

# Accounting and finance

Composante  
**Institut d'Administration des Entreprises (IAE)**

Période de l'année  
**Semestre 2**

## En bref

- # **Langue(s) d'enseignement:** Anglais
- # **Méthodes d'enseignement:** En présence
- # **Ouvert aux étudiants en échange:** Oui

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## Présentation

### Description

Objectives: The accent is placed on understanding authentic documents (oral and written) and improving oral expression ( aim C1 European level - Efficiency in a business setting). Business correspondence will also be dealt with.

### Heures d'enseignement

|       |                                |     |
|-------|--------------------------------|-----|
| P-SJP | Simulation et jeu pédagogiques | 20h |
|-------|--------------------------------|-----|

### Programme détaillé

THEMES: 1. Working abroad

- Feedback on work experience. Adapting to cultural differences Selling your company – elevator pitch
- Financial terms; managing investments; Describing trends.
- News stories on the economy
- Language of presentations. Presenting a new business idea and looking for investors- 'Make your Pitch

- Discussing emerging economies and the financial crisis. New world order – emerging economies. Meeting to solve the problems after an international merger.
- A financial news story. Understanding news in the media. Financial glossary. Presenting financial news.
- Team building; Building successful teams. Motivating a sales team - meeting

## Compétences visées

Being able to deliver a structured oral presentation in front of an audience both in groups and individually.  
Developping reading and listening strategies on authentic documents by gathering specific information.  
Being able to express oneself spontaneously and clearly, interact fluently with others in various situations.  
Having reached a grammar and vocabulary level allowing to express complex ideas in a text.

## Bibliographie

1. Cotton David. Market Leader#: Intermediate Business English#: Course Book. Harlow: Longman Pearson Education, 2005. Print.
2. Powell Mark. In Company 3.0#: Upper Intermediate#: Student's Book#: B2. [3rd ed.]. London: Macmillan, 2014. Print.
3. Frenco Evan. English for Accounting [Multimédia Multisupport]. Oxford New York Auckland [etc: Oxford University Press, 2007. Print.
4. Mac Kenzie Ian. English for Business Studies#: a Course for Business Studies and Economics Students#: Teacher's Book. Third edition. Cambridge: Cambridge University Press, 2010. Print.

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## Infos pratiques

### Lieu(x)

# Poitiers-Centre Ville

### En savoir plus

# <https://iae.univ-poitiers.fr>