## Upper intermediate B2

### Leadership
- Understand the importance of leadership for organisations
- Learn about different theories relating to leadership
- Learn about different leadership structures in organisations
- Think about the effect leadership has on organisations
- Reflect on what kind of leader students are and wish to be
- Consider the difference between leadership and management
- Compare contrasting ideas about leadership
- Listen to a lecture on leadership and make notes
- Learn new words and phrases to describe different approaches to leadership
- Analyse the leadership structure of an organisation
- Apply a business model to analyse leadership styles

### Culture
- Understand what culture means to organisations
- Learn how business models can measure culture
- Understand how a cultural web can be used to analyse culture in an organisation
- Identify key skills managers need to work with organisations with different cultures
- Learn new vocabulary and phrases to describe culture in organisations
- Think about what culture means and how it affects organisations
- Reflect on how culture differs in organisations
- Consider how to deal with employees from different cultures
- Listen to a lecture on culture and make notes
- Analyse an organisation using Hofstede’s dimensions
- Analyse an organisation using a cultural web

### Working with figures and visuals
- Understand the key financial documents an organisation produces
- Identify the differences between financial documents
- Learn about different visuals and what they show
- Understand and interpret different types of charts and graphs
- Learn ways to describe finances and visuals
- Think about the importance of understanding financial information
- Consider how organisations can be analysed using financial information
- Reflect on when different visuals should be used
- Listen to a lecture on visuals and make notes
- Analyse a company’s profit and loss statement
- Analyse a graph showing a company’s sales and profits

### Recruitment
- Understand the processes and documents involved in recruitment and selection
- Learn about the roles and responsibilities in recruitment and selection
- Identify some business language for recruitment and selection
- Identify the key sections of a Curriculum Vitae
- Reflect on how Human Resources (HR) has evolved in modern-day companies
- Analyse the process of recruitment and selection
- Consider the importance of the Curriculum Vitae in the selection process
- Listen to a lecture and make notes on writing a Curriculum Vitae
- Complete a job advert using recruitment documents
- Complete a Curriculum Vitae for a job application

### Successful negotiations
- Understand and evaluate approaches to negotiations
- Understand the purpose of negotiations
- Define and apply frameworks for negotiating
- Learn some business language about negotiating
- Reflect on the skills good negotiators need
- Analyse and assess various abilities as a negotiator
- Listen to a lecture on negotiations and make notes
- Learn new words and phrases to use for negotiating
- Identify the stages in a negotiation
- Relate key phrases with stages in a negotiation