

Lesson Outline: (Thursday, 17 August 2023) Lichtenberger

I. Warm-up (approx. 10 minutes)

- **Lesson start:** General native English content (video/text/audio)
"The benefits of warm-ups definitely outweigh the predicted (anticipated, involved, associated) drawbacks and this stage should not be neglected in adult classroom."

Tuliakova, N. A., Kuznetsova, E. O., & Meniailo, V. V. (2020). Warm-Up Activities In Teaching Foreign Languages At University: Expectations And Reality. In V. I. Karasik (Ed.).

- **Icebreaker Activity:**

Review Q/A of general English content from assigned homework viewing (*Have Gun Will Travel*, CBS 1957)

"Video permits second language learners to witness the dynamics of interaction as they observe native speakers in authentic settings speaking and using different accents, registers, and paralinguistic cues (e.g., posture, gestures)."

"Secules, Teresa, et al. "The Effect of Video Context on Foreign Language Learning." *The Modern Language Journal*, vol. 76, no. 4, 1992, pp. 480–90.

II. Vocabulary and Phrases (20 minutes)

- **Packaging Industry Terms:** Review wordlist of 100 common English collocations related to sales calls sent last week via E-Mail as well as specific terminology related to Lichtenberger.

III. Telephone Script (30 minutes): Work through sample telephone script (cold call)

<http://www.chapmantranslation.com/script1.html>

IV. Role-play Activities (20 minutes)

- Role play the cold call script.

VI. Cool-off Phase (10 minutes)

- **Closure:** Sum up the key takeaways from the lesson

Evaluation:

- **Ongoing assessment through observation of role-play activities.**