

## Business Result Intermediate Students Book With Dvd Rom And Online Workbook Pack

Skills for Business Studies is a companion to Business Result for students studying Business Studies and related degree courses.

Each Student's Book contains twelve modules divided into the core lessons of Business topic, Business skills and Learning strategies. This module division of material makes it flexible to the needs and requirements of each class. The class CD is packaged in the back of the book.

Business Result: Intermediate. Student's Book with Online Practice Business English You Can Take to Work Today Business Result intermediate : student's book  
Business Result Second Edition offers business professionals more communication and language practice than ever before, so they develop business English skills to use immediately. Relevant, personalized practice for people at work With Business Result Second Edition, students practise language that is relevant to their work context, so they can use what they learn in real work situations. NEW Talking Point discussion lessons are based on an interesting business concept, process or approach that is relatable for any student in any business profession. The personalized Talking Point tasks allow students to apply the concept to their own working contexts, and provide the opportunity to use language from the unit. NEW Viewpoints integrate video into the lesson to bring business English to life - and build communication skills for business. Each video lesson relates to content in the units and builds up to a communicative task. NEW Language Points provide explicit focus on the meaning and form of the target language applied in a business context. EXTENDED Practically Speaking sections help students put language to use immediately. In every unit, Practically Speaking relates clearly to the unit content, and includes input, analysis and practice. Easily adapt Business Result Second Edition to fit your teaching context The IMPROVED modular structure of Business Result Second Edition means it can be easily adapted to fit your teaching context. Each section within a unit works in a modular way- they can be completed as standalone activities according to your needs. You can choose lessons that are most relevant for your students. The Teacher's Book provides support for using the course flexibly in 1 to 1 lessons and with pre-work students. For those working through the book in order, continuity is maintained throughout the book to provide natural progression. Enrich your lessons with ready-to-go resources to pick up and teach in class NEW photocopiable worksheets for each unit provide more practice for the main sections of each unit: Working with Words, Language at Work and Business Communication. NEW online resources for teachers include Viewpoint video files to stream or download, audio files to stream or download, sample emails for each unit, downloadable business cards, and progress tests. Help students advance their career through progress tracking and assessment support Clear Outcomes - 'you can' statements help students monitor their own progress, and downloadable progress tests enable you to track students' progress in language skills and speaking skills. NEW Online Practice provides extra interactive practice activities with instant feedback on answers and automatic grading, allowing students to independently review their learning. Online Practice allows you to easily track and report on your students' progress, keeping you up-to-date with your students' learning. Downloadable progress tests for every unit enable you to assess students' progress, and identify student weaknesses and strengths.

With its communicative syllabus, authentic business material, and expert tips from a leading management school, plus interactive multi-media, Business Result helps students learn the communication skills they need for work quickly and effectively.

This book contains 16 units, practice files, information files, audio scripts and an interactive workbook on DVD, all of which are designed to help the reader learn the communication skills required at work today. The case studies provide real-world business authenticity and introduces an authoritative business perspective to the lessons. NEW video material for every level, bringing the world of business into the classroom Practical, functional language presented and practised in a work-related context Real-world case studies offer authentic and engaging insights into key business issues Commentary on each case study from the Cranfield School of Management The same video material is featured on both the Student's Book DVD-ROM and the Teacher's Class DVD, so that students can learn both in and out of the classroom FORTHCOMING Online Workbook gives teachers the tools to track student progress, provide more personalized learning and communicate with students outside class. Additional writing and reading materials available on the Business Result Teacher's Site

"... a curriculum geared toward helping students gain skills in consciously regulating their actions, which in turn leads to increased control and problem solving abilities. Using a cognitive behavior approach, the curriculum's learning activities are designed to help students recognize when they are in different states called "zones," with each of four zones represented by a different color. In the activities, students also learn how to use strategies or tools to stay in a zone or move from one to another. Students explore calming techniques, cognitive strategies, and sensory supports so they will have a toolbox of methods to use to move between zones. To deepen students' understanding of how to self-regulate, the lessons set out to teach students these skills: how to read others' facial expressions and recognize a broader range of emotions, perspective about how others see and react to their behavior, insight into events that trigger their less regulated states, and when and how to use tools and problem solving skills. The curriculum's learning activities are presented in 18 lessons. To reinforce the concepts being taught, each lesson includes probing questions to discuss and instructions for one or more learning activities. Many lessons offer extension activities and ways to adapt the activity for individual student needs. The curriculum also includes worksheets, other handouts, and visuals to display and share. These can be photocopied from this book or printed from the accompanying CD."--Publisher's website.

Business Result is a six-level business English course that gives students the communication skills they need for immediate use at work.

A new course with a strong focus on student motivation and communicative outcomes. The package includes DVDs and interactive whiteboard resources.

Practical, functional language presented and practised in a work-related context Real-world case studies offer authentic and engaging insights into key business issues Commentary on each case study from the Cranfield School of Management Support and flexibility across all five levels from the Student's Interactive Workbook, and the Teacher's DVD Additional writing and reading materials available on the Business Result Teacher's Site

Python for Everybody is designed to introduce students to programming and software development through the lens of exploring data. You can think of the Python programming language as your tool to solve data problems that are beyond the capability of a spreadsheet. Python is an easy to use and easy to learn programming language that is freely available on Macintosh, Windows, or Linux computers. So once you learn Python you can use it for the rest of your career without needing to purchase any software. This book uses the Python 3 language. The earlier Python 2 version of this book is titled "Python for Informatics: Exploring Information". There are free downloadable electronic copies of this book in various formats and supporting materials for the book at [www.pythonlearn.com](http://www.pythonlearn.com). The course materials are available to you under a Creative Commons License so you can adapt them to teach your own Python course.

In a Tirio village deep in the heart of the Amazon rain forest, the shaman Nahtahlah has a place of honor in his tribe. Young Kamanya wants to learn the healing secrets of the forest plants--he hopes that he, too, will become the tribe's shaman, so that he can cure his people. When the villagers fall sick with an illness that Nahtahlah cannot cure, many lose faith in the shaman's wisdom--until a foreign woman helps them understand its value while giving Kamanya an opportunity to realize his dream. Lynne Cherry returns to the rain forest with ethnobotanist Mark J. Plotkin to tell an important story about the healing plants of the earth--and why we must protect them.

We all negotiate on a daily basis. We negotiate with our spouses, children, parents, and friends. We negotiate when we rent an apartment, buy a car, purchase a house, and apply for a job. Your ability to negotiate might even be the most important factor in your career advancement. Negotiation is also the key to business success. No organization can survive without contracts that produce profits. At a strategic level, businesses are concerned with value creation and achieving competitive advantage. But the success of high-level business strategies depends on contracts made with suppliers, customers, and other stakeholders. Contracting capability—the ability to negotiate and perform successful contracts—is the most important function in any organization. This book is designed to help you achieve success in your personal negotiations and in your business transactions. The book is unique in two ways. First, the book not only covers negotiation concepts, but also provides practical actions you can take in future negotiations. This includes a Negotiation Planning Checklist and a completed example of the checklist for your use in future negotiations. The book also includes (1) a tool you can use to assess your negotiation style; (2) examples of “decision trees,” which are useful in calculating your alternatives if your negotiation is unsuccessful; (3) a three-part strategy for increasing your power during negotiations; (4) a practical plan for analyzing your negotiations based on your reservation price, stretch goal, most-likely target, and zone of potential agreement; (5) clear guidelines on ethical standards that apply to negotiations; (6) factors to consider when deciding whether you should negotiate through an agent; (7) psychological tools you can use in negotiations—and traps to avoid when the other side uses them; (8) key elements of contract law that arise during negotiations; and (9) a checklist of factors to use when you evaluate your performance as a negotiator. Second, the book is unique in its holistic approach to the negotiation process. Other books often focus narrowly either on negotiation or on contract law. Furthermore, the books on negotiation tend to focus on what happens at the bargaining table without addressing the performance of an agreement. These books make the mistaken assumption that success is determined by evaluating the negotiation rather than evaluating performance of the agreement. Similarly, the books on contract law tend to focus on the legal requirements for a contract to be valid, thus giving short shrift to the negotiation process that precedes the contract and to the performance that follows. In the real world, the contracting process is not divided into independent phases. What happens during a negotiation has a profound impact on the contract and on the performance that follows. The contract's legal content should reflect the realities of what happened at the bargaining table and the performance that is to follow. This book, in contrast to others, covers the entire negotiation process in chronological order beginning with your decision to negotiate and continuing through the evaluation of your performance as a negotiator. A business executive in one of the negotiation seminars the author teaches as a University of Michigan professor summarized negotiation as follows: “Life is negotiation!” No one ever stated it better. As a mother with young children and as a company leader, the executive realized that negotiations are pervasive in our personal and business lives. With its emphasis on practical action, and with its chronological, holistic approach, this book provides a roadmap you can use when navigating through your life as a negotiator.

Business English you can take to work today.

Business Result Second Edition offers business professionals more communication and language practice than ever before, helping students develop relevant communication skills they can use immediately in the workplace.

Business English you can take to work today. With a highly communicative syllabus and interactive multimedia support materials, plus expert tips and advice from one of the world's leading business schools, Business Result helps learners develop the skills they need, quickly and effectively.

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