



UNIVERSITÀ DEGLI STUDI DI PALERMO

DEPARTMENT	Giurisprudenza
ACADEMIC YEAR	2022/2023
BACHELOR'S DEGREE (BSC)	BUSINESS LEGAL CONSULTANT
SUBJECT	LANGUAGE SKILLS
TYPE OF EDUCATIONAL ACTIVITY	E
AMBIT	10751-Per la conoscenza di almeno una lingua straniera
CODE	10474
SCIENTIFIC SECTOR(S)	
HEAD PROFESSOR(S)	SCAGLIONE LAURA Professore a contratto Univ. di PALERMO
OTHER PROFESSOR(S)	
CREDITS	3
INDIVIDUAL STUDY (Hrs)	51
COURSE ACTIVITY (Hrs)	24
PROPAEDEUTICAL SUBJECTS	
MUTUALIZATION	
YEAR	1
TERM (SEMESTER)	1° semester
ATTENDANCE	Not mandatory
EVALUATION	Pass/Fail
TEACHER OFFICE HOURS	SCAGLIONE LAURA Tuesday 12:00 13:00

PREREQUISITES	<p>To follow reasonably well, it is required to:</p> <ul style="list-style-type: none">•Have already studied English at some point in one's life•Understand elementary conversations in English•Have some familiarity with English grammar concepts•Read, comprehend elementary English written material.
LEARNING OUTCOMES	<p>LEARNING OUTCOMES (Know, be able to, be aware)</p> <p>On successful completion of the semester</p> <p>Students should know</p> <ul style="list-style-type: none">•Basic Business skills: networking, presentations, meetings, negotiation•Some introductory concepts related to English Contract Law (offer, acceptance, unilateral and offers, invitation to treat, intention to create legal relations, case law) <p>Students should be able to</p> <ul style="list-style-type: none">•Introduce oneself in a business meeting•Present a business project•Write a Europass CV•Prepare for a job interview•Apply the law to specific cases•Negotiate•Write Business emails•Answer questions and solve problems related to Contract Law <p>Students should be aware of</p> <ul style="list-style-type: none">•Of the possibility to communicate with Business companies abroad•The fact that Law can be read and studied also in a foreign language•The existence of other legal systems, whose legal concepts converge or diverge from ours•The necessity of constructing a written or spoken grammatical sentence that communicates a meaning.
ASSESSMENT METHODS	<p>The exam consists of an Interim written examination before the official exam date. Samples of exams can be downloaded from the University portal for Abilita' Linguistiche 3 CFU</p> <p>Criteria for assessment:</p> <ol style="list-style-type: none">1.Can write simple sentences and texts explaining some legal concepts = pass2.Can write detailed sentences and texts on a wide range of legal concepts = pass with merit3.Can express legal concepts in clear and well-structured points = pass with distinction
EDUCATIONAL OBJECTIVES	<p>LEARNING OBJECTIVES (through the 4CS of the CLIL methodological approach – content, communication, cognition, culture):</p> <ul style="list-style-type: none">-Develop contents on contract law-Develop business and legal communication-Develop Business and Legal cognition (remembering, identifying, ordering, defining, comparing and contrasting, dividing, classifying, applying, predicting, hypothesizing, reasoning, thinking creatively, synthesizing, evaluating)-Develop Legal culture (knowledge of introductory elements of English Contract Law).-Increase confidence in Business-legal skill in English.
TEACHING METHODS	<p>It consists of lectures and presentations of work prepared by students. Lessons follow a CLIL methodological approach, which integrates language and contents (Content and language Integrated Learning). CLIL is understood as an evolving educational approach to teaching and learning where subjects are taught through the medium of a non-native language; it gives students a different learning experience compared with a conventional foreign language teaching because Business skills and some introduction to contract law and English language are taught together. There will be a mock exam for revision and examination skills (an exam simulation).</p>
SUGGESTED BIBLIOGRAPHY	<p>Excerpts from the following material:</p> <p>Barry Tomalin, Key Business Skills (networking, Presentations, Meetings, Negotiations), Collins, 2012.</p> <p>Stefan Fafinski and Emily Finch, Contract Law, Law express, Longoman, 2010.</p>

	All the necessary material for the exam can be downloaded from the University Portal: "Abilita' Linguistiche 3 CFU."
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SYLLABUS

Hrs	Frontal teaching
2	Introduction to the course
2	Self presentation in a business meeeting - email writing
2	Business project - email writing
2	Europass CV
2	Introduction to Contract Law
2	Presentations by students- email writing
2	Introduction to Contract Law - Problem solving
2	Mock exam
2	Job interview - Presentations by students
2	Introduction to Contract Law - Solve a problem question
2	Problem solving -email writing
2	Negotiation