

**LESSON PLAN**  
(focus on entrepreneurship)



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**Main subject/-s:** English Language

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**Class (age):** grade 10, 15 years old

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**Teacher/-s:** Sofia Mentsiviri

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**Duration:** 60 mins

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**Date:** Tuesday 25th May 2023

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**Topic:**

DISCUSSING: AGREEING/ DISAGREEING

**The main goal of the lesson:**

- To introduce students with vocabulary and expressions used in English to express agreement disagreement, so as to increase their vocabulary range.
- To strengthen their reading, writing, listening and speaking skills.
- To teach them how to build strong arguments for and against a subject
- To make them realise the importance of dialectics in life
- To teach them to write interesting, coherent, engaging essays
- This lesson looks at the vocabulary and functions around agreeing and discussing in a business situation. Students will read a conversation between three people discussing a changing deadline. They will also listen to people using different functions of speech, such as committing, encouraging etc. Exercises focus on related vocabulary, adjectives + prepositions, and reading and listening comprehension.

**Didactic goal** (*what other students' competences and/or skills will be acquired*):

- Communication skills
- Composition skills
- Critical thinking
- Imagination
- Creativity
- Decision making
- Conflict resolution

**1. Cognitive Process Outcomes** (*the central disciplinary outcomes*):

**1.1. The main subject/-s:**  
English Language

**1.2. Entrepreneurship:**  
Teambuilding, Conflict Resolution, Tolerance

**2. Target Outcomes:**

**2.1. Methods used:**  
Guided learning, small group instruction, content-based learning

**2.2. Materials used:**

2.3. Resources (useful links):  
\_\_\_\_\_**3. Authentic Problems and Product Development:****3.1. Empathy / Real problem / Problematic situation of lesson topic***(Discover the problem that you are facing in your real life and define the area to focus on)***Warm up**

In pairs, discuss the following questions.

1. How often do you have family meetings/family discussions about matters of concern in the family?
2. What do you usually talk about in the family discussions?
3. Do family members often agree or disagree with each other in the meetings? Can you think of examples of this?
4. Who leads the meetings? What do you do to make sure the family meeting will run smoothly?

**Practice:**

Focus on vocabulary

**Part A:**

Match the definitions to the vocabulary.

1. accept (v)	a. a promise to do something between two or more people
2. agreement (n)	b. help someone by making them feel they can do or complete something
3. argue (v)	c. make someone believe something is true or necessary
4. commit (v)	d. an agreement in business on what will be done between two or more people
5. convince (v)	e. agree that something is possible or needed
6. deal (n)	f. say why you think something will not work or is the wrong thing to do
7. encourage (v)	g. the stress over what will happen if something isn't finished on time
8. persuade (v)	h. get someone to do something by giving them reasons to do it
9. pressure (n)	i. say you will definitely do something

**Part B:**

Complete the sentences with other parts of speech of the words from Part A. You may need to use a dictionary to check the exact meanings of those forms.

acceptance	commitment	convincing	dealing	disagree	encouragement	persuasion	pressuring
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1. Although wearing jeans to the office wasn't popular with management to begin with, there was a growing .....of it.
2. I hate to .....with you, but I don't think that what you're saying is correct.
3. We've made a .....to working with them for the next three years which I think will be good for both of our companies.
4. I didn't think they would agree to do it, but my boss was very.....
5. The sales team are..... with a record number of sales this year which is great news for us.
6. After a little ....., they agreed to reduce the price by 25%.
7. They are .....us to deliver two weeks ahead of the date we first discussed.
8. He was feeling quite negative about his job until I gave him some .....and told him how well he was doing at it.

**PART C:**

Skimming for gist

Put the vocabulary from Part A into the correct gaps in the conversation below.

A change of plan	accept	agreement	argue	commit	deal	encourage	persuade	convince	pressure
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**Carla:** OK. I want to discuss the progress with the project and see if we are still going to finish on time. Stuart, how is it going?

**Stuart:** Well, Carla, as you know, there have been some problems with the service which have made things difficult. To be honest, I think we are going to have to 1..... that we're going to finish later than we originally planned.

**Carla:** What was the original 2.....?

**Stuart:** We said that we'd have everything complete by the 30th June.

**Carla:** Hmmm. checking notes. Yes, that's right. Suzanne, what do you think?

**Suzanne:** I think Stuart is right. I know there's a lot of 3..... to finish on time from management and consumers, but we're just not going to be able to give the quality that our customers need if we don't. I don't think there's any point in trying to work all hours to do something that will almost certainly have problems with it when we finish. It makes us look bad and we might lose customers. Quality is really important with this. I think we will have to 4..... management to give us more time, perhaps two months, three at most.

**Carla:** It's possible that customers will 5..... that we need to reduce the price.

**Stuart:** I think if we 6..... to a new date to finish and talk to marketing about advertising it, I think we will be able to 7..... customers to buy it at the same price. We could maybe do a competition and give 6..... months service free to ten winners.

**Carla:** OK. Let's plan for finishing by the 30th August. If I'm going to do a 8..... with management, I need to be really certain that we can complete by the new date.

**Suzanne:** I think we will until the 30th September. The writing alone is going to take another month.

**Stuart:** I agree. I think we can definitely commit to the 30th September. I can show you the steps we need to take.

**Carla:** OK. Show me. I think we can 9..... management to give us three more months, but we need a really good plan.

**Stuart:** OK, so look at this. First of all, we need...

#### PART D:

Reading comprehension

Read the conversation on page three and decide if the following statements are true (T) or false (F).

1. Stuart doesn't believe that they will complete the project by the agreed time.....
2. Suzanne is in agreement with Stuart.....
3. Suzanne thinks that if they work for longer hours, they will be able to deal with the problems.....
4. Carla thinks the customers will be happy to pay more.....
5. Stuart suggests giving some customers free service for a limited time.....
6. They agree to complete the project by the end of August.....

### 3.2. Fact findings related to the topic of the lesson

*(Students search for some background information on the Internet or other sources)*

Listening for details

Listen to the speaker.

Write down 5 characteristics of debating.

Teacher plays the transcript 2 times. [Listening task](#)

characteristic 1	characteristic 2	characteristic 3	characteristic 4	characteristic 5
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### 3.3. Ideation

*(Brainstorming the best option / problem solution / idea that work, developing details, and finalizing the product)*

#### Talking point

In pairs, discuss the following questions.

1. When was the last time you had to persuade someone to do something? What did you say?
2. When was the last time someone encouraged you at school? What did they say to you?
3. What was the last thing you committed to? Are you still committed to it? Why/why not?
4. When have you felt pressure in school? What do you do when you feel under pressure?
5. When was the last time you made a deal with someone? What was it for? Was it a good experience? Why/why not?
6. Has anyone ever convinced you to do something you didn't want to do? What did they say to you? How did you feel about it afterwards?
7. Are you comfortable arguing with someone if you don't agree with them? Why/why not?
8. What have you had to accept in life that you are not happy about?

### 3.4. Product Development and/or Prototyping

*(Selecting the best option / problem solution / idea that work, developing details, and finalizing the product)*

Divide the students in groups of 2. Ask them to write down the pros and cons of people using argumentation in their everyday lives.

Students write their paragraphs.

**3.5. Dissemination and Testing** (*of the final product*):

**Extended activity/Homework**

**Choose one of the following:**

1. Write a dialogue between you and your boss where you try to persuade him to raise your salary.
2. Write a dialogue between two people who are making a deal.
3. Write a dialogue between two people where one convinces the other to do something they don't want to do.

You should:

- Write at least 100 words
- Check your grammar, spelling and punctuation

Teacher evaluates students' work based on the pre-set criteria.

**4. Reflecting** (*Collecting students' feedback on the lesson (activities, gained competences and skills, etc.) using different ways and tools*)

Teacher receives students' feedback on the lesson via a questionnaire, an interview or a survey form.