



Speaking

Debates on the Impact of Trade Agreements (pg.41)

Activities

- 1. Debate Preparation:** In pairs or small groups, prepare for a debate about trade agreements. Each group will be assigned one side of the debate by your teacher:

Group A: Trade agreements help companies grow by reducing tariffs and creating new markets.

Group B: Trade agreements can harm local businesses and cause economic problems for countries.

 - Use at least two relative clauses in your arguments. For example: "Companies that sign FTAs can grow faster". "Trade rules, which are important for fair business, help companies follow international standards".
 - Include vocabulary from this unit, such as **tariffs, WTO, export, international trade, and trade agreements**.
 - Make your arguments clear and concise, providing examples to support your viewpoint, like: "TechMundo is a company that benefits from trade agreements".
- 2. Role-Play Debate:**

Step 1: In pairs, each student takes a different role:

 - One student is a government official supporting trade agreements.
 - The other student is a local business owner who feels threatened by international competition.

Step 2: Prepare a short opening argument for your role (3-4 sentences).

Step 3: Present your arguments to your partner and then switch roles.

Step 4: After the debate, give each other feedback on: Clarity of your arguments and the use of key terms and vocabulary.

Rubric:

Criteria	Excellent (4)	Good (3)	Fair (2)	Needs Improvement (1)	Score
Content Knowledge	Clearly understands the topic and presents	Demonstrates good understanding	Shows basic understanding but lacks depth in arguments.	Minimal understanding of the topic; arguments are	



Answer Key

Criteria	Excellent (4)	Good (3)	Fair (2)	Needs Improvement (1)	Score
	insightful arguments.	with relevant arguments.		unclear or irrelevant.	
Use of Relative Clauses	Uses at least two relative clauses correctly and effectively enhances arguments.	Uses two relative clauses correctly but lacks variety.	Uses one relative clause correctly; more needed for clarity.	Fails to use relative clauses correctly or does not use them at all.	
Vocabulary Usage	Integrates vocabulary from the unit seamlessly into arguments.	Uses relevant vocabulary but lacks full integration.	Limited use of vocabulary; some terms are misused.	Minimal or no use of vocabulary from the unit; words used incorrectly.	
Clarity and Conciseness	Arguments are clear, concise, and logically structured.	Arguments are mostly clear and concise; minor issues.	Arguments lack clarity and conciseness; points are muddled.	Arguments are unclear and convoluted; difficult to follow.	
Examples and Evidence	Provides strong, relevant examples that effectively support arguments.	Offers examples, but they may be less relevant or weaker.	Examples provided are unclear or not well-connected to arguments.	Little to no evidence or examples provided; claims unsupported.	
Feedback and Peer Review	Provides detailed and constructive feedback that helps improve arguments.	Gives helpful feedback but may lack detail.	Feedback is vague or not particularly useful.	Minimal feedback given; lacks insight or relevance.	

Total Score: ____ / 24

Comments:

- Strengths.
- Areas for Improvement.

Scoring Guidelines:



Answer Key

- 18-24: Excellent performance with a strong understanding and application of concepts.
- 12-17: Good performance; demonstrates understanding with some areas needing improvement.
- 6-11: Fair performance; shows basic understanding but lacks depth and clarity.
- 0-5: Needs significant improvement; lacks understanding and clarity in arguments.

This rubric provides a framework for assessing both the content and language aspects of the students' debates and role-plays.

Vocabulary 2

A Closer Look into International Trade (pg.42)

Activities

1.

PHOTOCOPIABLE BINGO CARD

WORD 1	WORD 2	WORD3
	BINGO: VOCABULARY CHALLENGE	
WORD 4		WORD 5
WORD 6	WORD 7	WORD 8



Writing 2

Developing Trade Contracts (pg.45)

Activities

1. Review Your Trade Agreement: In pairs, look back at the trade agreement you created in the Writing 1 page of Unit 3 and identify key sections: Buyer's Name, Seller's Name, Item Description, Price, and Date of Agreement. Student A and student B now represent different companies. Discuss with your partner the importance of each section for your respective companies.
2. Develop Your Trade Contract:
 - Company Information: Introduce your companies, including names, addresses, and contact details. Explain why this information is important for accountability.
 - Item and Terms of Trade: Describe the item or service being traded in detail, including specifications and warranties.
 - Include payment terms (amount, methods, and schedule) and discuss their importance for preventing disputes.
 - Delivery and Acceptance: Specify delivery method, dates and acceptance conditions (e.g., inspection periods). Highlight why these details matter for satisfaction.
 - Penalties and Confidentiality: Outline penalties for non-compliance and add a confidentiality clause. Discuss why trust and dispute resolution are important.
 - Prepare Your Trade Contract: Write a detailed trade contract, ensuring professional language and clarity.
 - Create a Visual Summary: Use pen, paper, and colors or digital tools like Canva or Google Slides to create a visual summary of your contract. Highlight key sections and unique terms.
3. Discussion. In small groups, discuss why a well-structured trade contract is important for businesses. What risks arise from a lack of detail?
4. Present Your Trade Contract to the class, focusing on key elements and how they **protect both companies. Use your visual to enhance your presentation.**

Rubric:



Answer Key

Criteria	Excellent (4 points)	Good (3 points)	Satisfactory (2 points)	Needs Improvement (1 point)
Content	Thoroughly addresses all required sections of the trade contract with detailed descriptions and examples.	Addresses most required sections with clear descriptions.	Addresses some sections but lacks detail or clarity in descriptions.	Missing key sections or unclear content.
Organization	Information is logically organized with clear headings and easy-to-follow structure.	Mostly organized; some sections may be unclear but overall structure is recognizable.	Some organization present, but difficult to follow; lacks clear headings.	Lacks organization; difficult to understand flow of information.
Clarity	Professional language used throughout; ideas are expressed clearly and concisely.	Mostly clear language: some sentences may be awkward but overall understanding is good.	Ideas are somewhat unclear; frequent awkward phrases or grammar errors hinder understanding.	Language is unclear or inappropriate; many grammatical errors that affect meaning.
Visual Summary	Visual summary is creative, well-designed, and effectively highlights key sections of the contract.	Visual summary is clear and includes most key elements but lacks some creativity.	Visual summary includes few key elements; lacks clarity or design.	No visual summary or it does not relate to the contract content.
Presentation	Engaging presentation: clearly explains key elements with confidence and effectively uses visual aids.	Good presentation: explains key elements but may lack confidence or clarity in delivery.	Presentation is unclear; some key elements are not explained well, and visual aids are underutilized.	Presentation is disorganized or unclear; fails to convey key elements.
Discussion Participation	Actively contributes to group discussions, offering	Participates in discussions, offering relevant feedback but may lack depth.	Some participation, but feedback lacks relevance or depth.	Minimal to no participation in discussions.



Answer Key

Criteria	Excellent (4 points)	Good (3 points)	Satisfactory (2 points)	Needs Improvement (1 point)
	insightful feedback on other contracts.			

Scoring Guide:

- Total Points: ____ / 24
- Grading Scale:
 - Excellent: 20-24 points
 - Good: 15-19 points
 - Satisfactory: 10-14 points
 - Needs Improvement: 0-9 points

Professional challenge

Trade Contracts Review

Sample answers:

Group Evaluation Summary.

Pair A's Contract:

- Strengths:
 - The contract includes detailed company information, such as names, addresses, and contact details. This is important for accountability and clearly identifies both parties.
 - The payment terms are clearly stated, with the amount, method (bank transfer), and schedule (payment upon delivery) specified. This helps prevent disputes over payment.
 - The delivery and acceptance section is well-structured, mentioning the delivery date and conditions for accepting the goods, including a five-day inspection period.
- Weaknesses:
 - The contract lacks clarity in the penalties section. It only mentions that penalties apply for late deliveries but doesn't specify the penalty amount or consequences.



Answer Key

- The confidentiality clause could be more detailed. It states that both companies must maintain confidentiality but does not explain the consequences if this is breached.

Feedback:

- We agree with the clear payment terms and delivery conditions, as they help ensure a smooth transaction. However, we suggest adding specific penalty amounts for late deliveries and a more defined confidentiality clause to protect both companies.

Pair B's Contract:

- Strengths:
 - The item description is very specific, detailing the product specifications and warranty terms. This helps avoid misunderstandings about the trade.
 - The confidentiality clause is well-written, stating that any shared information is to be kept private, with clear consequences for breaches.
- Weaknesses:
 - The delivery terms could be clearer. While the date is mentioned, the contract does not specify the method of delivery (e.g., courier, postal service).
 - The penalties section is vague, with no mention of what happens in case of non-compliance.

Feedback:

- We agree that a clear item description is critical to avoiding disputes. However, adding more detail to the delivery method and specific penalties for non-compliance would strengthen the contract.

Presentation of Findings:

- Both contracts are well-structured and include essential terms that protect the companies involved. However, to ensure full protection, more specific details on penalties and confidentiality are needed. This will help avoid future conflicts and ensure smoother transactions.

This exercise has helped us critically evaluate trade contracts, improving our understanding of what makes them comprehensive and fair for both parties.



Professional Challenge

Create a Partnership Strategy for Sustainable Development Goals (pg. 47)

Rubric for evaluation:

Criteria	Excellent (4)	Good (3)	Satisfactory (2)	Needs Improvement (1)
Executive Summary	Clear, concise, and fully aligns with SDG 17.	Clear and aligns with SDG 17 but lacks some detail.	Provides a summary but with limited alignment to SDG 17.	Incomplete or lacks alignment with SDG 17.
Assessment of Practices	Thoroughly identifies strengths, weaknesses, and challenges in current partnerships.	Identifies strengths and weaknesses but lacks some detail.	Some assessment but lacks depth or misses key areas.	Incomplete or lacks clear assessment.
Improvement Goals	Clear, measurable goals directly aligned with SDG 17.	Goals are clear but may lack precise measurement.	Goals are vague or only partially aligned with SDG 17.	Lacks clear or measurable goals.
Strategy Development	Strategies are actionable, well-reasoned, and partnership-focused.	Strategies are mostly actionable but may need refinement.	Some strategies are vague or lack direct actionability.	Strategies are unclear or not actionable.
Implementation Plan	Timeline is clear, detailed, and resources are well allocated.	Timeline is clear but may lack some detail.	Timeline and resource allocation are incomplete.	Lacks a clear timeline or resource allocation.
Measurement & Evaluation	KPIs are well-defined, and an ongoing review process is planned.	KPIs are defined but ongoing	KPIs are vague and review process is	Lacks clear KPIs or a plan for ongoing review.



Answer Key

Criteria	Excellent (4)	Good (3)	Satisfactory (2)	Needs Improvement (1)
		review needs more detail.	not well outlined.	
Presentation Quality	Report and presentation are well-organized, professional, and engaging.	Report and presentation are clear but may need refinement.	Presentation is somewhat clear but lacks engagement.	Presentation is unclear or poorly organized.