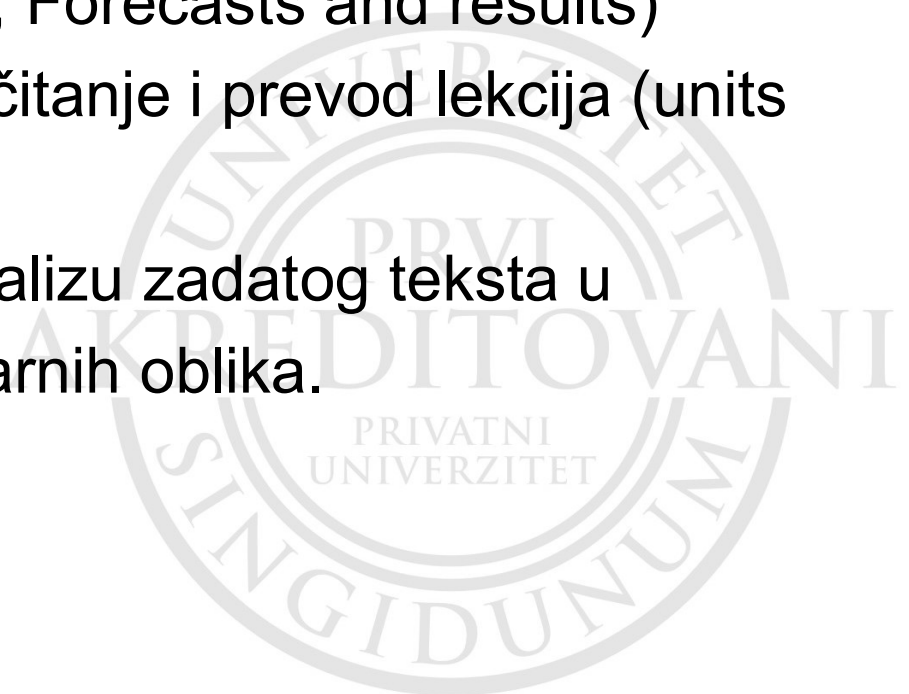


## Week 14

### **Smernice za usmeni deo ispita (lekcije 6 – 10)**

Usmeni deo ispita se sastoji iz tri pitanja.

1. Prvo pitanje obuhvata razgovor na jednu od tema iz udžbenika (pitanja obuhvataju i jezik struke: Work and Motivation, Cultural know-how, Forecasts and results)
2. Drugo pitanje se odnosi na čitanje i prevod lekcija (units 6 – 10)
3. Treće pitanje predstavlja analizu zadatog teksta u pogledu gramatičkih i vokabularnih oblika.



## Week 14

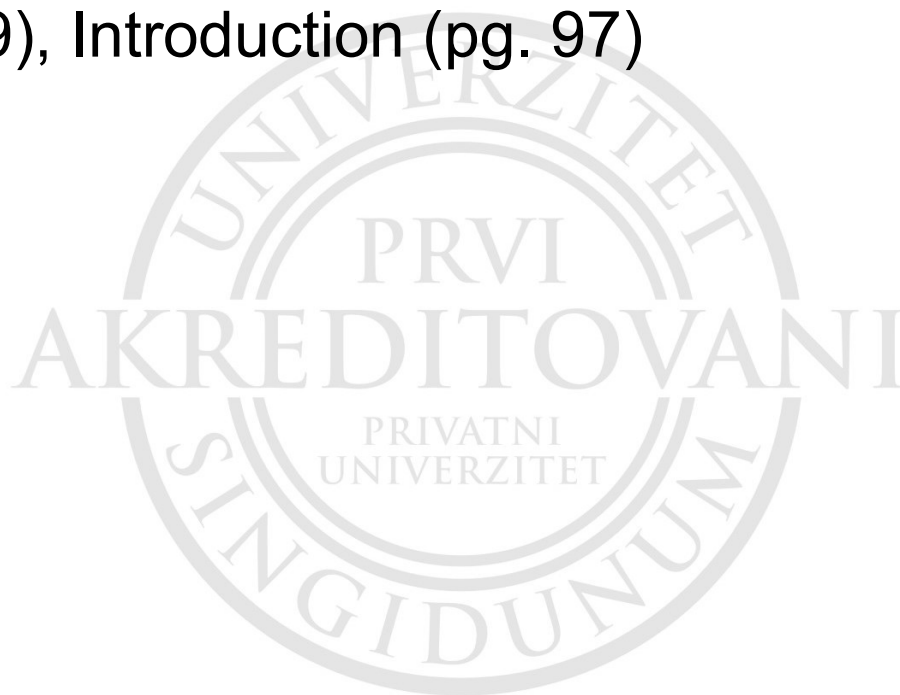
Unit 10: Speaking (pg. 180 – 181), Introduction (pg. 169)

Unit 9: Speaking (pg. 162 – 163), Introduction (pg. 151)

Unit 8: Speaking (pg. 144 – 145), Introduction (pg. 133)

Unit 7: Speaking (pg. 126 – 127), Introduction (pg. 115)

Unit 6: Speaking (pg. 108 – 109), Introduction (pg. 97)



## ESP - Cultural know-how

### Idioms

**Study the following sentences and match each underlined idiom to its correct definition below.**

1. At the end of the meal, we decided to go Dutch.
2. If you want to win the argument, you should stick to your guns.
3. Thank you for all your help. I hope someday we can return the compliment.
4. The politician managed to save face by escaping blame for the mistake.
5. Everyone at the party was wearing special costumes, and we had to follow suit.
6. During the negotiation, they decided to give ground in order to reach an agreement.
7. We were wined and dined all over the city.
8. I was trying to be polite, but he got the wrong idea.

## Week 14

- a. change your position in order to make it easier to reach an agreement
- b. do something for someone because they have done something for you
- c. do what other people are doing
- d. keep your position even if people try to criticize you
- e. misunderstood
- f. pay 50% of the bill each
- g. protect your reputation
- h. taken out for expensive meals

**‘Cultural know – how’ (Learning about a country’s culture can help you secure good working relations on your travels)**



## Week 14

ESP - One of the most important responsibilities of a manager is to motivate the people who report to him/her. But how? What kind of things motivate you? Which motivators would be important for you in your choice of a job? – discuss

Consider different ways of increasing staff motivation.



## Week 14

ESP – Forecasts and results (Course page)

What things can help companies to make sales forecasts?

What things can make sales forecasts inaccurate?

What problems can arise from inaccurate sales forecasts?



## Homework – attendance points

- Dear students, with the purpose of getting attendance points you are expected to do homework on a weekly basis. This week's hw refers to vocabulary section – Business English. You need to complete an assignment via test. [singidunum.ac.rs/Student](http://singidunum.ac.rs/Student).
- You need to complete your homework within two days.
  - If you have any further questions do not hesitate to contact me

