cost benefits, competitive advantage and customer service. Customer service requirements need to be set within the goals of the firm as a starting point for the strategy process.

The component areas of a complete Logistics Strategy should include:

- Vision Development;
- Transportation;
- Outsourcing;
- Logistics Systems;
- Competitors;
- Human Resources;
- Network Design;
- Supply Chain;
- Information;
- Options Analysis;
- Strategy Review;
- Communications.

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Questions

What can influence logistical operations? What can maintain your future success?

What are formal figures for Logistics Strategy being used? What are the reasons for that?

What are the most important points to be studied to create a powerful Logistics Strategy?

What shall be taken as a starting point for the strategy process? Can you name the main areas of a complete Logistics Strategy? Why do you think these components are as important for LS?

Практическая работа № 12

Тема: Логистические операции.

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

Exercise 3. Match these words as they occur together in the text.

- | | |
|------------------|-----------------|
| 1) intra-company | competitiveness |
| 2) supply | task |
| 3) cooperative | benefits |
| 4) untapped | sources |
| 5) competitive | point |
| 6) maintain | communications |
| 7) client | relationship |
| 8) critical | chains |
| 9) cost | supply chains |
| 10) starting | advantage |

Exercise 4. Mark the sentences T (true) or F (false) according to the information given in the text.

1.Changes now occurring in business have either direct or indirect impact on your logistical operations.

2. Logistics Strategy results in enhanced intra-company communications and depend on sources of competitive advantage.
3. Most of logistics companies have their own LS.
4. It takes time to form a powerful LS.
5. Customer service requirements must coincide with the targets of the firms as a starting point for the strategy process.

Упражнения по английскому языку для закрепления темы: Причастие.

1. Напишите все формы причастий от следующих глаголов:

To stop, to cut, to forget, to begin, to charter,

to study, to open, to play, to write, to give, to tie.

1. Запишите придаточные предложения причастными оборотами и переведите на русский язык:

While we were crossing the bridge, we saw D., who was talking with an old man. 2. As we were very tired, we refused to go for a walk. 3. As the boys had climbed the mountains the summer before, they understood the difficulties. 4. A large branch, which had been broken by the wind, lay across the road. 5. At a conference of the Academy of Sciences, which is now being held in Moscow, a number of important scientific problems are being discussed. 6. When he crossed the bridge, he saw a small village, which was situated at the foot of a hill. 7. I'll show you the article which has been written by my brother. 8. As he had been taught English language well. 9. 10. The moon was invisible as it was hidden by a cloud. 11. As they had been warned that the river was rising rapidly, they turned back

Отчет о проделанной работе: перевод текста.

Практическая работа № 13.

Тема: Контракт.

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

Active vocabulary

on the one part / on the other part – с одной / другой стороны

refer to – ссылаться на

in accordance with / in conformity with – в соответствии с

terms and conditions of the contract – условия контракта

at / without / smb's consent – с / без согласия

to take into account – принять во внимание

without extra charges – без дополнительных затрат

to be evidenced by – засвидетельствовать

manufacturing works – завод-производитель

to issue a certificate – выдать сертификат

letter of Guarantee – гарантийное письмо

shortage of goods – нехватка товара

in case of – в случае case – коробка, ящик

to bear responsibility – нести ответственность
receipt – прием, приемка товара
execution of the contract – исполнение контракта
defective / faulty goods – бракованные товары

Exercise 1. Read and translate the text.

Exercise 2. Answer the questions that follow.

Text 1

Contract

Part 1

Hereinafter referred to as the Seller, on the one part, and hereinafter referred to as the Buyer, on the other part, have concluded the present Contract as follows:

1. SUBJECT OF THE CONTRACT

The Sellers have sold and the Buyers have bought on the FOB terms the goods in accordance with the Specifications attached to the present Contract and forming integral part thereof.

2. PRICE AND TOTAL AMOUNT OF THE CONTRACT

Prices for the goods are fixed in USD. The total amount of the present Contract comprises 3,000.00 USD.

3. TIME AND DATE OF DELIVERY

The goods are to be delivered in the time stipulated in the Specifications attached to the Contract. The date of 5 May, 2007 is to be considered as the date of delivery.

4. QUALITY

The quality of goods is to be in conformity with the requirements given in Specifications. The goods are to be of the latest design and manufactured of the first grade materials. The quality of the goods is to be evidenced by a Certificate of Quality issued by the manufacturing works or by a Letter of Guarantee of the Sellers.

5. PACKING AND MARKING

Packing should protect the cargo from any damage, corrosion and shortage during transportation by all kinds of transport. Each case is to contain a Packing List indicating the denomination of goods, Contract No., Case No., Item No. as per Specification, Net and Gross weight. Packing Lists are to be inserted in each case in a waterproof envelope. The following marking is to be made in waterproof black paint on each case in Russian and English: Top, With Care, Contract No., Case No., Gross/Net weight, Size of the case (length, width, height in cm). The Sellers are to bear responsibility for all eventual losses and/or damages caused by inadequate or unsuitable packing and marking.

6. PAYMENT

Payment is to be effected in USD within 5 days after receipt by the Buyers through the GUTABANK, Moscow, of the following documents:

- Invoice in quadruplicate;
- Full set of clean on board Bills of Lading (or airway bill, or railway bill) issued in the name of the Buyers;
- Certificate of Quality of manufacturing works or Letter of Guarantee of the Sellers;
- Case per case Specification or packing list in duplicate;
- Bank charges connected with collection of documents are to be for the Sellers' account.

7. INSPECTION AND TESTS

The Buyers have the right to send their inspectors to the manufacturing plant in the Sellers' country to participate in the inspection and tests of the goods. The participation of Buyers' inspectors does not free the Sellers from the liability provided for in the Clause "Guarantee" of the present Contract. The final inspection is to be effected in RF.

Questions

What are the parties to the Contract?

What kind of Contract is it?

What is the difference between the terms:

- “price” and “amount”;
- “time” and “date” of the Contract? (Clauses 2 and 3.) What will be your packing requirements? (Clause 5.) What kind of packing is needed to avoid corrosion? Which documents are to be submitted to the Buyers before payment is effected? (Clause 6.) How can the Buyers participate in inspection and tests of products? (Clause 7.)

Практическая работа № 14.

Тема: Контракт.

Цель: формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

Part 2

Active vocabulary

delay in delivery – отсрочка в поставке

at the sellers’/buyers’ option – по выбору продавца/покупателя

at smb’s expense – за чей-то счет

to participate/participation/participant – принимать участие

to extend the period – продлить срок

prohibit/prohibition – запрещать

to advise – сообщать

to remain in force – оставаться в силе

beginning and cessation – начало и окончание

to prevent from – предотвращать

null and void – недействительный

valid – действительный

duly authorized – надлежаще уполномоченный

to assign the rights – передать права

on behalf of – от лица

8. GUARANTEE AND CLAIMS

The Sellers guarantee that the quality of goods conform to the requirements of the Contract and in particular guarantee that the goods have been delivered complete with all necessary accessories in strict accordance with the terms and conditions of the Contract so that to ensure their normal and uninterrupted operation. The guarantee period is 12 month from the date of putting the equipment into operation, but not more than 15 months from the date of shipment. Should the goods prove to be defective the Sellers undertake, at the Buyers option, to eliminate the defects or replace the faulty goods free of charge and without delay, the cost of transportation and insurance being at the Sellers’ expense. Any claims, if any, are to be presented by the Buyers not later than 30 days after the date of expiration of the guarantee period. Survey reports made out with participation of experts of the RF Chamber of Commerce will serve sufficient proof of a claim.

9. FORCE MAJEURE

Should any circumstances arise preventing any of the parties to fulfill their obligations partially or in full, namely acts of elements, war, military operations, blockades, prohibitions of exports or imports, the time of delivery under the Contract is to be extended for the period equal to that during which such circumstances will remain in force. The Sellers are to immediately advise the Buyer of the beginning and cessation of the above circumstances.

Практическая работа № 15.

Тема: Контракт.

Цель: формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

10. PENALTY

If the Sellers fail to deliver the goods in the time stipulated by the Contract they are to pay a penalty at the rate of 3 % of the value of the goods delayed. However the total sum of the penalty is not to exceed 20 % of the value of the goods delayed. Should a delay exceed 3 months the Buyers have the right to cancel the Contract.

11. ARBITRATION

Any disputes which may arise under or in connection with the Contract are to be submitted, without recourse to the courts of law, to arbitration in London, England, in accordance with the rules of International Chamber of Commerce.

12. OTHER TERMS AND CONDITIONS

After this Contract has been signed all and any previous negotiations and correspondence pertaining thereto to be considered null and void. All amendments and additions are to be valid only if made in writing and signed by duly authorized representatives of both parties. Neither of the parties has the right to assign their rights and obligations to any third party without written consent of the other party. Moscow is considered the place of the conclusion of this Contract.

13. LEGAL ADDRESSES OF THE PARTIES

ON BEHALF OF THE SELLERS

ON BEHALF OF THE BUYERS

Questions

What would you do to protect yourself against the risk to receive defective goods? (Clause 8.)

What is considered to be Force Majeure circumstances? (Clause 9.) Do you consider Clause 10 of the Contract important? Why? Which organizations will you choose to settle your problems (if

there are any)? (Clause 10.)

Where is the critical point of responsibility transferred from the Sellers to the Buyers?

Переведите предложения. Определите функцию Participle I.

1. The speaking man is Professor Simpson.
2. The man speaking into the microphone is Professor Simpson.
3. Reading, I make notes.
4. When listening to the music, the boy sits still.
5. Knowing John, I can recommend him for this job.
6. Tom is in the room doing nothing.
7. We often stand waiting for a bus.
8. John speaks as if being nervous.
9. The story is surprising.
10. Colour is an important aspect of nature influencing the life of almost every creature.
11. The human eye has special cells containing three different pigments.
12. Scientist study creatures living in the ocean.

Переведите на русский язык.

1. The playing children are Tom and Ann.
2. Falling leaves are yellow, red and orange.
3. Observing the sky scientist discovered a new planet.
4. Reading this texts we came to know many interesting things about colour.

5. Moscow University founded by M.Lomonosov is named after him.
 6. The human eye is an extraordinarily sensitive detector distinguishing between five and eight million different colours.
 7. In the 17th century Isaac Newton made experiments regarding the nature of colour.
Отчет о проделанной работе: выполнение грамматических упражнений.

Отчет о проделанной работе: перевод текста.

3й курс 6й семестр

Практическая работа № 1.

Тема: **Транспортная документация.**

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

«Transportation documents». Презентация слов

1. attach transportation documents to commercial invoices	Прилагать транспортные документы к коммерческим счетам	Transportation documents are usually attached to commercial invoices as a proof of shipment which also enables the buyers to receive the goods.
2. proof of shipment	Доказательство отгрузки	
3. enable the buyer to receive the goods	Позволяет покупатель получить товары	
4. bill of lading, air waybills, railway bills, road carriage bills	Коносамент, авианакладная, железнодорожная накладная, автомобильная накладная	Transportation documents include:...
4. consignor [kɒn'saɪnər] 5. consignee [ˈkɒnsaɪni]	Грузоотправитель, консигнант Грузополучатель, консигнатор	Bills of lading usually contain: the name of consignor, the name of consignee, name of vessel, measurement, number of cases...

:]		
6. measurement	Размер	
7. case	Ящик	
8. damage cases	Повредить ящики	
9. port of loading = port of shipment	Порт погрузки (отгрузки)	
10. Port of discharge = port of destination	Порт разгрузки	
11. in apparent good order	Без явных повреждений	Shipped on board in apparent good order and condition.

4. Прочитать текст "Transportation Documents", заполнить пропуски

Transportation documents are usually (1)_____ to commercial invoices as a (2)_____ of shipment which also (3)_____ the buyers to receive the goods. Transportation documents (4)_____:

- _____
- air waybills
- railway bills
- road carriage bills
- and others depending on the mode of transportation used.

Since sea and river shipments are considered most economical, they are most often used and bills of lading are thus most popular transportation documents.

Bills of lading usually contain the following details:

- name of (5)_____
- name of (6)_____
- name of vessel
- shipping date
- weight
- measurement
- marking
- number of (7)_____
- contents of the cases

Практическая работа № 2.

Тема: Транспортная документация.

Цель: формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

Sometimes, when the packing is bad or the cases are damaged, the master of the ship makes a certain note of it on the (8)_____. It makes the bill dirty then. If no notes are made on the bill it is clean. Usually the contracts say that only clean bills of lading can be attached to the commercial invoices and thus considered a proof of shipment.

Here is a part of a specimen bill of lading:

Bill of Lading # 234

Shipper: Morflot

Consignee: Petro Co., Liverpool, England

Ocean (8) _____: Alexander Pushkin

Port of loading: Riga

Port of discharge: Liverpool

Freight payable at: Riga

Description of (9) _____: Chemicals ST

Gross (10) _____: 5100 kgs

Net weight: 5000 kgs

Number of bags: 100 bags

Shipped on board in (11) _____ good order and condition.

Place and date of issue:

Riga

20 November, 2011

For the Master: Morflot

Ответы:

(1) attached, (2) proof, (3) enables, (4) include, (5) bills of lading, (6) consignor, (7) consignee, (8) cases, (9) bill, (10) vessel, (11) goods, (12) weight, (13) apparent

Вопросы по тексту:

1. What company issued the bill of lading? (Morflot)
2. From what port and to what port were the goods shipped?
3. Are terms of payment cif or fob? (cif)
4. Who paid for the transportation of the goods? (consignee – Petro Co.)
5. What was the weight of cases? (100 kgs)
6. Did the master of the ship sign the bill of lading? How can you prove it?

Практическая работа № 3.

Тема: **Транспортная документация.**

Цель: формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: выполнить упражнения

5. Дополните предложения (устно)

1. Transportation documents are usually attached to _____
2. Transportation documents include _____
3. Since sea and river shipments are considered most economical _____
4. Bills of lading usually contain the following details _____

5. Sometimes when the packing is bad or the cases are damaged, the master of the ship _____ . It makes the bill.
6. If no notes are made on the bill _____
7. Usually the contracts say that only _____

Упражнения "Сложное дополнение" (Complex object)

1. Раскройте скобки, используя сложное дополнение. Переведите.

1. I want (she) to be my wife.
2. My brother taught (I) to swim and dive.
3. They would like (we) to read aloud.
4. Bob advised (she) to stay for another week.
5. We expect (he) to arrive at noon.
6. I heard (you) open the door.
7. Dad always makes (I) go fishing with him every weekend.
8. Our parents expect (we) to stop quarreling.
9. Sara never lets (he) drive her car.
10. I saw (you) cross the street.

2. Поставьте «to» там, где необходимо.

1. We heard the lorry ... stop near the house.
2. I want my elder sister ... take me to the zoo.
3. I believe the Internet ... be the greatest invention ever.
4. The teacher doesn't let us ... use our mobile phones.
5. They didn't expect her ... be late.
6. The police officer made him ... tell the truth.
7. I would like you ... admit your fault.
8. Swan believes Vicky ... be the best manager in our store.
9. Nick persuaded me ... go in for sports.
10. We saw Jacob ... break the window.

Отчет о проделанной работе: перевод текста.

Практическая работа № 4.

Тема: Страхование.

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

1. insurance cover (insurance policy [ˈpɒlɪsɪ])	Страховка Страховой полис	Insurance documents include insurance policies
---	------------------------------	---

To insure goods against marine risks (war, fire, flood)	Страховать товары против морских рисков	and insurance certificates. You can insure your goods against war, fire, flood, marine risks and so on.
2. a certain (subtle) difference	Определенная (едва различимая) разница	There is a certain difference between certificates and policies, but it is very subtle.
3. interchangeably	Равнозначно	They are use interchangeably.
4. in favour of	В пользу	Insurance policies are issued in favor of consignee, as a rule.
5. first-class bank guarantee	Гарантия крупного банка	Contracts often stipulate that buyers are to provide a first-class bank guarantee to avoid failures in payment, if contracts envisage payment on credit.
6. to avoid failures in payments To fail to pay in time	Избежать неплатежа Не заплатить вовремя	
7. to envisage [In'vIzIdZ] payment on credit	Предусматривать платеж в кредит	
8. to undertake irrevocably [I'revqkqblI] and unconditionally Irrevocable (letter of credit) Unconditional	Принимать на себя обязательства безоговорочно и окончательно Безотзывной Безусловный	We hereby irrevocably and unconditionally undertake to pay, if due payment is not made in maturity into the account you will indicate within the validity of this guarantee.
9. Is not paid at maturity [mq'tSV(q)rItI]	Не оплачено в срок	
10. claim a) A counter claim = a claim in return b) Legitimate [II'dZIItImIt] claim c) a prior ['praIq] claim d) to make a claim against (on) smb for smth e) to justify a claim f) to meet (to discharge, to allow) a claim g) to contest [kqn'test] (to dispute [dIs'pju:t]) a claim h) to reject a claim	Претензия Встречная претензия Законная претензия Основная претензия Предъявлять претензии кому-либо о чем-либо Обосновать претензию Удовлетворять претензию Оспаривать претензию Отклонить претензию	Составьте связный рассказ, используя все выражения со словом "claim" (можно написать диктант) The Seller <u>made a claim against</u> the Buyer for failure to pay at maturity. The claim was <u>legitimate</u> . It was a <u>prior claim</u> (there were other claims). The Seller <u>justified the claim</u> by presenting a contract, shipment documents and a commercial invoice. The Buyer <u>contested</u> a claim by presenting bank documents testifying to the fact that the payment had been made. The court <u>rejected</u> a claim.

i) to refer a claim to arbitration["Q:bI'treIS(q)n]	Обращаться с иском в арбитраж	The Seller referred a claim to arbitration and proved that the Buyer's documents were false. The Buyer forfeited a claim.
g) to forfeit ['fO:ft] a claim	Лишиться права на предъявление претензии	
11. due payment Due date	Платеж к оплате Дата платежа	
12. indicate	Указать	
13. is valid until Validity	Действительно до Срок действия	

Вопросы по словам

1. What is an insurance policy? (a paper which insures your goods)
2. What can you insure your goods against?
3. Is there any difference between insurance certificates and insurance policies?
4. Are they used interchangeably?
5. Does insurance usually cover risks of buyers or risks of sellers?
6. What is a first class bank guarantee?
7. Why do contracts stipulate that buyers are to provide a first-class bank guarantee? Does it help to avoid failures in payment? Did you ever fail to pay in time?
8. What can we do irrevocably and unconditionally? (undertake, love)
9. What shall the bank do if buyers fail to pay at maturity?
10. Shall a seller write any claims to the bank of the buyer to receive payment? What shall the seller indicate in this claim?
11. Give a sentence with the expression "is valid until".

Практическая работа № 5.

Тема: **Страхование.**

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

5. Прочитать тексты "Insurance and other documents", "Bank guarantees"

Insurance and other documents

Among insurance documents there are insurance policies and insurance certificates. There is a certain difference between the two but it is very subtle and sometimes, besides, they are used interchangeably. These documents state what goods are insured, in whose name they are insured, against what risks, for what amount, at what premium and so on.

Here is a part of a specimen insurance policy:

INGOSSTRAKH

Insurance Policy # 338

This is to certify the insurance cover to the order of Chemico, Moscow, of: Chemicals ST, gross weight packed 5100 kgs, net weight 5000 kgs in 100 plastic bags in favour of: Petro Co Ltd Liverpool for the amount of: 875,000.00 English pounds sterling (eight hundred and seventy five thousand English pounds sterling)

Shipped from: Riga to Liverpool

on board vessel: Alexander Pushkin
on: 20 November, 2011
against: war, fire and marine [mq'ri:n] risks
premium: as agreed

Besides insurance documents, transport documents, commercial invoices some other documents may be involved in business transactions in accordance with contracts. They are:

- import/export licenses
- customs declarations
- consular ['kPnsjVlq] invoices*
- veterinary ['vet(q)rIn(q)rI] certificates
- phytosanitary certificates and others ['faltq(V)-]**

* *Консульский счет* – счет, которые заверяется консулом страны импортера. Такой счет нередко нужен для грузов, экспортируемых за рубеж для подтверждения происхождения товара, его цены и стоимости всей партии. Обычно этот счет необходим из-за языковых трудностей.

** *Фитосанитарный сертификат* - международный документ, выдаваемый органами стран-экспортеров в отношении растений, находящийся в карантине или под карантином (это такие растения, которые могут стать распространителями болезней), или растений, охраняемых государством (например, редких).

Bank guarantees

Very often contracts stipulate that the buyers are to provide a first-class bank guarantee to avoid failures in payment, if contracts envisage payment on a collection basis, on credit etc. If the chemicals had been bought on such terms a specimen bank guarantee might look like this:

Midland Bank Limited* London

Guarantee # 1160 – Contract No 33-2

Chemico Co., Moscow

We hereby irrevocably and unconditionally undertake to pay to Chemico Co., Moscow the sum of GBP 1750,000.00 (one million seven hundred and fifty thousand English pounds sterling) if this amount is not paid at maturity by Petro Co., Liverpool, England for the shipment of 10 000 kgs of Chemicals ST under the above Contract made between Chemico Co., Moscow and Petro Co., Liverpool.

Your simple claim in writing should certify that the Buyers have failed to make due payment.

The amount shall be credited to the account indicated by you, not later than 30 days after the bill of lading date against the commercial invoice and shipping documents stipulated by the Contract.

This letter of guarantee is valid until 1 April, 1999 if the documents have been presented within the validity of this guarantee.

Expenses in connection with the opening and utilization of this letter of guarantee are to be borne by the National Bank, Liverpool

Yours faithfully,
p.p. Midland Bank Limited

*Midlands Bank Limited – сейчас является часть корпорации **HSBC** (The Hongkong and Shanghai ['SxN'haI] Banking Corporation)

Практическая работа №6.

Тема: **Страхование.**

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Заполните пропуски

interchangeably, contract, first-class guarantee, indicated, envisages, maturity, marine risks, favour, valid, subtle, failed, rejected, account, payment, failures

1. We can insure goods against war, fire, flood, _____
2. The difference between insurance policies and insurance certificates is very _____
3. Insurance policies and insurance certificates are used _____
4. This insurance is in _____ of Petro Cl Ltd.
5. The contract stipulates that the buyers are to provide a _____
6. The contract _____ payment on a collection.
7. The buyer _____ to pay in time.
8. We hereby undertake _____ and _____ to pay to Chemico Co.
9. The letter is _____ until 1 April, 2012.
10. The Buyer failed to pay at _____.
11. The Court _____ your claim.
12. We _____ our account in the claim.
13. You should send a _____ in writing.
14. Sometimes the buyers are to provide a _____
15. This _____ wants to avoid _____ in payment.
16. Bank guarantees are often required when _____ on a collection basis is stipulated by the _____
17. The same is true about _____ on credit terms.
18. The money shall be credited to your _____

Отвѣты: (1) marine risks, (2) subtle, (3) interchangeably, (4) favour, (5) first-class bank guarantee, (6) envisages, (7) failed, (8) irrevocably and unconditionally, (9) valid, (10) maturity, (11) rejected, (12) indicated, (13) a claim, (14) first-class guarantee, (15) seller, failure, (16) payment, contract, (17) payment, (18) account.

Types of loss

I. Translate the text, using your dictionary.

As far as marine insurance is concerned, insurers distinguish between total loss and partial loss.

1. TOTAL LOSS:

a) Actual Total Loss (ATL)

An actual total loss is said to have occurred when the ship and cargo have sunk and cannot be recovered.

If the ship disappears after leaving the port or if it is long overdue, this is also considered to be an actual total loss. If the ship then turns up after a claim for ATL has been settled, it automatically becomes the property of the insurers.

b) Constructive Total Loss (CTL)

A constructive total loss occurs when the ship or goods are so badly damaged that the cost of repairing them would be greater than their market value. It also occurs when a ship sinks and is left because the cost of recovery would be too high or the risk to human life too great.

2. PARTIAL LOSS:

a) Particular average

Particular average occurs when the object insured is lost or damaged because of an accident, such as a fire or flood on board the ship. The loss is borne by the person to whom the object belonged.

b) General average

General average occurs when the object insured is sacrificed in order to prevent a total loss for example, goods may be thrown overboard in order to stop a ship sinking. The loss is borne by all parties – both the ship owner and the cargo owners.

Words

1. distinguish	различать
2. actual total loss	действительная полная гибель
3. overdue	запоздалый
4. to consider	рассматривать
5. constructive total loss	конструктивная полная гибель
6. particular average	частная авария
7. to sacrifice	жертвовать
8. to prevent	препятствовать, предотвращать
9. to throw	выбрасывать

II. What type of loss was this?

1. A ship disappeared while sailing through the Bermuda Triangle.
2. A ship carrying cheap general cargo sank close to the coast of France.
3. Two boxes of goods were lost overboard as a result of bad weather.
4. In 1912, the supposedly unsinkable Titanic hit an iceberg and sank in the Atlantic.
5. A ship carrying oil barrels caught fire, and the crew threw the barrels into the sea to prevent an explosion.
6. Pirates boarded a ship and stole part of the cargo.

Отчет о проделанной работе: перевод текста.

Практическая работа № 7

Тема: Страховые полисы.

Цель: употребление и понимание новых слов, формирование умения у обучающихся самостоятельно работать с текстом.

Перечень оборудования для проведения работы: тетрадь, письменные принадлежности, словарь.

Задание: перевести текст.

An insurance policies.

An insurance policy is a contract which outlines an insurer's obligations to a premium-paying party, known as the policy holder. There are a great many different types of insurance, with health insurance, automobile insurance, life insurance, and homeowner's insurance among

the most common. No matter the type of insurance, an insurance policy usually consists of six sections: declarations, definitions, lists of covered items, exclusions, conditions, and endorsements.

When the policy holder purchases insurance, he is essentially buying financial compensation which will be paid to him by his insurer following an eligible event. Should he purchase health insurance, for instance, his insurer is expected to pay for eligible health care expenses. The circumstances by which a policy holder will or will not receive coverage are outlined in an insurance policy, or a contract which specifies the insurer's exact obligations to him.

Usually, the first part of an insurance policy is known as the declarations section. This section includes details about the policy holder, such as his name and address. It also includes information about the entity which is being insured. For instance, an automobile insurance policy declarations page may list such details as the make and model of the policy holder's car. In addition, this section generally includes information about the insurance plan itself, such as the premium amount and the dates for which the policy is valid.

Практическая работа № 8 Контрольная работа.

1. Translate the text, using your dictionary.

Written evidence of the insurance contract is provided in the insurance policy. If insurance is needed at short notice, the insurer can provide the insured with a cover note to fulfil this function until the insurance policy is ready. The following types of cover are available:

- Hull policies cover the ship itself, but not the goods being carried.
- Cargo policy cover the goods carried on board the ship, but not the ship itself.

Voyage policy

This type of policy covers the ship and/or cargo for one voyage only. This kind of policy may specify a date limit within which the ship is expected to have arrived at the port of destination. It is used by people or companies who only have to ship goods occasionally.

Time policy

This is type of policy used most often. It covers all shipments made within a certain period of time. The premium is paid in advance and then adjusted at the end of the period of insurance, depending on the number and value of shipments made. The insured has the responsibility of filling out an insurance certificate for each shipment, so that an accurate record can be presented at the end of the period of insurance.

Floating policy

With a floating policy, the insured and insurer agree in advance on a certain sum at which the goods are to be insured. The insured can then make as many shipments as he wants until this value has been reached, at which point the policy expires.

Mixed policy

This is the combination of the voyage and time policies. The ship and/or cargo is covered for all voyages between two named ports for a certain period of time (for example for all voyages from Liverpool to New York over a period of one year).

Words

- | | |
|---------------------|-----------------------------------|
| 1. evidence | основание; данные |
| 2. cover note | временное страховое свидетельство |
| 3. hull policy | полис страхования судна |
| 4. cargo policy | полис страхования груза |
| 5. voyage policy | полис страхования на перевозку |
| 6. to specify | точно определять, устанавливать |
| 7. within | в пределах |
| 8. occasionally | изредка, время от времени |
| 9. time policy | полис на срок |
| 10. in advance | заранее |
| 11. certificate | свидетельство, удостоверение |
| 12. accurate | точный, правильный |
| 13. record | запись, отчет, протокол |
| 14. floating policy | генеральный полис |
| 15. to agree | договариваться |
| 16. to expire | кончаться, истекать (о сроке) |
| 17. mixed policy | смешанный полис |

Ex. 1.2 Write the English equivalents:

Страховой контракт

Следующие типы покрытия

Товары, перевозимые на борту корабля

Покрывает корабль и /или груз только на одну поездку

Этот вид полиса может точно определять

Порт назначения

В конце периода страхования

Ответственность за заполнение страхового сертификата

Заранее на определенную сумму

На все поездки между двумя названными портами

Ex1.3 What type of insurance policy would you use in each situation? Justify your answer!

1. A customer in Sri Lanka placed a trial order.
2. A company in Canada received a standing order from a company in Boston.
3. A carpet importer in Italy often places orders with a company in Morocco. However, as sales fluctuate, the size and value of the orders tends to vary and is not always predictable.
4. An exporter in Japan was offered a one-year contract to supply goods to various branches of an American corporation.
5. A family emigration from England to Australia sent most of their household goods by ship.

Практическая работа №9
Дифференцированный зачет

ТЕСТ

1. Translate into Russian:

Life insurance
 Industrial insurance
 Endowment insurance
 Unemployment benefits
 Sickness benefits
 Maternity grants
 Family allowances
 Insurer
 To cover the risk
 Accident

2. Translate into English:

Страхование жизни, автострахование, страховая компания, страхование домашнего имущества, страховщик, страховой полис, пособие на рождение ребенка, пособие на семью, страхование на срок

3. Choose the right word:

...is a document setting out the exact terms and conditions of the insurance transactions. a. insurance broker b. insurance policy c. insurance company

...insurance in case you die suddenly.

Household insurance b. car insurance c. life insurance

...insurance in case you have an accident when you are travelling.

a. travel insurance b. medical insurance c. car insurance

4. Answer the questions:

1. Is insurance business very popular in your country?
2. What insurance companies do you know?
3. What types of insurance are practiced in company you work?

Перечень рекомендуемых учебных изданий, Интернет-ресурсов, дополнительной литературы

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Интернет-ресурсы:

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www.britishcouncil.org/learnenglish

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www.usembassy.ru/english.htm Все для учителей английского!