

Finance – Language Function Plan

Unit Key Point	Language Functions	Themes/Situations
Unit 1 KP 1	Describing banking services, Discussing bank-account transactions, Discussing banking requirements	Bank accounts
KP 2	Describing borrowing requirements, Describing aspects of loans, Understanding terms and conditions of loan agreements	Loans
KP 3	Describing types of investment, Discussing requirements with regard to liquidity and risk, Discussing investment performance	Personal wealth
Unit 2 KP 4	Analyzing balance sheets, Discussing a company's financial position	Assets and liabilities
KP 5	Discussing options for raising finance, Discussing creditworthiness, Analyzing bonds, Discussing debt-collateral requirements	Corporate debt
KP 6	Expressing views on share valuations, Discussing share issues and IPO'S, Discussing company ownership and control	Equity
Unit 3 KP 7	Discussing spending plans, Comparing budgeted and actual expenditure, Discussing cash-flow issues	Financial control
KP 8	Discussing the commercial viability of ventures, Discussing investment appraisal calculations	Investment appraisal
KP 9	Discussing cash-flow problems, Discussing problems with debtors and creditors, Talking about insolvency issues	Financial problems
Unit 4 KP 10	Understanding and discussing income statements, Discussing tax issues	External reporting
KP 11	Discussing trends and ratios, Discussing breakdowns and components, Discussing cost and profit attribution	Internal reporting
KP 12	Analyzing and discussing company-performance indicators, Discussing market and business-model characteristics	Business analysis

Unit 5 KP 13	Talking about the economic cycle, Referring to key economic indicators, Discussing economic risks	Economic indicators
KP 14	Discussing reasons behind business strategies, Talking about cost control, Talking about mergers and acquisitions	Business behavior
KP 15	Discussing the mood of financial markets, Talking about expectations, Comparing results with expectations	Market sentiment
Unit 6 KP 16	Describing stock-market fluctuations, Charting historic performance, Discussing aspects of technical analysis	Fluctuations
KP 17	Discussing the interrelationship between events and price movements, Discussing investor behavior in relation to the economic cycle	Cause and effect
KP 18	Discussing the likelihood of future scenarios, Describing functional aspects of financial derivatives	Forecasting