Task 7. Answer the interview questions. Which of the questions is the most difficult for you

to answer?

1) Why did you choose this particular subject for your subject?

Since this profession covers all my needs.

2) What skills did you acquire at the university?

I learned how to write code in C++ and C#

3) How will your education help you in your future job?

The knowledge gained will help me in my future profession

4) Tell us something about yourself.

I live in the city of Kungur, I study at PNRPU, majoring in Software Engineering.

5) What do you like to do in your free time?

Do sport

6) Why should we hire you?

Because you need professional employees who fulfill their work obligations in full

7) What can you bring to us in this position?

I can develop applications and improve existing ones in the development team

8) What will you do if you don't get this job?

I`ll keep learning, apply to similar positions, and work on personal projects to build my skills

9) What are your strengths/weaknesses?

I am constantly developing in this field and I am not standing still.

10) What attracted you to our company?

An acceptable work schedule, a good salary.

11) What do you think about our website?

I think it could be improved

12) How do you usually approach a new project?

To begin with, I analyze and conclude about the possibility or impossibility of implementation.

13) What tasks do you like to delegate?

Develop large projects.

14) How do you deal with stress?

I'm distracted from the stress factor for a while.

15) In which environment do you work best?

In a calm and comfortable environment with a cup of coffee on the desktop.

16) Describe the situation when you had to take a risk. What was the result?

I applied for only one specialty in one fairly competitive educational institution, and enrolled

17) How do you see yourself in five years?

I will work remotely for an IT company.

18) Do you think that you are too qualified for this position?

I think you can always upgrade your skills if necessary

19) You don't seem to have too much experience in X. Do you think this could be

a problem?

At the very beginning, you will need to get involved in the work, then there will be no problems with this

20) Do you have any questions that you would like to ask us?

I would like to know my list of responsibilities

**Последнее ДЗ**

Task 4. English Equivalents:

You may sell your shares subject to the approval of the other shareholders.

You may purchase shares from other shareholders in the company.

You are forced to sell your property to pay the company’s debts.

The board of directors hires the president and a number of vice presidents of the company.

When a firm is first formed, its owner or owners must decide what structure or form it will take.

Task 5. Discussion Points:

1) What factors are critical in the decision to buy, sell or extend credit?

Credit history, market conditions, product quality, seller reputation, interest rates, terms of sale.

2) What must an owner decide when he or she first starts a business?

New Business Decisions: Structure, legal requirements, market analysis, product/service, business plan, financing.

3) What things about a business can be determined by its structure?

Structure Determines: Liability, taxation, management, capital raising, complexity, flexibility, continuity.

4) What are the basic forms of business organization?

Basic Business Forms: Sole proprietorship, partnership, corporation (C-corp, S-corp, LLC), cooperative.

Task 6. Company Examples:

PLC (public limited company): (UK) British Petroleum (BP), Vodafone, Unilever; (USA - equivalent is a publicly traded company) Apple, Microsoft, Amazon. (Russia) Gazprom, Sberbank, Rosneft.

Ltd. (private limited company): Yandex.Taxi LLC

Sberbank Leasing LLC ,VkusVill LLC Magnit LLC Ozon LLC.

Joint venture: Sony Ericsson (formerly a joint venture between Sony and Ericsson), hulu (originally a joint venture between NBC Universal, News Corporation, and Providence Equity Partners), AutoVaz (historically a joint venture between Fiat and Soviet manufacturers).

Sole trader/proprietorship: A freelance writer, an independent consultant, a small bakery owner, a local plumber.

Partnership: Law firms, accounting firms, some small medical practices.

Multinational corporation (MNC): Coca-Cola, McDonald's, Toyota, Nestle, Samsung.

Franchise: Subway, McDonald's, Pizza Hut and other

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| Business Type | Peculiarities | Pros | Cons |
| Corporation | Corporation is authorized by law to act as a private person. A U.S. corporation, may own property,  sue or be sued in court and make contracts. In a corporation, ownership and management are separate and the shareholders or owners of the company’s stock can vote to oust managers. | Corporation is an ideal  vehicle for the conduct of business by many smaller enterprises as well as larger  ones; it is the most significant form of business ownership in terms of money, size,  and power. Corporations account for 72 percent of all money taken in by U.S.A  business firms. | It is owned by shareholders;  Shareholders are liable for damages only to the extent of their holdings. |
| Large Corporations | They serve consumers across the nation and across the world. Large corporations also have the financial strength to research, develop and produce new goods. | Large corporations can supply goods and services to a greater number of people across a wider geographic area than small businesses. | The real power in a corporation usually rests with its chief executive officer (CEO), who is responsible for setting down the policies of the company under the direction of the board.As long as the CEO has the confidence of the board of directors, he or she is permitted a great deal of freedom in the operation of the company. |
| Sole Trader (Sole Proprietorship) | - Owned and run by a single person  - Personally liable for business debts  - Business must be registered in trade register  - Requires a license and bookkeeping  - Operates under personal name or d/b/a (doing business as)  - Business has no separate legal status | - Independence in decision-making  - Easy to establish  - Financial confidentiality  - Fewer taxes compared to corporations | - Limited potential for profit  - Limited financial resources  - Unlimited personal liability, risking personal assets  - Limited lifespan; ends with owner’s incapacity or death  - May struggle with credit due to personal credit rating |
| sole proprietorship  (small business) | Sole proprietorships are easy to set up, ideal for small businesses, and allow owners direct control and full profit retention. However, owners face unlimited personal liability for business debts. They are well-suited for situations where personalized service and direct customer relationships are key. While they can be a stepping stone to larger ventures, they also have a higher failure rate, though in the US, failure is often seen as a valuable learning experience. | Easy setup: Minimal paperwork and legal requirements.  Direct control: Owner makes all decisions.  Full profit retention: Owner keeps all profits.  Personalized service: Strong customer relationships possible.  Flexibility: Adaptable to changing market demands.  Learning experience: Failure viewed as a learning opportunity. | Unlimited liability: Owner personally responsible for all debts.  Limited capital: Difficulty raising large sums of money.  High failure rate: Statistically more likely to fail than other business types. |

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Задание 2: Глаголы и производные

* **to organise (организовывать):** organisational (организационный), organising (организующий, организация), organised (организованный)
* **to evaluate (оценивать):** evaluation (оценка), re-evaluate (переоценивать), evaluated (оцененный), unevaluated (неоцененный), devaluate (обесценивать)
* **to serve (служить, обслуживать):** service (служба, обслуживание), servant (слуга), served (обслуженный), server (сервер), servery (раздаточная), serving (подающий, порция)
* **to effect (влиять, осуществлять):** effect (эффект, результат), effected (осуществленный), effects (последствия, влияет), ineffectible (не подвердающийся влиянию), effective (эффективный), to effectuate (осуществлять)
* **to manage (управлять):** manager (менеджер), management (управление), manageable (управляемый), unmanaged (неуправляемый)
* **to specialise (специализироваться):** specialisation (специализация), specialised (специализированный), specialist (специалист), special (специальный), specially (специально)
* **to identify (идентифицировать):** identified (идентифицированный), identifier (идентификатор), unidentified (неидентифицированный), identification (идентификация), identifiable (идентифицируемый)
* **to divide (делить):** divide (деление, раздел), undivided (неразделенный), divider (делитель), division (деление, отдел), divided (разделенный), subdivision (подразделение)

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1. отстранить руководителей;
2. b) главный руководящий орган; c) стали довольно влиятельными; d) выбрать независимого квалифицированного бухгалтера; e) состав и роль совета директоров; f) должностные лица внутри корпорации; g) принимаются главные стратегические решения; h) реальная власть лежит на главном исполнительном директоре; i) до тех пор, пока главный исполнительный директор пользуется доверием совета директоров; j) такие программы часто контролируют крупные пакеты акций.
   1. remove managers; b) the main governing body; c) have become quite influential; d) select an independent qualified accountant; e) Composition and role of the Board of Directors; f) officials within the corporation; g) Major strategic decisions are being made; h) The real power lies with the Chief Executive Officer; i) as long as the Chief Executive Officer enjoys the confidence of the Board of Directors; j) Such programs often control large blocks of shares.

Задание 5. Переведите на русский язык следующие предложения из текста:

1) Функциональная департаментализация группирует должности по выполняемым функциям.

2) Основой, по которой должности группируются вместе, называется департаментализация.

3) В каждой организации есть свой особый способ классификации и группировки рабочих

операций.

4) Структуры, ориентированные на клиента, позволяют компаниям лучше понимать своих

клиентов и быстрее реагировать на их потребности.

5) При децентрализации процессов рабочие процессы следуют естественному ходу обработки

продуктов или даже клиентов.

6) При децентрализации продуктов каждый основной продуктовый сегмент находится

под управлением менеджера, который отвечает за всё, что связано с этой линейкой

продуктов.

7) Во время летних лесных пожаров команда по ликвидации последствий стихийных

бедствий работает как над локальными, так и над корпоративными проблемами,

включая управление информационными технологиями, внутренними и внешними

коммуникациями, отслеживанием, ресурсами и поставщиками.

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| Departmentalization | Description | Advantages | Disadvantages |
| **Functional** | Groups jobs by functions performed (e.g., marketing, production, finance). A common structure suitable for many organizations. | \* Efficiency and economies of scale. Development of expertise within functions. Clear career paths. | \* Poor communication across functions. Limited view of organizational goals. Slow response to environmental changes. "Silo" effect - departments work in isolation. |
| **Product** | Groups jobs by product line. Each product has its own dedicated functional areas (marketing, production, etc.). | \* Increased accountability for product performance. Faster decision-making within product lines. Better coordination of product-related activities. | \* Duplication of resources across product lines. Difficulty standardizing policies and procedures. Potential for conflict between product lines. |
| **Geographic** | Groups jobs by geographic region (e.g., country, continent). | \* Adaptability to local market conditions. Improved communication within regions. Responsiveness to regional customer needs. | \* Duplication of resources across regions. Difficulty maintaining consistent organizational culture. Potential for regional rivalry. |
| **Process** | Groups jobs based on the steps in a process (e.g., order fulfillment, product development). | \* Efficiency and expertise in each process stage. Clear responsibility and accountability for each stage. | \* Difficulty coordinating between process stages. Narrow focus on individual stages, not overall goals. |
| **Customer** | Groups jobs by customer type or market segment. | \* Increased responsiveness to specific customer needs. Strong customer relationships. Specialized expertise in serving different customer groups. | \* Duplication of resources across customer groups. Difficulty maintaining consistent service levels. Potential for conflict between customer groups. |
| **Cross-functional** | Combines employees from different functional areas to work on projects. Not a stand-alone structure, but overlays others. | \* Improved communication and collaboration across functions. Enhanced problem-solving and creativity. Increased flexibility and responsiveness to change. | \* Dual reporting relationships can create confusion. Requires strong team leadership and interpersonal skills. Can be time-consuming and complex to manage. |

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| Structure | Description | Advantages | Disadvantages |
| Line | Authority originates at the top and moves downward in a line. All managers perform line functions, functions that contribute directly to company profits. | Clear chain of command, Quick decision making, Simple and efficient in small organizations. | Inflexible, Communication can be slow, Managers may be overloaded, Difficult to manage large or complex organizations. |
| Line and Staff | Line managers with staff functions to support and advise them. Staff functions contribute indirectly to profits. | Specialized expertise from staff, Improved decision making with staff input, Line managers can focus on core functions. | Conflict between line and staff, Staff may lack authority, Staff can be expensive. |
| Matrix | Employees from different departments come together temporarily to work on special project teams. | Fluid and flexible design that can respond to environmental changes. Faster decision making. | Complexity of assigning people to projects. Task and personality conflicts. |
| Team | Brings together people with different skills to meet a particular objective. Teams have authority to make decisions. | Employees are more involved and empowered. Reduced barriers among functional areas. | No clear chain of command. Pressure on teams to perform. |

Task 7. Critical Thinking Tasks:

1) Analysing Information: Why do businesses need organizational structures?

2) Drawing Conclusions: Why do some companies prefer to organize by teams?

3) Predicting Consequences: In a business with a line and staff structure, why might conflict arise between line managers and staff managers?

4) Reasoning your preferences: Write a one-page paper that describes whether you would recommend adopting a line, line and staff, matrix, or team structure.

Why do businesses need organizational structures? So everyone knows what to do, who's in charge, and how different parts of the company work together. It's like a recipe for the business.

Why do teams? Teams can be faster and more creative. Everyone gets to share ideas, and it's easier to adapt to changes.

Why conflict? Line managers want to make money. Staff managers give advice that might slow things down or cost more. They can get frustrated with each other.

My recommendation (one page - summarized): I'd recommend a team structure for most businesses today. Teams are good for solving problems quickly and keeping up with changes. It makes employees happier and more involved too. A flat structure with teams is best for communication and fast decision-making. While a line structure is okay for small, simple businesses, most will benefit from teamwork and flexibility. A matrix structure can be good for special projects, but can be confusing for everyday work. Line and staff can work, but there's a risk of conflict if communication isn't clear. So, teams with shared leadership are generally the best way to go.

Companies fail when they become complacent and imagine that they will always be successful.

**TITLE:** Jobs

**DIRECTOR:** Joshua Michael Stern

**GENRE:** Biographical Drama

**STAR RATING:** ★★★

**NAME AND DESCRIBE THE MAIN CHARACTERS:**

* **Steve Jobs:** The co-founder of Apple, portrayed as a driven, visionary, and often ruthless entrepreneur. He's demanding of perfection and can be both charismatic and alienating.
* **Steve Wozniak:** The technical genius behind Apple's early computers. He's portrayed as more down-to-earth and less business-savvy than Jobs, often clashing with him over the company's direction.
* **Mike Markkula:** An early investor in Apple who becomes a key mentor and advisor to Jobs, providing crucial business guidance.

**MOVIE SUMMARY:**

*Jobs* chronicles the life of Steve Jobs from his college dropout days to the introduction of the iMac in 1998. It focuses on his founding of Apple Computer, his struggles and triumphs within the company, and his complex relationships with colleagues and friends.

**TIME PERIOD:** 1970s - 1990s

**SETTING:** Primarily California (Los Altos, Cupertino).

**PLOT:** The movie follows the trajectory of Apple's rise, showcasing the creation of the Apple I, Apple II, Macintosh, and iMac. It explores Jobs's difficult personality, his expulsion from Apple, the founding of NeXT, and his eventual return to Apple.

**FAVOURITE AND MOST DISLIKED SCENE:**

* **Favourite:** The scene where the Apple II is unveiled, capturing the excitement and potential of the early days of personal computing.
* **Most Disliked:** Some might find the portrayal of Jobs' relationship with his daughter Lisa to be overly simplified or emotionally manipulative.

**MESSAGE OF THE MOVIE:**

The film explores themes of innovation, ambition, the price of genius, and the complexities of human relationships. It suggests that while brilliance can lead to great achievements, it can also come at a personal cost.