



CIHAN UNIVERSITY-SULAIMANIYA

Course Outline

2025-2026

Address:
Chwarchra-Opposite to Family Mall
Sulaymaniyah City
Kurdistan Region-Iraq
Tel: 07714695656,
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MODULE DESCRIPTION FORM

Module Information			
Module Title	English for Business (ESP)		
Module Type	Theory	<input type="checkbox"/> Theory <input type="checkbox"/> Lecture <input type="checkbox"/> Lab <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar <input type="checkbox"/> Report <input type="checkbox"/> Extra activity	
Module Code			
Language	English language		
ECTS Credits	4		
Module Level			
Administering Department	Business	College	Business
Lecturer	Basta Nazar		
Academic Title	Assistant lecturer	Qualification	M.A
Module Tutor		e-mail	
Peer Reviewer Name		e-mail	
Scientific Committee Approval Date		Version Number	
Cycle of Study		Form of Education	Full time

Relation with other Modules			
Prerequisite module		Semester	
Co-requisites module		Semester	

Cihan University-Sulaimaniya?

College of

Department:

Discipline:

Stage:



Total Contact Hours:	49
Total Self Study Hours:	59
Total No. Hours:	108
ECTS:	4

No. of Weeks	Contact Hours					Self-Study					
	Theoretical	Practical	Lab	Project	Visit	Quiz	Reading	Assignment	Report	Midterm Exam.	Final Exam.
1st Week (Registration)											
2nd Week	3						2			5	10
3rd Week	3			1			2	1			
4th Week	3					2	2				
5th Week	3			1			2	1			
6th Week	3			1			2	1			
7th Week	3			1			2				
8th Week	3			1			2		5		
9th Week	3			1			2	1		5	
10th Week	3			1			2				
11th Week	3			1			2	1			
12th Week	3					2	2				
13th Week	3			1			2	1			
14th Week	3			1							
15th Week (Pr. Final Ex											
16th Week (Final Exam.)											
TOTAL	39			10		4	24	6	5	10	10

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Delivery Plan (Weekly Syllabus)

	Material Covered
<p>Week 1</p>	<p>□ Course introduction, syllabus overview Unit 1 Vocabulary: Jobs and Careers</p> <ul style="list-style-type: none"> • Listening: People talking about their jobs • Speaking: Describing jobs and career paths • Reading: "Career moves" • Language Focus: Present Simple vs. Present Continuous • Speaking: Job satisfaction, using present tenses
<p>Week 2</p>	<p>Unit 2 – Companies</p> <p>Unit 2 Vocabulary: Company structure and departments</p> <ul style="list-style-type: none"> • Listening: Describing different companies • Speaking: Talking about company profiles • Language Focus: Comparatives and Superlatives • Reading: "Success stories" • Speaking: Comparing companies
<p>Week 3</p>	<p>Unit 3 – Selling</p> <p>Unit 3 Vocabulary: Products and Services</p> <ul style="list-style-type: none"> • Listening: Marketing strategies • Speaking: Discussing sales techniques • Language Focus: Present Perfect vs. Past Simple • Reading: "Successful sales strategies" • Role-play: Selling a product
<p>Week 4</p>	<hr/> <p>Unit 4 Great Ideas</p> <p>Unit 4 Vocabulary: Innovation and Ideas</p> <ul style="list-style-type: none"> • Listening: People discussing business ideas • Speaking: Brainstorming new products • Language Focus: Giving advice (should, ought to, etc.) • Reading: "Great business ideas" • Speaking: Giving advice on business ideas

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Week 5	<p>Unit 5 – Stress</p> <p>Unit 5 Vocabulary: Stress at work</p> <ul style="list-style-type: none"> • Listening: Managing stress • Speaking: Discussing stressful situations • Language Focus: First conditional • Reading: "Stress management techniques" • Speaking: Offering advice on stress management
Week 6	<p>Unit 6 – Entertaining</p> <p>Unit 6 Vocabulary: Business entertainment</p> <ul style="list-style-type: none"> • Listening: Entertaining clients • Speaking: Talking about hosting events • Language Focus: Offers and Invitations • Reading: "new business ideas"
Week 7	<p>Unit 7 – New Business</p> <p>Unit 7 Vocabulary: economic terms</p> <ul style="list-style-type: none"> • Listening: new business • Speaking: talking about starting own business • Language Focus: Second conditional • Reading: "Business across cultures" • Role-play: Managing a multicultural team
Week 8	<p>Unit8 – marketing</p> <p>Vocabulary: marketing</p> <ul style="list-style-type: none"> • Listening: marketing pharmaceuticals • Speaking: Discussing marketing • Language Focus: Modal verbs of obligation and permission

	<ul style="list-style-type: none"> • Reading: "Adidas targets the Chinese interior" • Speaking: Giving advice on marketing
Week 9	<p>Unit 9 – Planning</p> <p>Vocabulary: Planning and Scheduling</p> <ul style="list-style-type: none"> • Listening: Project management • Speaking: Discussing deadlines and plans • Unit 8 Language Focus: Future forms (will, going to, present continuous) • Reading: "Effective planning" • Role-play: Planning a business project ○
Week 10	<p>Unit 10 Managing People</p> <p>Vocabulary: Management and leadership</p> <ul style="list-style-type: none"> • Listening: Qualities of good managers • Speaking: Discussing management styles • Language Focus: Modal verbs of obligation and permission • Reading: "Managing people effectively" • Speaking: Giving advice on managing a team
Week 11	<p>Unit 11 Conflict</p> <p>Vocabulary: Conflict resolution</p> <ul style="list-style-type: none"> • Listening: Dealing with conflict • Speaking: Discussing difficult situations • Language Focus: Passive voice • Reading: "Resolving workplace conflicts" • Role-play: Resolving a workplace issue
Week 12	<p>Unit 12 products</p> <p>Vocabulary : describing products</p> <ul style="list-style-type: none"> • Listening: favorite products • Reading: launching new products • Language focus: passives • Speaking : the George marchal awards
Week 13	Review week

Week 14	
Week 15	
Week 16	

Module Aims, Learning Outcomes and Indicative Contents	
Module Objectives	<ul style="list-style-type: none"> • Business Vocabulary: Introducing key business-related terminology across a variety of industries and contexts (e.g., marketing, management, finance, etc.). • Speaking and Communication Skills: Enhancing learners' ability to participate in professional conversations, meetings, presentations, and negotiations in English. • Listening and Comprehension Skills: Exposing students to authentic business conversations, interviews, and presentations to improve their ability to understand spoken English in business scenarios. • Reading and Writing Skills: Developing skills for reading business texts such as reports, emails, and articles, as well as writing business correspondence like emails, reports, and proposals. • Grammar and Language Use: Strengthening grammar and language structures within a business context to allow for more accurate and professional communication.
Module Learning Outcomes	<p>Engage in conversations on common business topics such as marketing, finance, management, and sales.</p> <ul style="list-style-type: none"> • Use a wider range of business-specific vocabulary relevant to various industries. • Understand and apply terminology related to corporate structure, job roles, and processes. • Understand spoken English in different business contexts, such as interviews, presentations, and meetings. • Identify key points and details in business conversations and discussions. • Read and comprehend business documents such as reports, articles, and emails. • Use key grammar structures (e.g., present and past tenses, conditionals, comparatives) more accurately in both written and spoken communication.

	<ul style="list-style-type: none"> <input type="checkbox"/> Formulate sentences that are grammatically correct and suitable for business contexts.
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Learning and Teaching Strategies	
Strategies	

Module Evaluation					
Assessment Types		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	Quizzes		5%		
	Assignments		10%		
	Projects / Lab.				
	Report		%10		
	Presentation		5%		
Summative assessment	Midterm Exam		20%		
	Prefinal Pr. Exam				
	Final Exam		50%		
Total assessment			100% (100 Marks)		

Learning and Teaching Resources		
	Text	Available in the Library?
Required Texts		
Recommended Texts		
Websites		

Grading Scheme				
مخطط الدرجات				
Group	Grade	التقدير	Marks %	Definition

Success Group (50 - 100)	A – Excellent	امتياز	90 – 100	Outstanding Performance
	B - Very Good	جيد جدا	80 – 89	Above average with some errors
	C – Good	جيد	70 – 79	Sound work with notable errors
	D - Satisfactory	متوسط	60 – 69	Fair but with major shortcomings
	E - Sufficient	مقبول	50 – 59	Work meets minimum criteria
Fail Group (0 – 49)	FX – Fail	راسب (قيد المعالجة)	(45-49)	More work required but credit awarded
	F – Fail	راسب	(0-44)	Considerable amount of work required

Note: Marks Decimal places above or below 0.5 will be rounded to the higher or lower full mark (for example a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University has a policy NOT to condone "near-pass fails" so the only adjustment to marks awarded by the original marker(s) will be the automatic rounding outlined above.

- **Cycle of studies - choose one of the three options: Bachelor «1», Master «2», PhD. «3»**
- **(Exam: Oral Examination, Written Exam), and (Continuous Evaluation(CE), Portfolio).**
- **Discipline status (Content) - for the Bachelor level, choose one of the options: FD (Fundamental (General) Discipline), PF (Preparatory Disciplines in the Field), SD (Specialty Disciplines), CD (Complementary Disciplines), DU (Disciplines based on the University's options).**
- **Discipline status (compulsoriness) - choose one of the options**
 - a. MD (Mandatory discipline)
 - b. OD (Optional Discipline)
 - c. ED (Elective (Facultative) Discipline).

Approved by Head of the Branch / Department

Signature

Date

Name

Approved by Curriculum Development Committee and Bologna Process Committee

Signature

Date	
Name	