

**ISTITUTO PARITARIO MERINI  
PROGRAMMA INGLESE CLASSE QUINTA AFM  
ANNO SCOLASTICO 2016/2017  
PROF. SAMMARCO CRESCENZO**

**LIBRI DI TESTO: Best Commercial Practice, A. Smith, LA SPIGA EDIZIONI  
Fotocopie fornite dall'insegnante**

### **THEORY**

Importing and exporting

- What is international trade? . Economic indicators . Customs . Protectionism

### **Trading procedures**

- Trading within the EU . Trading outside the EU . Sales contract terms . Incoterms.

### **Trade organisations**

- Trading blocs . The European Union: a brief history of the EU, EU institutions .
- Issues facing the EU . International trade organisations.

### **Transport**

- Types of transport . Transport by land: road, rail, pipeline. Transport by air. Transport by water: inland waterways, sea and ocean transport. Container ports. Transport by air . Freight forwarding . Means of transports . Packing . The environmental impact of freight traffic . Transport documents: road/rail consignment note , the bill of lading , the air waybill.
- Invoices: the invoice , the pro-forma invoice.

### **Insurance**

What is insurance?. Business insurance . Focus on Lloyd's .

### **Banking systems**

- Types of banks . Microcredit . Ethical banking in the UK . Central banks.

### **Banking services**

- Business banking: types of accounts, financing. E-banking . Cash machines and

cards . Fraud.

## **Payment methods**

- Open account. Payment in advance. Bank transfer . Bill of Exchange. Documentary collection . Documentary letter of credit .

## **Finance**

- Stock Exchange . London and New York Stock Exchanges .

## **Business communication**

- Job applications . Curriculum vitae . How to write a covering letter.

## **Business correspondence**

- Placing an order . Replying to orders . Modification and cancellation

# **CIVILIZATION**

## **THE UNITED KINGDOM**

- The British Empire: origins, the rise, the decline). Key moments in the 20th century . The troubles .

- Institutions: the UK political system, parliament, the Constitution, devolution . The UK government and Prime Minister . Political parties .

## **THE USA**

A brief history of the USA: mass production . The great depression . Key moments in the 20th century .

- Institutions: the US political system, the Constitution . State and local government . Political parties . US elections .

# **LITERATURE**

**Oscar Wilde.** “ The Picture of Dorian Gray”. The Aesthetic movement.

**James Joyce.** “Molly’s monologue”.The stream of consciousness