






















SECTION EUROPEENNE

















**PROGRESSION
DISCIPLINE NON LINGUISTIQUE**

SECONDE PROFESSIONNELLE COMMERCE

MA DUPUIS

Number	Week	Month	File
36	0	September	Personal information sheet
<i>Dialogue : Present your neighbour</i>			
37 38	1 2	September	File number 1 : <ul style="list-style-type: none">  Getting to know you  Nice to meet you (business cards)  Building a relationship
<i>Dialogue</i>			
39	3	September	File number 1 : <ul style="list-style-type: none">  Getting to know you  Nice to meet you (business cards)  Building a relationship
40	4	October	File number 1 : <ul style="list-style-type: none">  Getting to know you  Nice to meet you (business cards)  Building a relationship
41	5	October	File number 2 : DESCRIBING A PRODUCT <ul style="list-style-type: none">  To apply adjectives to different products  to describe advantages and disadvantages  To present a product
42	6	October	File number 2 : DESCRIBING A PRODUCT <ul style="list-style-type: none">  To apply adjectives to different products  To describe advantages and disadvantages  To present a product
<i>Oral presentation Powerpoint Presentation</i>			
HOLIDAYS : TOUSSAINT			
45	7	November	File number 3 : SHOPPING <ul style="list-style-type: none">  To fill a shopping list  Talking shopping
46	8	November	File number 3 : SHOPPING <ul style="list-style-type: none">  To fill a shopping list  Talking shopping
47	9	November	File number 3 : SHOPPING <ul style="list-style-type: none">  To fill a shopping list  Talking shopping
<i>Dialogue : Shop assistant and customer (buying furniture)</i>			
TRAINING PERIOD from 24/11/14 to 29/11/15			
49	10	December	Describe your training period My name's Marie Avril and I am 15 years old. I study marketing in Jean Caillaud Highschool, in Ruelle .On 10/10/06 I worked as a trainee in a company called Planet. I worked there for 1 month. The Company was located in London. Every

			morning, I arrived at about 7.30 a.m. and I usually left at 5 p.m. There were 30 employees in all. 10 were working indoors, that is to say in the offices, and 15 outdoors. During this training session, I had to sell TV. I think it was very interesting and I would like to thank Mrs Smith, Mr Brown, the person I liked best and of course all my colleagues for what they did for me.
50	11	December	File number 4 : CHRISTMAS SHOPPING <ul style="list-style-type: none"> 🇬🇧 Vocabulary 🇬🇧 Roleplay
51	12	December	File number 4 : CHRISTMAS SHOPPING <ul style="list-style-type: none"> 🇬🇧 Vocabulary 🇬🇧 Roleplay
HOLIDAYS : CHRISTMAS			
02	13	January	File number 5 : LOOKING FOR A JOB <ul style="list-style-type: none"> 🇬🇧 The application form 🇬🇧 Choosing the right candidate 🇬🇧 Wanted (listening) 🇬🇧 CVs and letters of application 🇬🇧 Sainsbury application form on line
03	14	January	File number 5 : LOOKING FOR A JOB <ul style="list-style-type: none"> 🇬🇧 The application form 🇬🇧 Choosing the right candidate 🇬🇧 Wanted (listening) 🇬🇧 CVs and letters of application 🇬🇧 Sainsbury application form on line
TRAINING PERIOD from 19/01/15 to 07/02/15			
07	15	March	File number 6 : Dr Phil 'sTest This is a real test given by the Human Relations Dept. at many of the major corporations today. It helps them get better insight concerning their employees and prospective employees.
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WINTER HOLIDAYS			
11	17	March	File number 7 : SALES TALK & EFFECTIVE SALES <ul style="list-style-type: none"> 🇬🇧 Sales meeting 🇬🇧 Sales tips 🇬🇧 AIDA, GBS, USP, WIIFM
12	18	March	File number 7 : SALES TALK & EFFECTIVE SALES <ul style="list-style-type: none"> 🇬🇧 Sales meeting 🇬🇧 Sales tips 🇬🇧 AIDA, GBS, USP, WIIFM
13	19	March	File number 7 : SALES TALK & EFFECTIVE SALES <ul style="list-style-type: none"> 🇬🇧 Sales meeting 🇬🇧 Sales tips 🇬🇧 AIDA, GBS, USP, WIIFM

14	20	April	Ouverture européenne : Vidéo : Teachers TV Title : Gateaux Galore activity Author : Gill Wright, head of business studies, Brighthouse High School KS3/4 Business studies : Sales and Profit Programme description : A simple game to help teach the business concepts of sales
15	21	April	File number 8 : BUY ME BUY ME  TV Adverts  TV ads for chocolate  Advertising : reading and writing tasks
16	22	April	File number 8 : BUY ME BUY ME  TV Adverts  TV ads for chocolate  Advertising : reading and writing tasks
<i>Create your own advert</i>			
17	23	April	File number 9 : SUPERMARKET AND GROCERY SHOPPING  Vocabulary  Conversation  Questions  Videos and articles
<i>Dialogue Roleplay in a supermarket</i>			
HOLIDAYS : EASTER			
20	24	May	File number 10 : COMBATTING COUNTERFEITING  Warming up : vocabulary on illegal trade  Watching a video  Figures and statistics
<i>Expression : give your own opinion on counterfeit and pirated products</i>			
21 22	25 26	May	File number 11 : PHONE CALLS  Introduction to telephoning and vocabulary associated with telephoning  Giving and getting personal information on the telephone  Practise taking and leaving messages on the phone
<i>Dialogue</i>			
23	27	May	Entrainement à l'oral de DNL
TRAINING PERIOD from 08/06/15 to 27/06/15			