

Desirable features

High-quality performance is evidenced by:

- in-depth understanding of economic principles underpinning the need to trade, the processes involved in trading between nations, and the recognition of opportunities for trade with a particular country.
- expression in a language other than English, that uses some complex structures and vocabulary with few systemic linguistic errors and that is organised according to socioculturally appropriate conventions.
- promotional texts that are factually accurate, persuasive and sensitive to cross-cultural differences.

Acceptable performance (successful task completion) is evidenced by:

- selection of a product that is marketable and appropriate for the culture of the country chosen as the export target.
- promotional texts of the persuasive genre in English that use well-rehearsed meaningful phrases or short sentences in a language other than English to describe the product and its benefits.

YEARS 7-9

TASK

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8

International Trade

New Basics referents

Life pathways and social futures

- Learning about and preparing for worlds of work
- Developing initiative and enterprise

Multiliteracies and communications media

- Communicating using languages and intercultural understandings
- Mastering literacy and numeracy

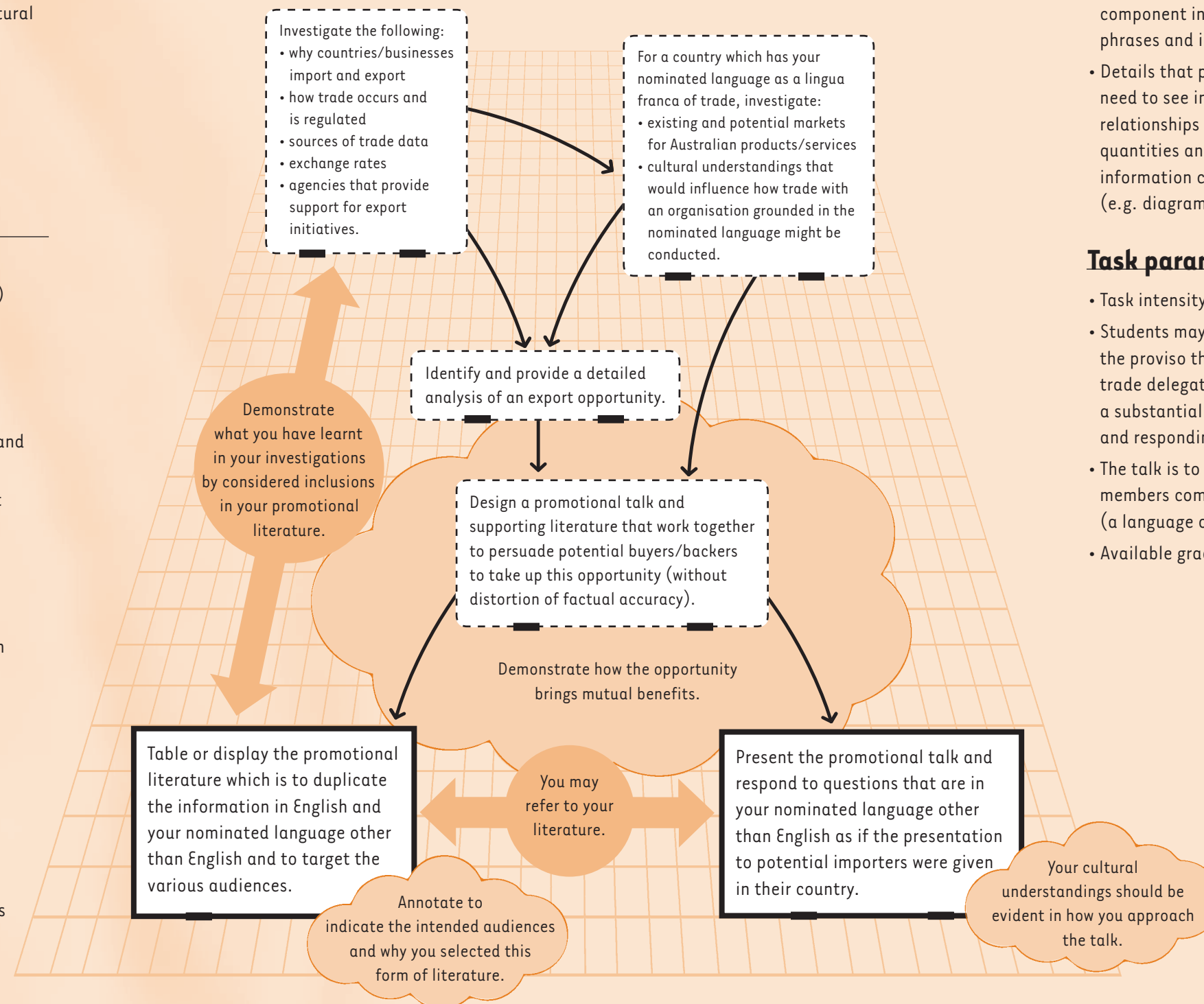
Active citizenship

- Interacting within ... global communities
- Understanding ... global economic forces

Targeted repertoires of practice

- Adopting some 'loan' words that are used universally (e.g. laissez faire, angst, karaoke)
- Applying intercultural understandings
- Applying the techniques and procedures of financial mathematics to business and trade (including exchange rates)
- Knowing and using the discourse of business and trade
- Persuading orally and through writing without distortion of factual accuracy
- Reading and interpreting economic data
- Responding to questions face-to-face and spontaneously
- Speaking and writing in a language other than English
- Understanding advertising psychology
- Understanding diplomatic conventions
- Understanding State and Commonwealth responsibilities in areas that are affected by international issues
- Understanding the 'economic problem' as it relates to trade
- Utilising another language to discuss business
- Utilising another language to persuade

Based on knowledge of the way in which international trade occurs and is reported as well as knowledge of the needs and wants of another culture, students will identify and provide a detailed analysis of an export opportunity. They will take advantage of their skills in a language other than English to present a talk and supporting literature to promote this export opportunity to different buyers and backers.



Ideas, hints and comments

- Students who are unable to present the whole of their contribution to the talk in the nominated language other than English might find other ways of demonstrating acquisition of some expressive skills in another language (e.g. by presenting one component in the other language, for instance, phrases and idiomatic expressions).
- Details that prospective buyers/backers might need to see in the promotional literature include: relationships to government policy and regulations; quantities and costings; and market analyses. This information could be collated in succinct forms (e.g. diagrams, graphs).

Task parameters

- Task intensity: medium
- Students may work individually or in groups, with the proviso that groups must take on the role of trade delegations and all individuals must make a substantial contribution to the promotional talk and responding to questions.
- The talk is to be presented to an audience whose members comprehend the nominated language (a language other than English).
- Available grades: 5