



**Start-up opportunity:  
find your investor**  
***Oksana Hera***

This activity gives learners a chance to practise their English communication skills in a business environment to find investors for their start-ups.

*Oksana Hera is a CELTA-qualified trainer from Lviv (Ukraine) who holds an MA in Linguistics and specialises in teaching English to adults (general, business and ESP).*



**Pepping up your business English  
classes with online reading activities**  
***Sanja Radmilo Derado***

I will present highly creative online reading activities aimed at supplementing or replacing reading passages in business English coursebooks. The activities aim at engaging reluctant readers in teamwork in class while allowing students to make use of simple tech tools.

*Sanja Radmilo Derado is a senior lecturer in business English at the Faculty of Economics in Split, Croatia. She has 20 years of experience in ELT including teacher training, materials development, and course design.*



**Technology in the  
business English class**  
***Evelina Miščin***

This presentation will show the use of various technological tools in the classroom from mobile phones and iPads to various platforms like Edmodo primarily for improving business English vocabulary.

*Evelina Miščin is a teacher of business and medical English at the University of Applied Sciences and School of Medicine in Zagreb, Croatia and an author of textbooks and dictionaries.*



**Activities to help learners  
improve their intercultural  
communication**  
***Adrian Pilbeam***

In this interactive presentation, I will describe and demonstrate cultural communication activities that trainers will be able to use and adapt to their own teaching situations.

*Adrian Pilbeam is the founder of LTS Training and Consulting in Bath, UK. He has many years' experience of business English and intercultural training and is the author of 'Working Across Cultures' (Pearson 2010).*



**Teaching learners how to write  
successful job applications through e-  
tandem learning**  
***Aleksandra Sudhershan***

The purpose of this session is to show how e-tandem learning can help to overcome the difficulty of writing successful job applications. It reports on the outcomes of two such exchanges and suggests practical ways of implementing the concept.

*Prof. (FH) Dr. Aleksandra Sudhershan is a Lecturer in English and English Coordinator at the Fachhochschule Kufstein Tirol, Austria.*



**Quick and instant ways to  
develop networking skills**  
***John Hughes***

Try out three speaking activities for improving student fluency and developing the confidence and skills required for effective networking. All three are student-focused, require little or no preparation, and are fun to do.

*John Hughes has been involved in business English for over 20 years. He has run business English departments in different parts of Europe, trained teachers, and written course books and resources for business English teachers.*