



English

Dr A.F.R DIB

I. English Level Assessment

Test your English level

<https://www.efset.org/quick-check/>



Introduction

Introduction

قناة محمد أمين بن قداش لتعليم اللغة
الانجليزية مجاناً

[https://www.youtube.com/
watch?v=yNHu18Bma0o](https://www.youtube.com/watch?v=yNHu18Bma0o)



Introduction

- **Tips for Creating an Effective "Introduce Yourself" Presentation :**
 - **Start with a Friendly Greeting:** Begin by warmly welcoming your audience to establish rapport.
 - **State Your Name Clearly:** Ensure that your audience knows who you are by stating your full name.
 - **Mention Your Course, Year, and Institution:** Provide context about your academic background to help your audience understand your perspective.
 - **Keep It Concise:** Aim to keep your introduction brief to maintain your audience's attention

Homework 01

Slide 1: Title Slide

- Title: Introducing Myself
- Subtitle: A Brief Introduction
 - Your Name
 - University Name & Program
 - (A professional yet friendly design with your photo or a relevant visual)

Slide 2: Greeting & Purpose

- Title: Hello & Welcome!
- Content:
 - "Hi everyone! My name is [Your Name], and I'm excited to introduce myself to you today."
 - "As a new university student, I'd love to share a little about who I am, my background, and my aspirations."
 - "Hopefully, this helps us get to know each other better!"

Homework 01

Slide 3: Basic Information

- Title: Who Am I?
- Content:
 - Name: [Your Full Name]
 - Age: [Your Age] (optional)
 - Hometown: [City/Country]
 - Program of Study: [Your Major]
 - Why I Chose This Major:
 - "I've always been interested in [subject], and I believe this program will help me achieve my goals."

Slide 4: Educational Background

- Title: My Academic Journey
- Content:
 - "Before joining university, I studied at [Previous School Name]."
 - "My favorite subjects were [Subjects]."
 - "I developed a passion for [Field of Interest], which led me to choose my current major."

Homework 01

Slide 5: Hobbies & Interests

- Title: What I Love to Do
- Content:
 - "Outside of studies, I enjoy:"
 - Reading – Favorite books: [Book Titles]
 - Music – Favorite genre: [Genre]
 - Sports – Favorite sport: [Sport]
 - Traveling – "I love exploring new places and learning about different cultures!"
 - "These hobbies help me relax and stay motivated."

Slide 6: Goals & Aspirations

- Title: Looking Ahead
- Content:
 - "My short-term goal is to [Academic/Personal Goal, e.g., excel in studies, improve communication skills]."
 - "In the long run, I hope to [Career Goal, e.g., become a researcher, entrepreneur, engineer]."
 - "I also want to get involved in extracurricular activities and make the most of my university experience!"

Homework 01

Slide 7: Fun Fact About Me

- Title: Did You Know?
- Content:
 - "A fun fact about me is [Interesting Fact, e.g., 'I can speak 3 languages', 'I have a black belt in karate', 'I love skydiving']!"
 - "This always surprises people, and I love sharing it!"

Slide 8: Closing & Interaction

- Title: Let's Connect!
- Content:
 - "That's a little about me! I'm excited to meet all of you and learn about your journeys too."
 - "Feel free to ask me anything or connect with me on [Social Media/Email]!"
 - "Looking forward to a great time together at university!"

Homework 01

Slide 9: Thank You!

- Title: Thank You!
- Content:
 - "Thanks for your time! Wishing everyone a fantastic start to university life!"

Introduce yourself

Learn How to Introduce Yourself
in English

[https://www.youtube.com/
watch?v=s4D0luP2bbc](https://www.youtube.com/watch?v=s4D0luP2bbc)



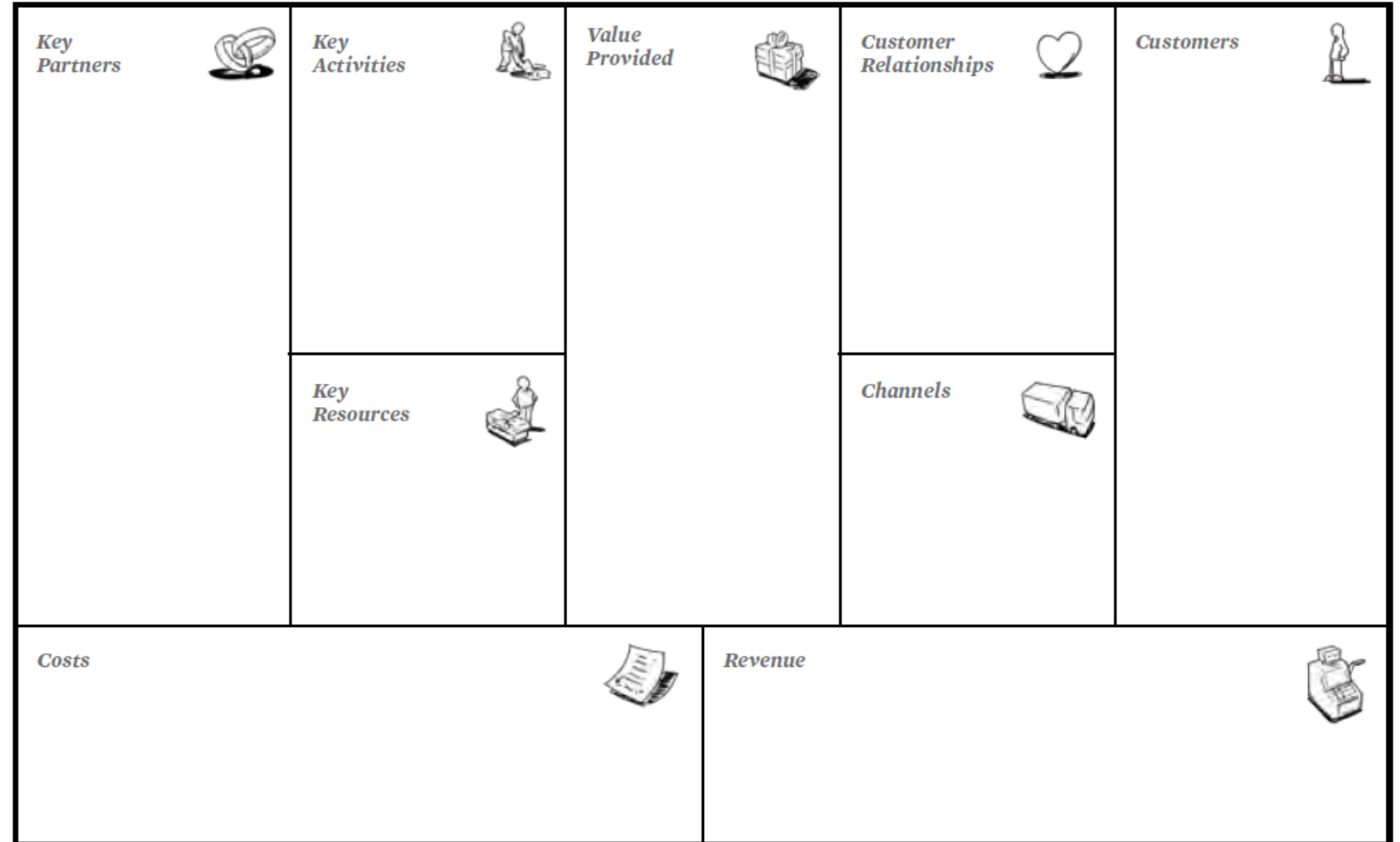
Homework 02



Business Model **YOU** !

Homework 02

BMC

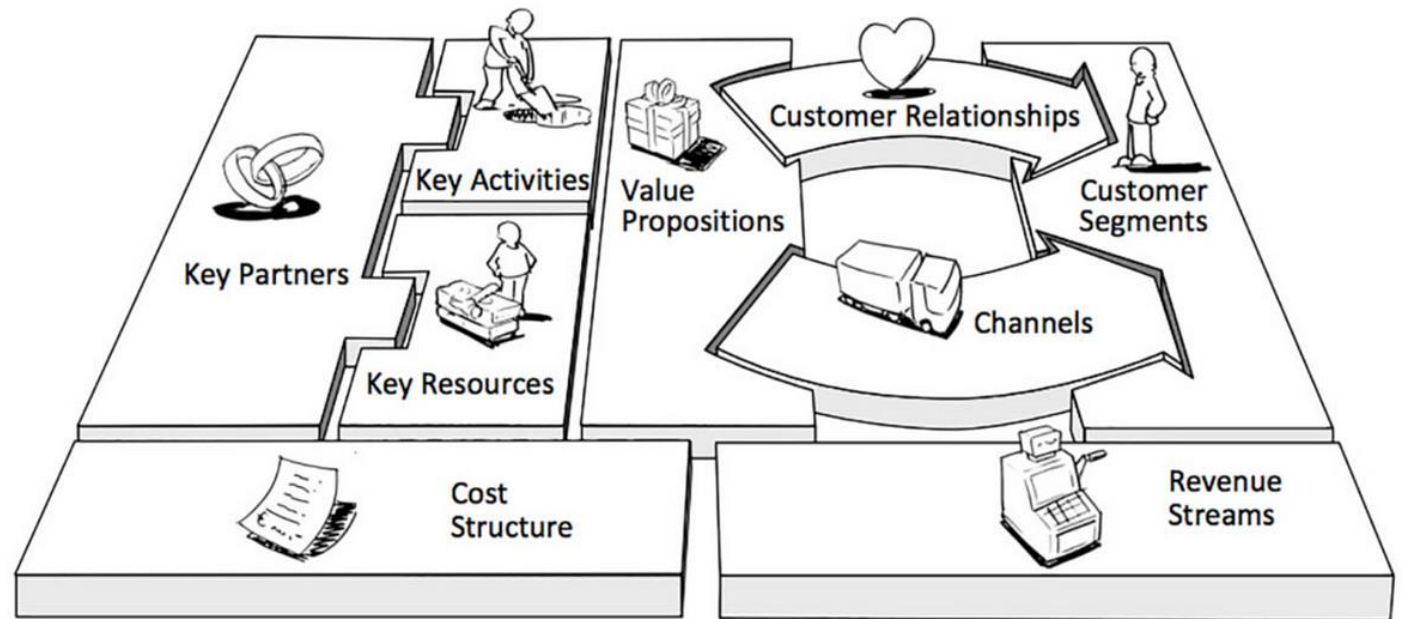


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“A business model describes the rationale of how an organization **creates, delivers, and captures** value”

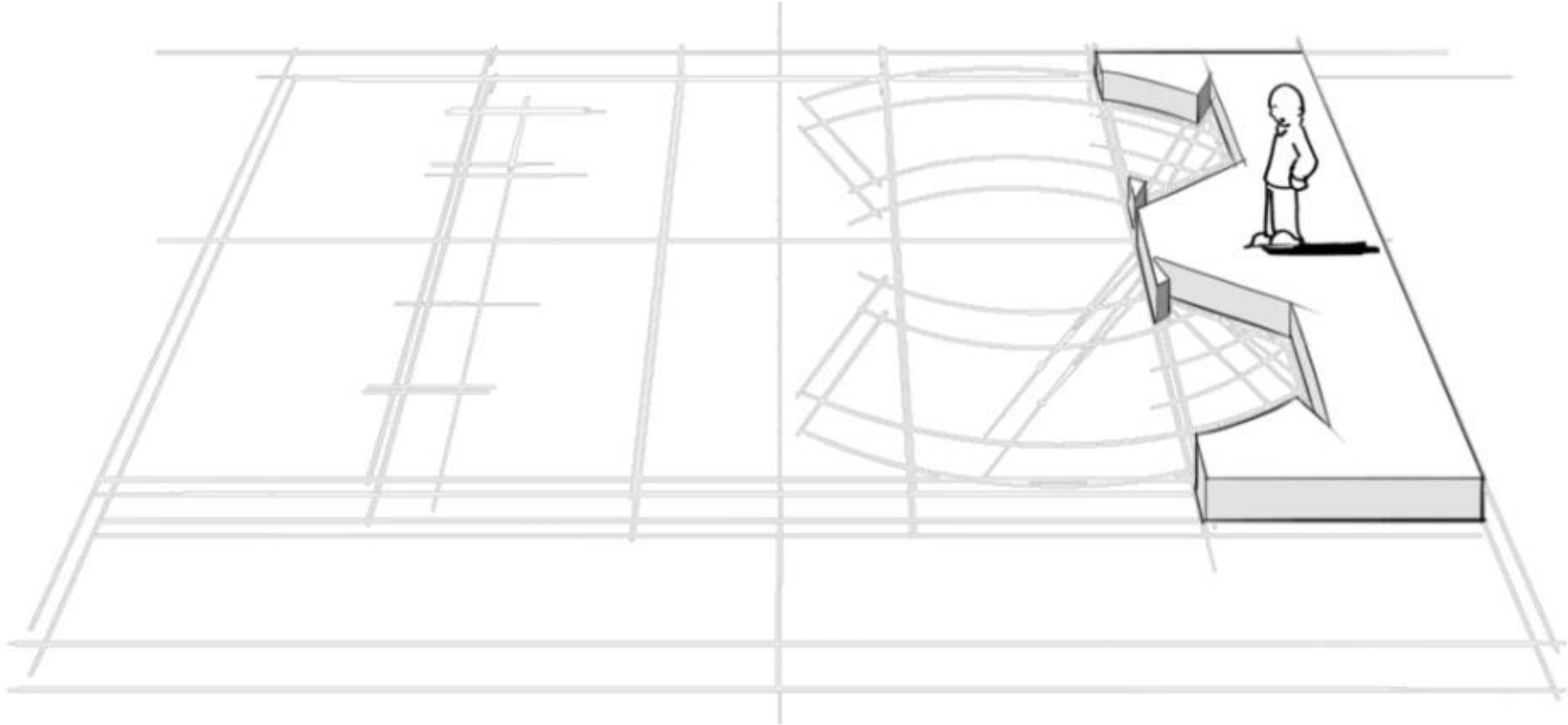
Business Model Canvas :

A 09 basic building blocks to create & analyze business models, covering the main areas of a business: **customers, offer, infrastructure** and **financial viability**



Homework 02

1 Customer Segments

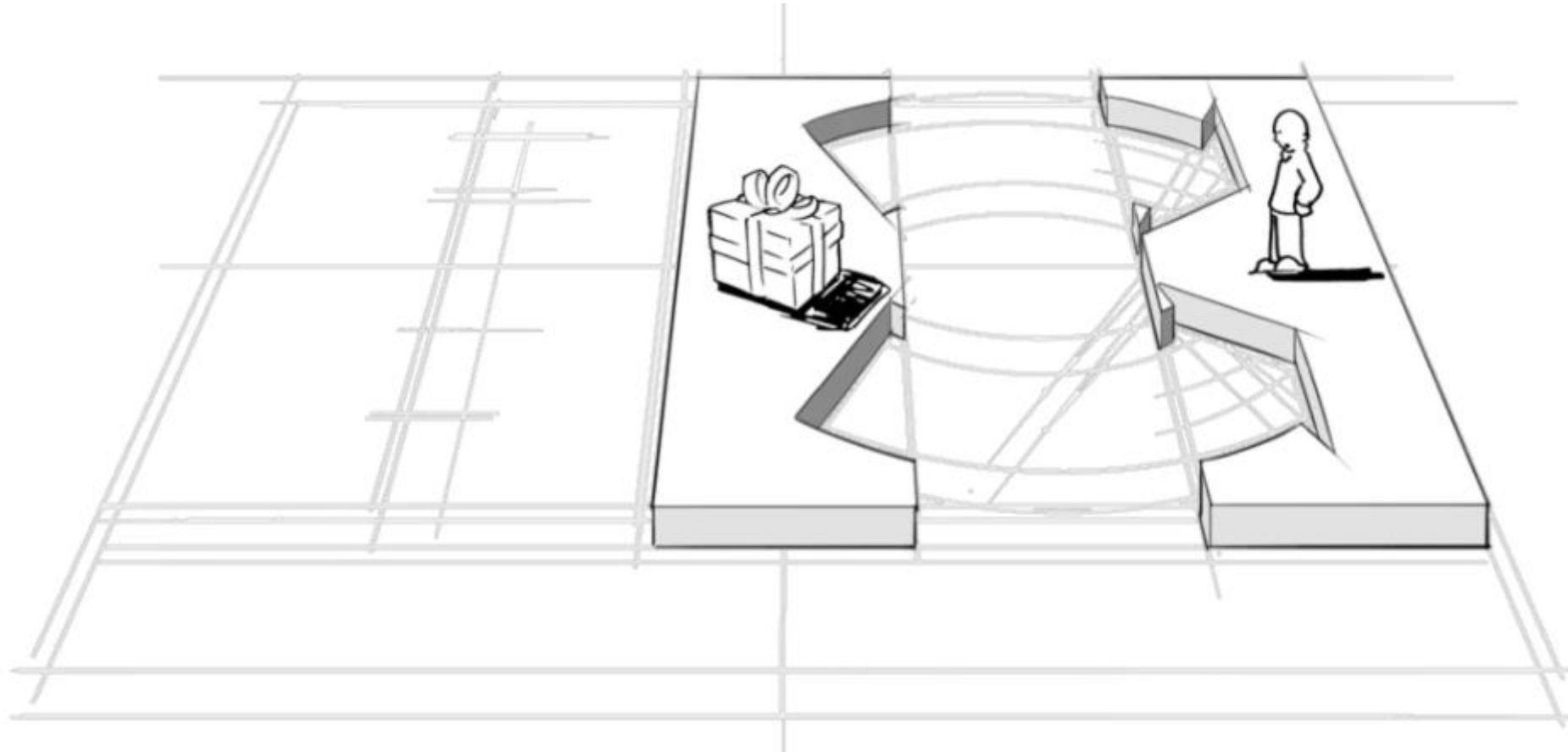


Which customers and users are you serving?

Wich jobs do they really want to get done

Homework 02

2 Value Propositions

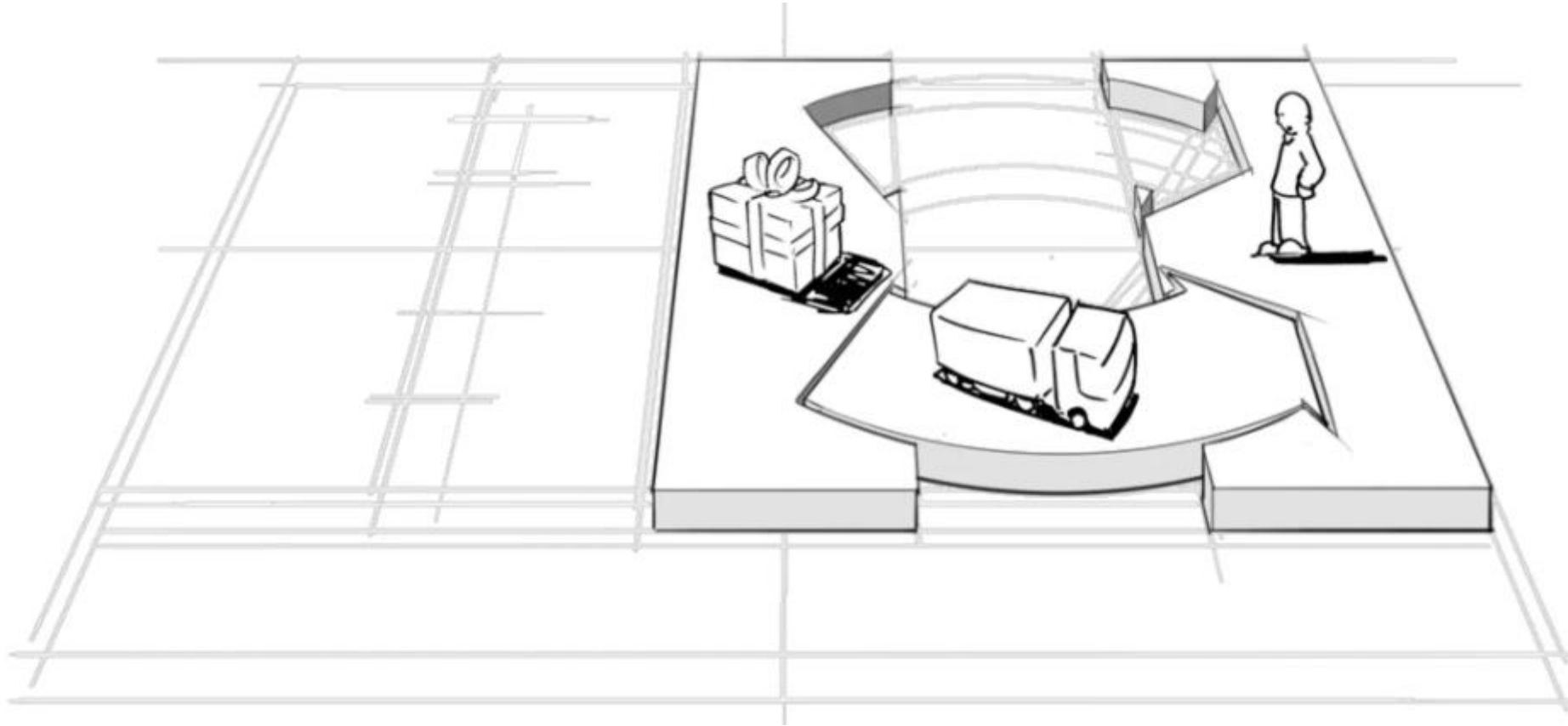


What are you offering them ?

What is that getting done for them ? Do they care ?

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3 Channels

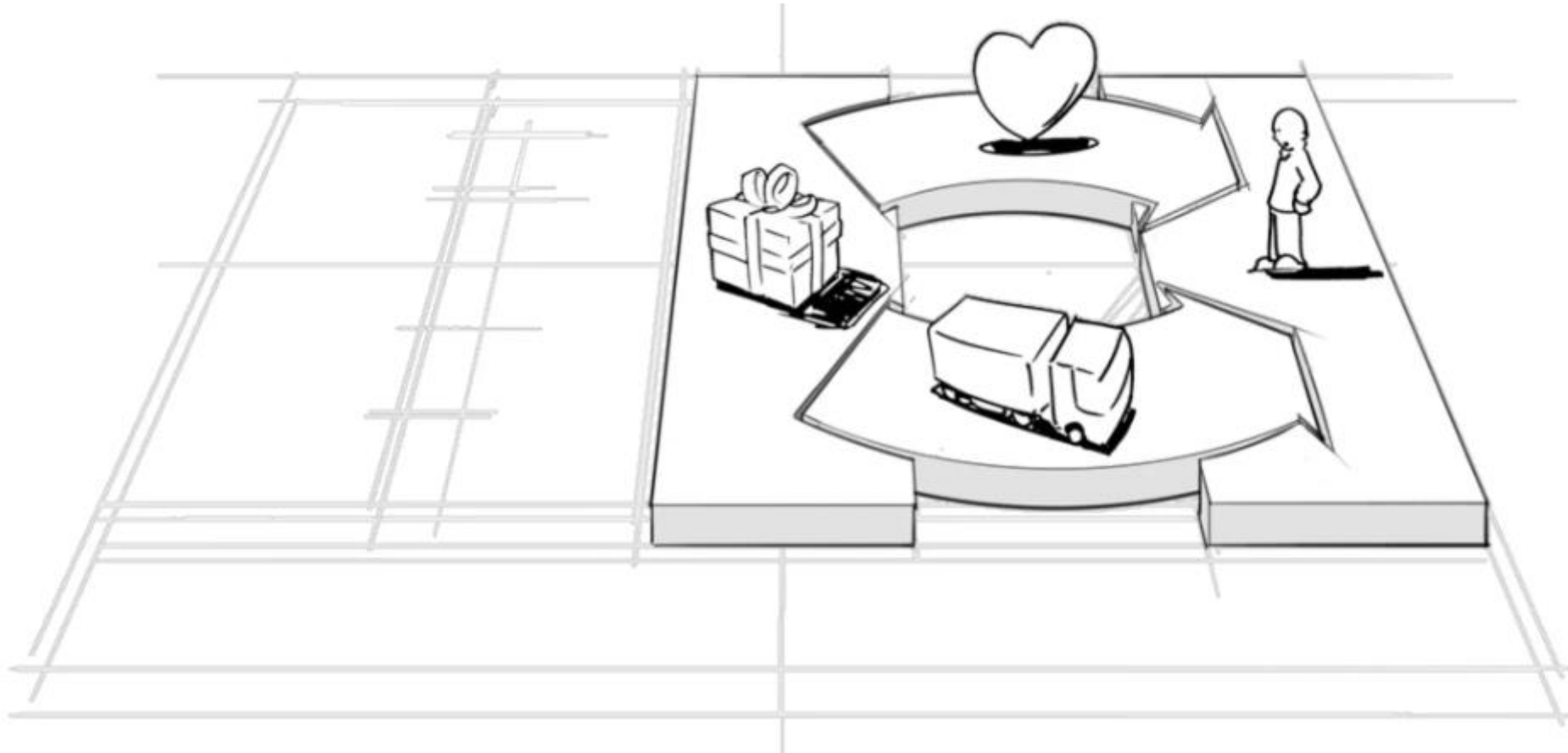


How does each customer segment want to be reached?

Through which interaction point will you deliver your value propositions ?

Homework 02

4 Customer Relationship

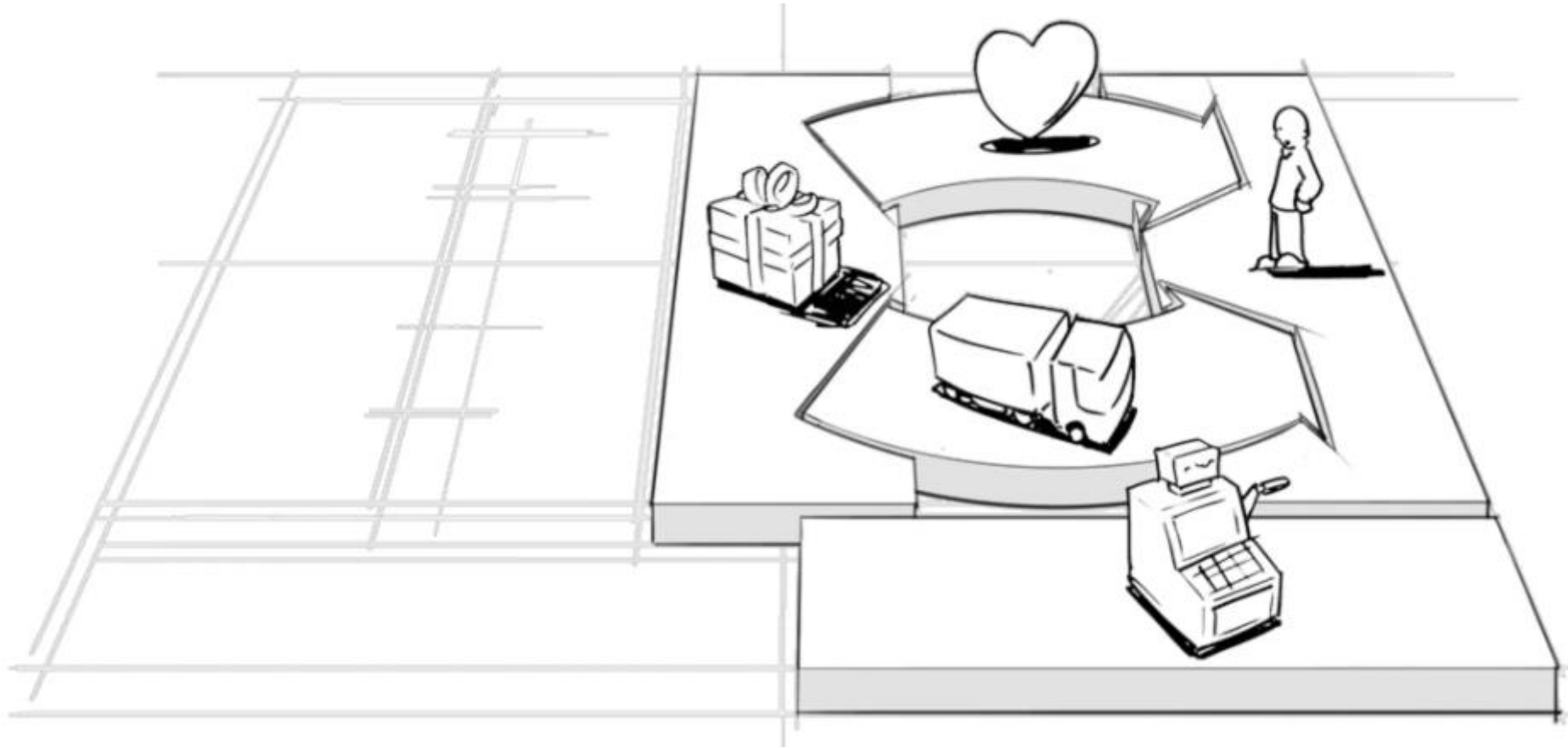


What relationships are you establishing with each segment?

Personal ? Automated ? Acquisitive ? Retentive ?

Homework 02

5 Revenue Streams

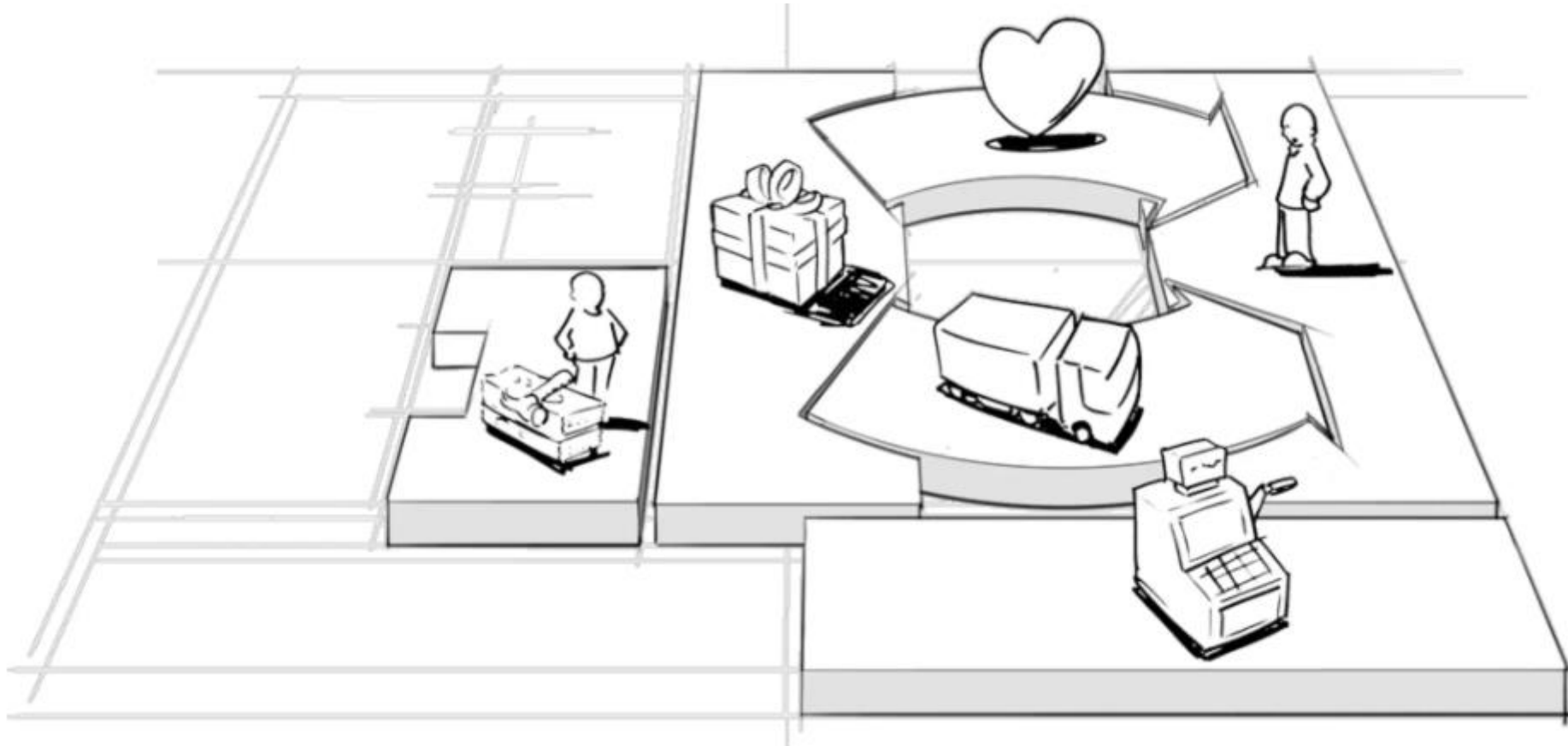


What are customers really willing to pay for? how?

Are you generating transactional or recurring revenues

Homework 02

6 Key Resources

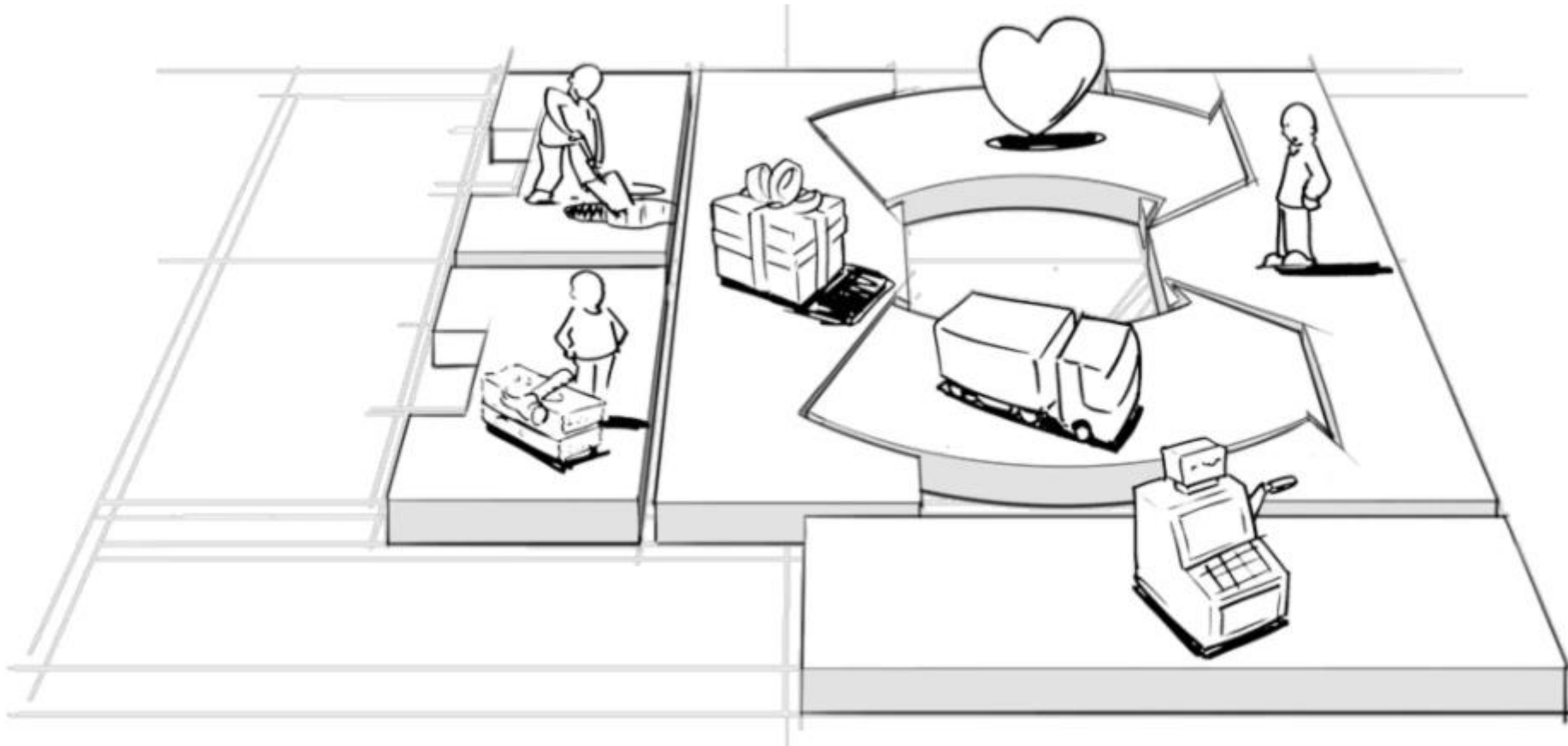


Which resources underpin your business model?

Which assets are essential

Homework 02

7 Key Activities

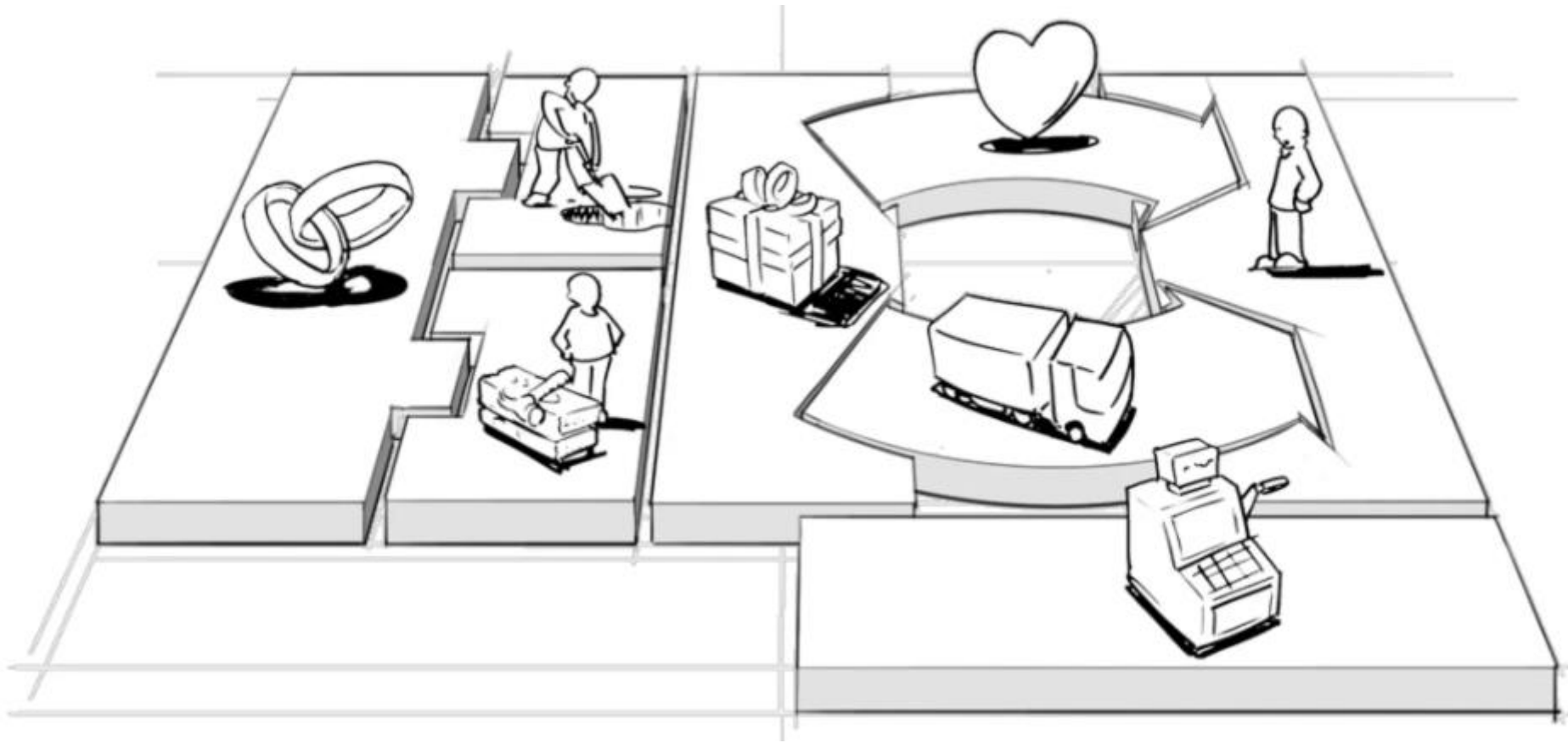


Which activities do you need to perform well in your business model?

What is crucial ?

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8 Key Partners



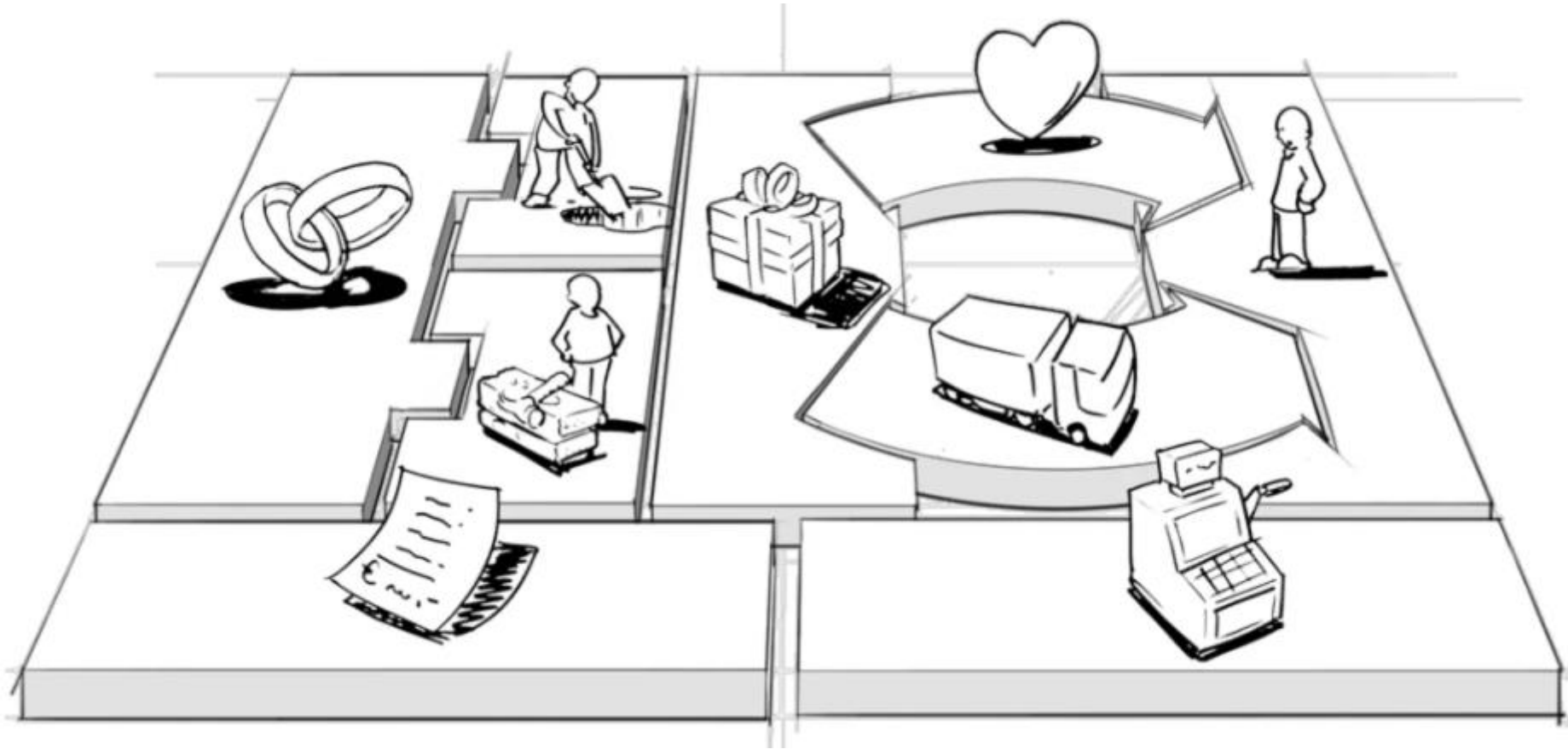
Which partners and suppliers leverage your model?

Who do you need to rely on ?

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9

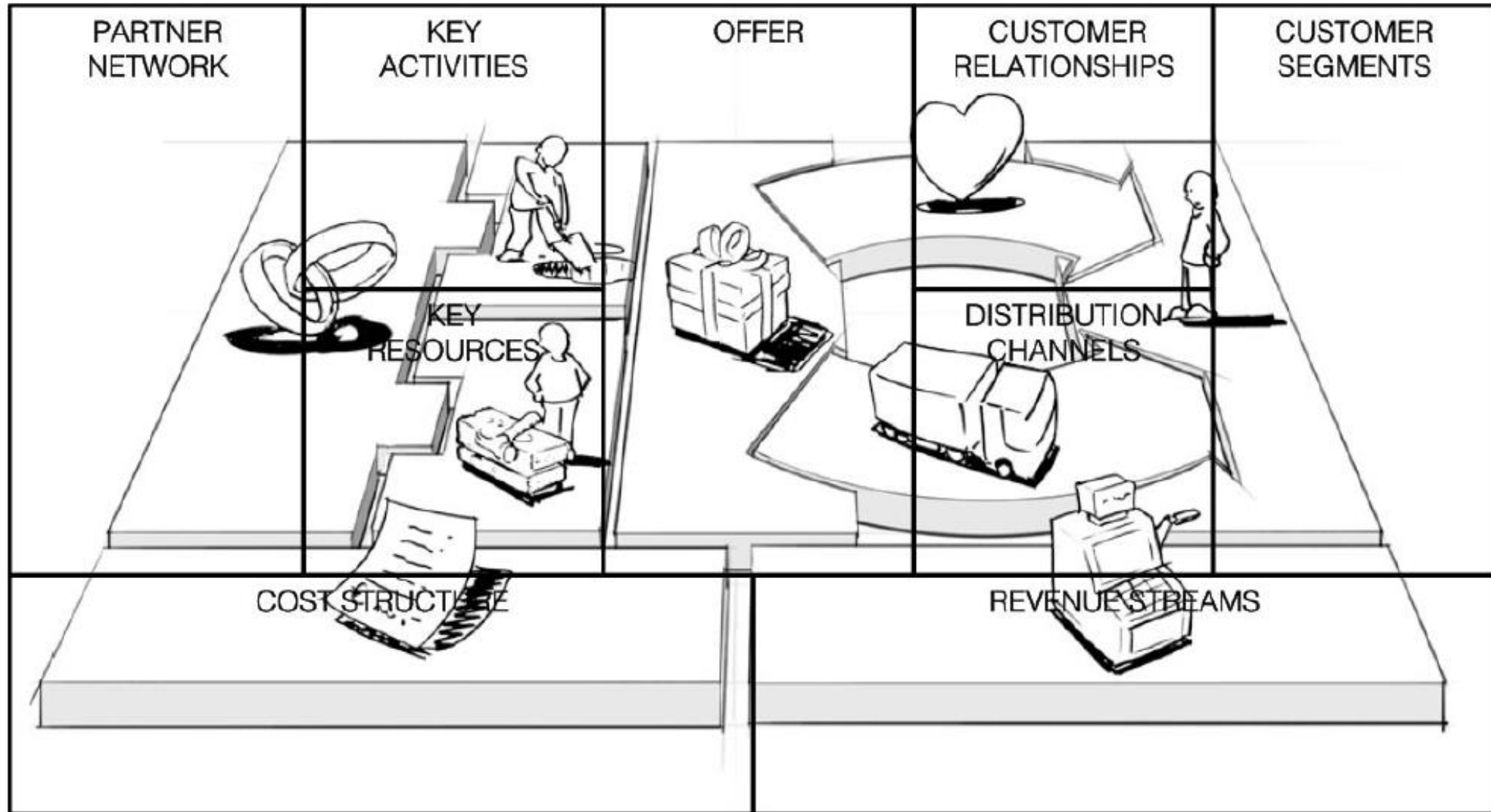
Cost Structure












What is the resulting cost structure?

Which key element drive your costs ?

Homework 02



Homework 02

<i>Key Partners</i> 	<i>Key Activities</i> 	<i>Value Proposition</i> 	<i>Customer Relationships</i> 	<i>Customer Segments</i> 
	<i>Key Resources</i> 		<i>Channels</i> 	
<i>Cost Structure</i> 			<i>Revenue Streams</i> 	

Homework 02









- FoodBeeper ordering platform (Mobile App & Web)
- Order food online from around 800 restaurants in Algeria and Senegal.
- Special offers
- 100% Free Service



Homework 02




BMC

<i>Key Partners</i> 	<i>Key Activities</i> 	<i>Value Proposition</i> 	<i>Customer Relationships</i> 	<i>Customer Segments</i> 
	<i>Key Resources</i> 		<i>Channels</i> 	
<i>Cost Structure</i> 			<i>Revenue Streams</i> 	

Homework 02



BMC

<p>Key Partners</p> 	<p>Key Activities</p> 	<p>Value Proposition</p> 	<p>Customer Relationships</p> 	<p>Customer Segments</p>  <div data-bbox="2155 462 2440 622">Food buyers</div>
	<p>Key Resources</p> 		<p>Channels</p> 	
<p>Cost Structure</p> 			<p>Revenue Streams</p> 	

Homework 02



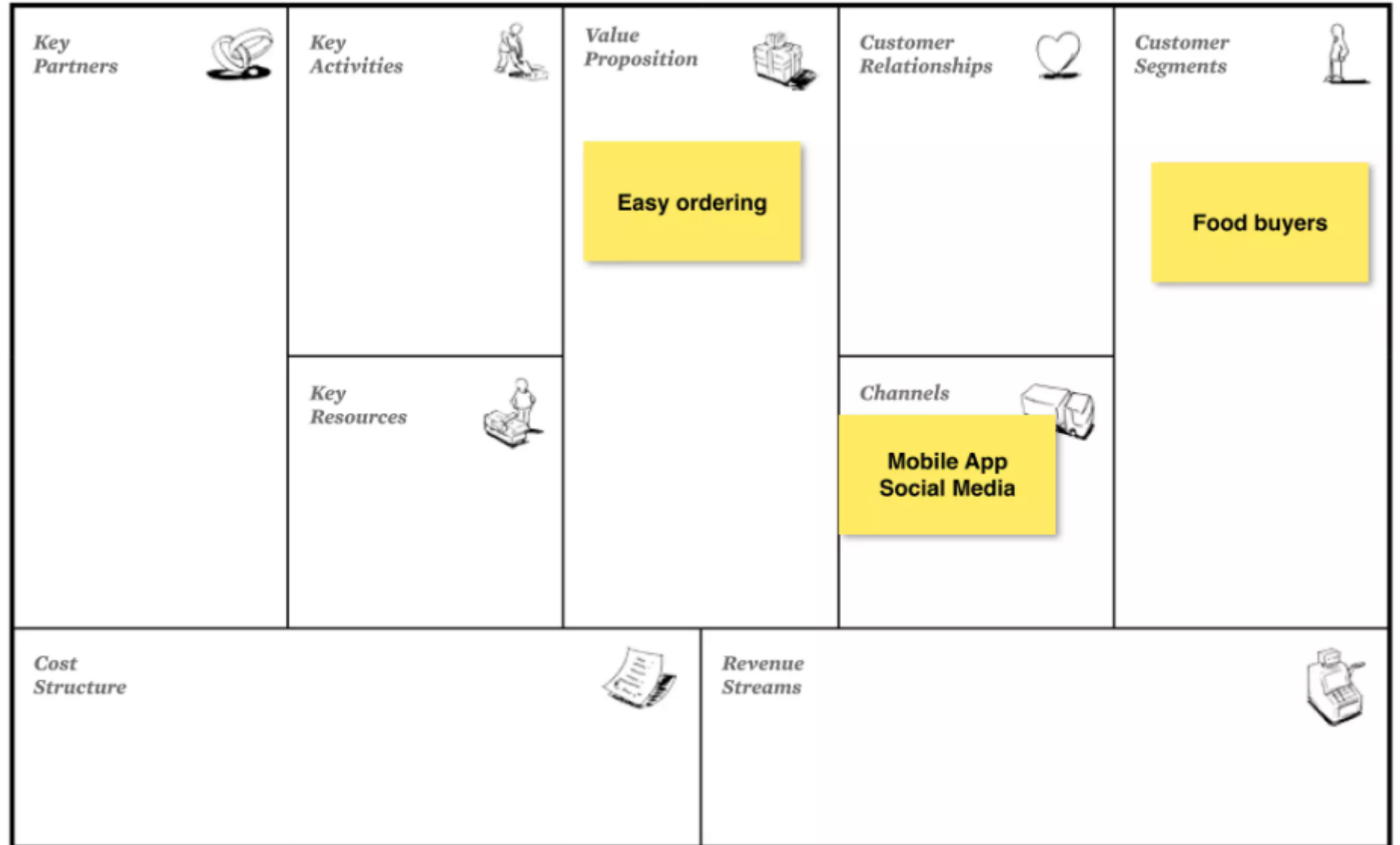
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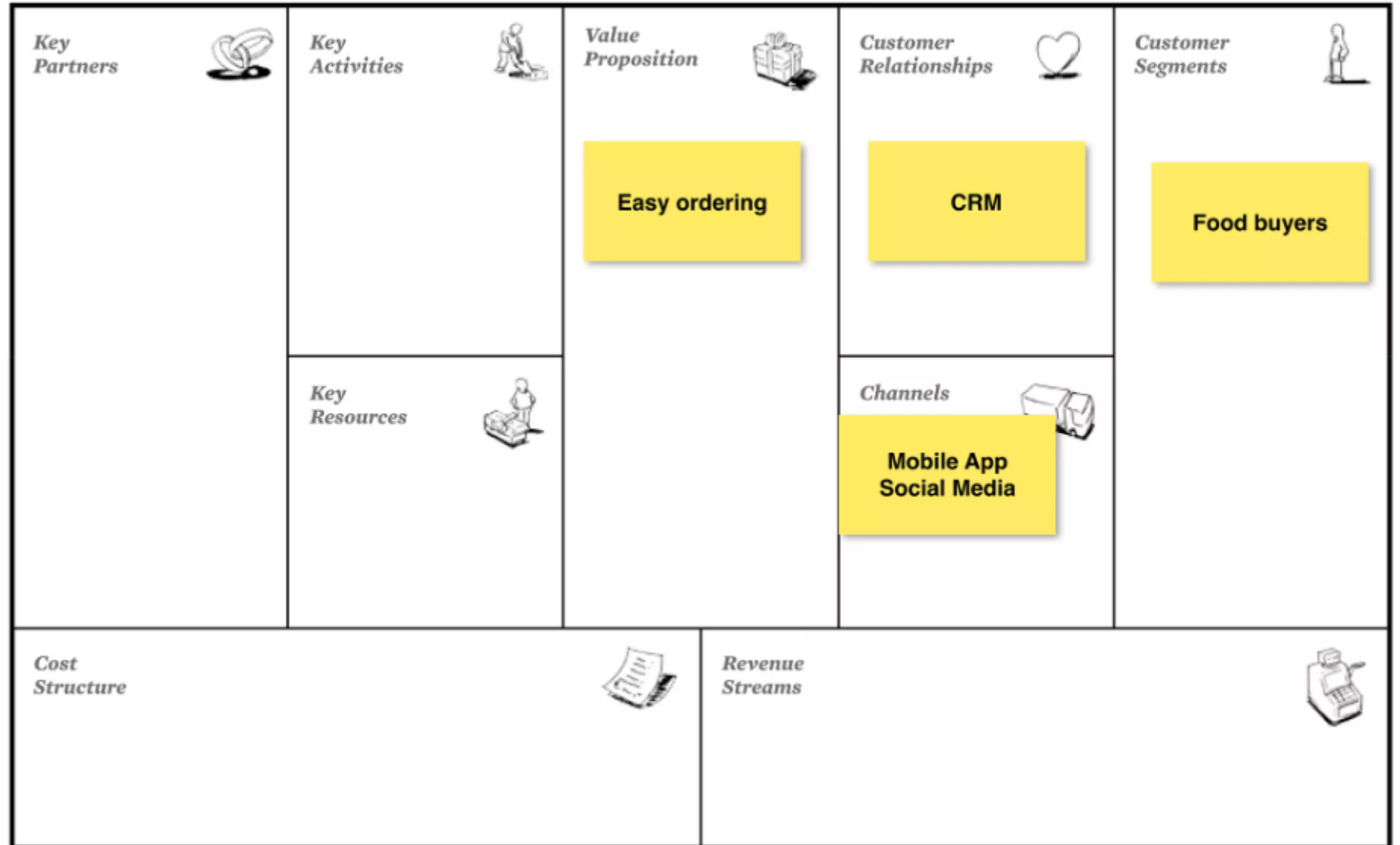
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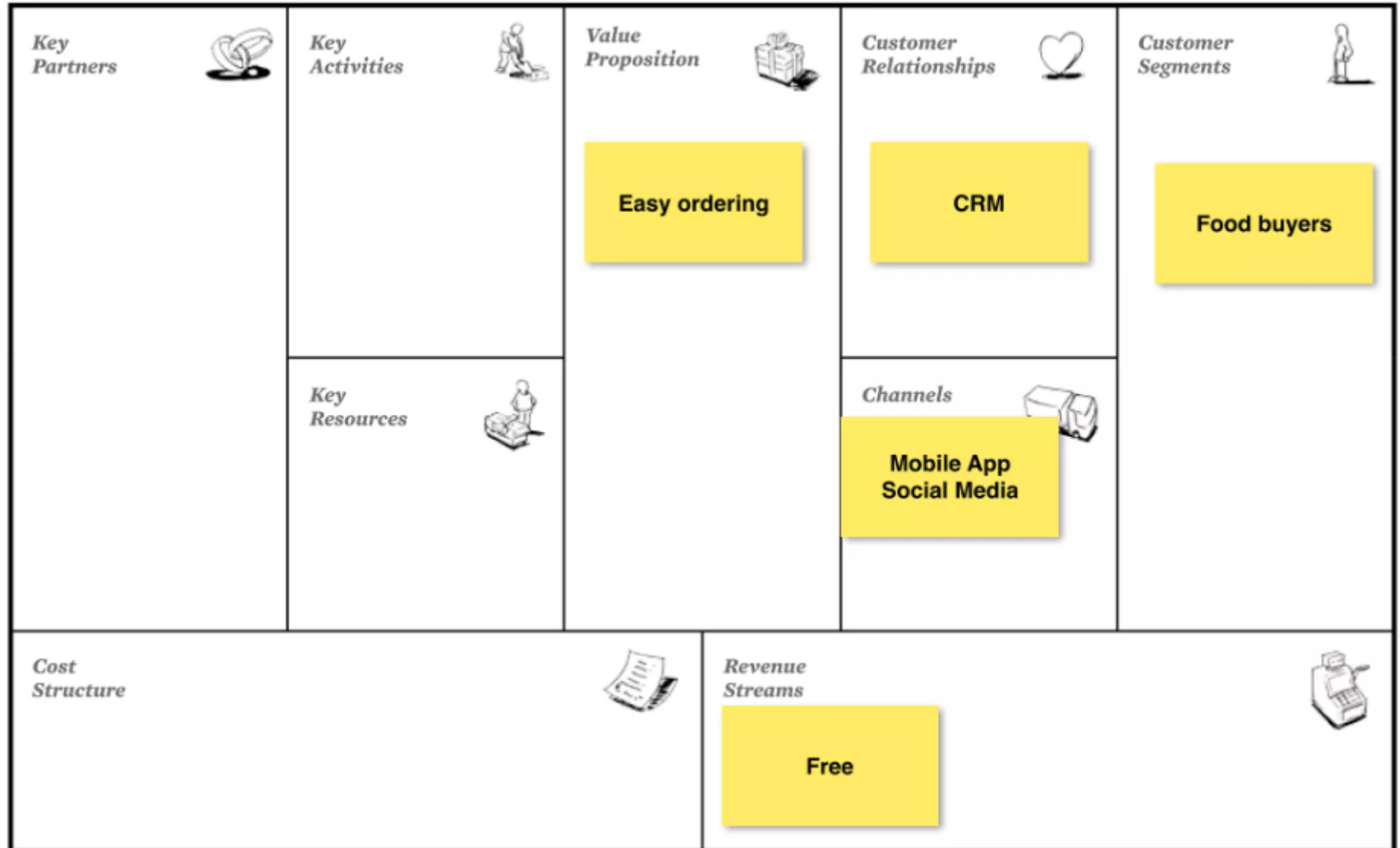
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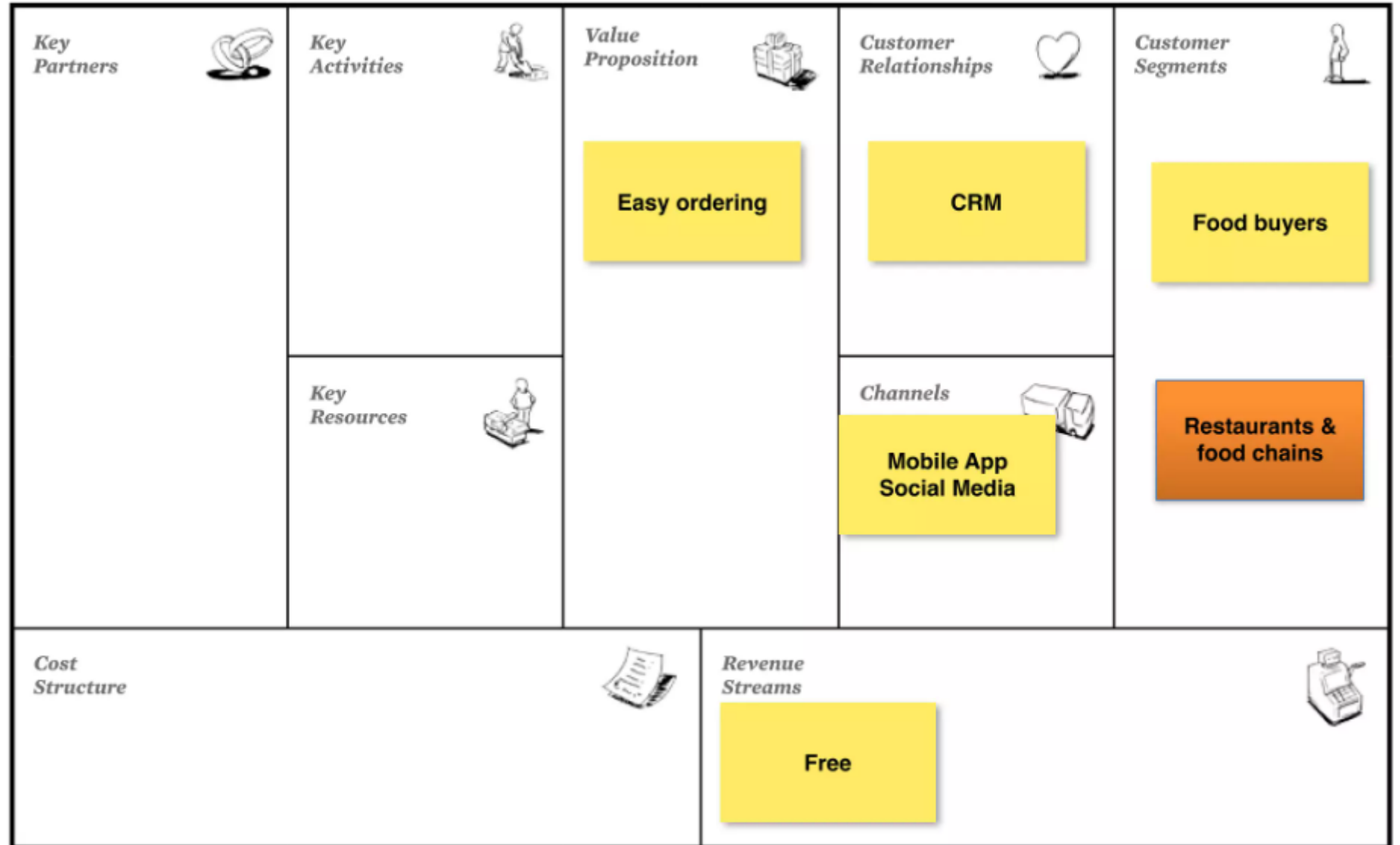
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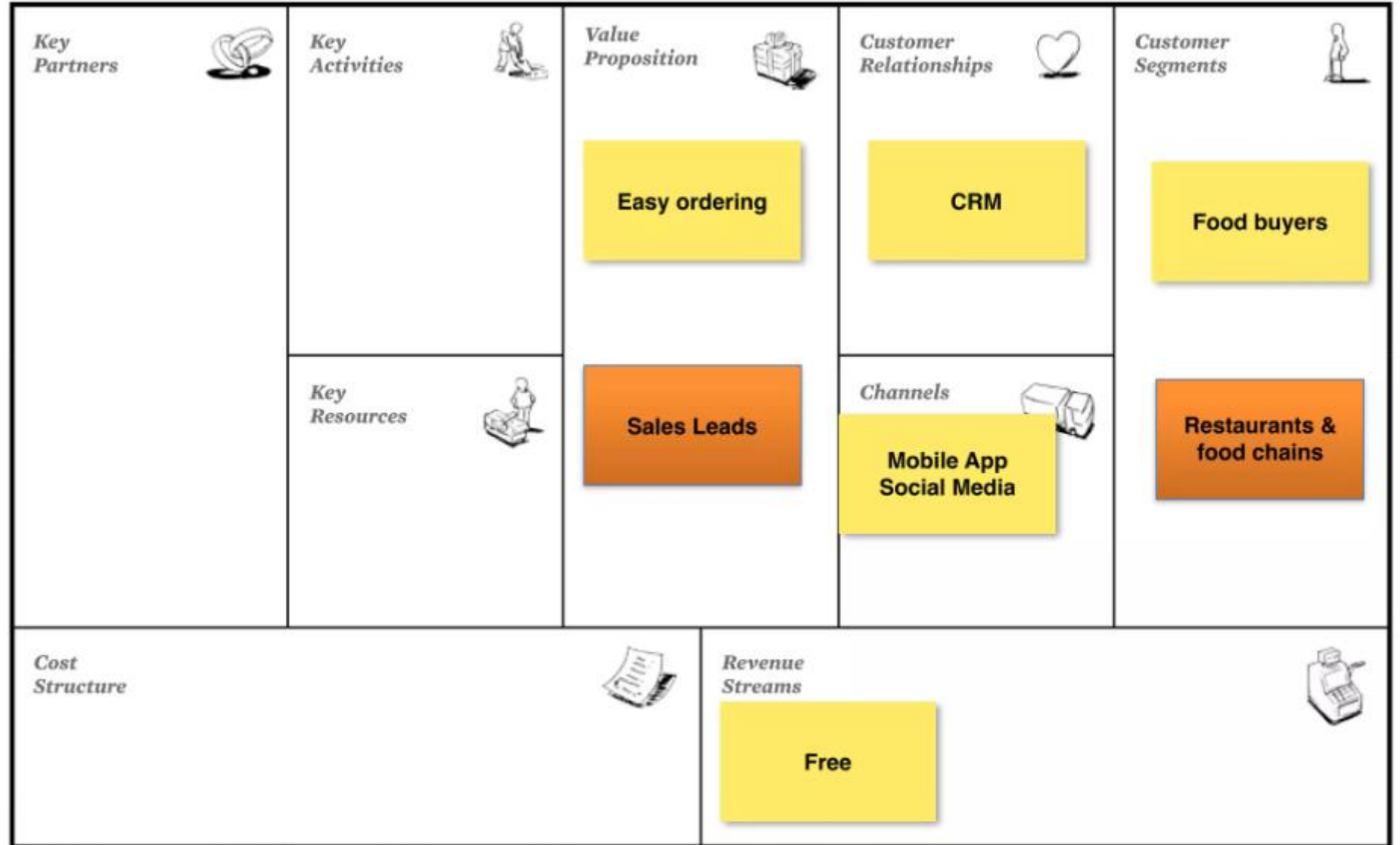
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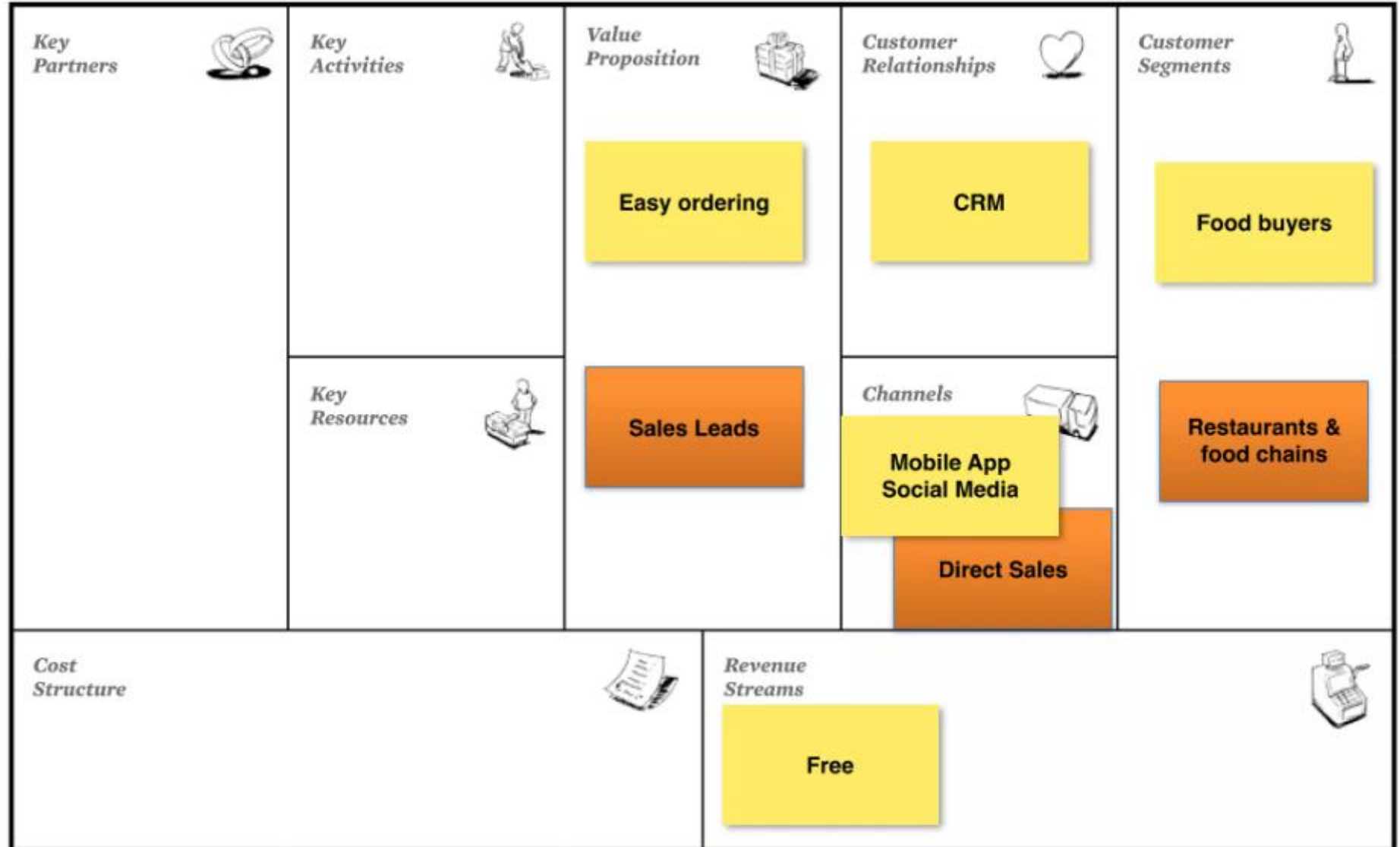
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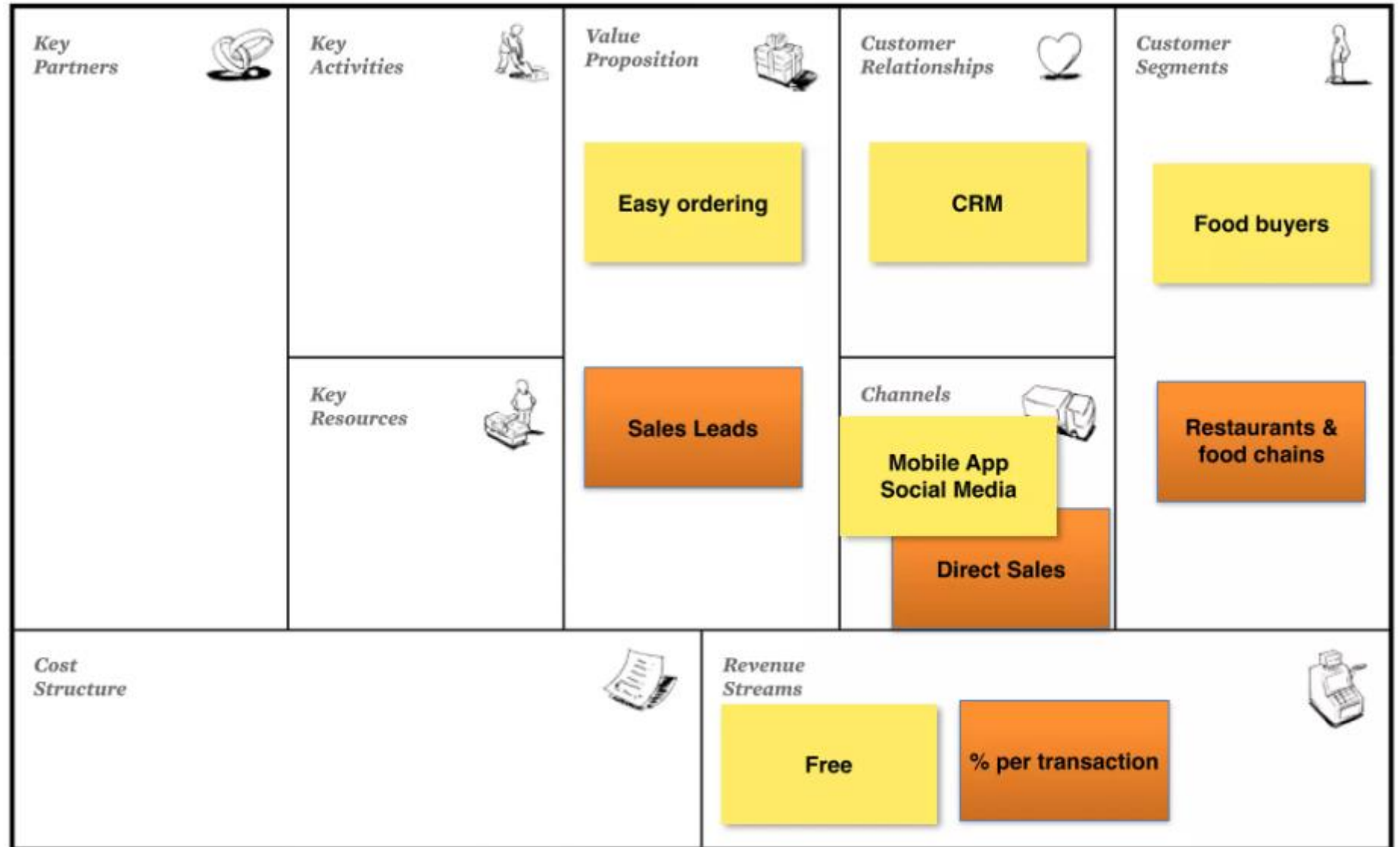
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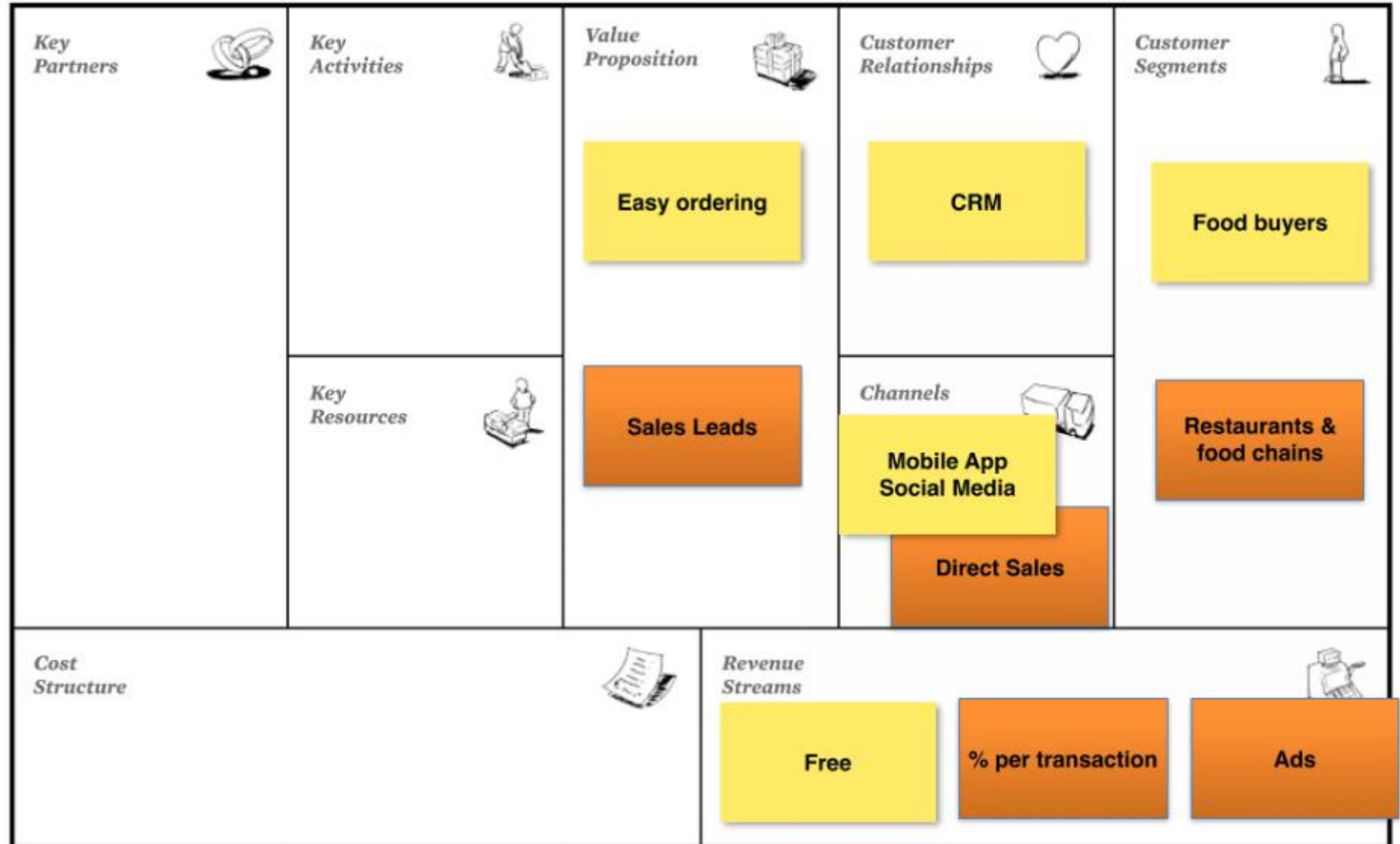
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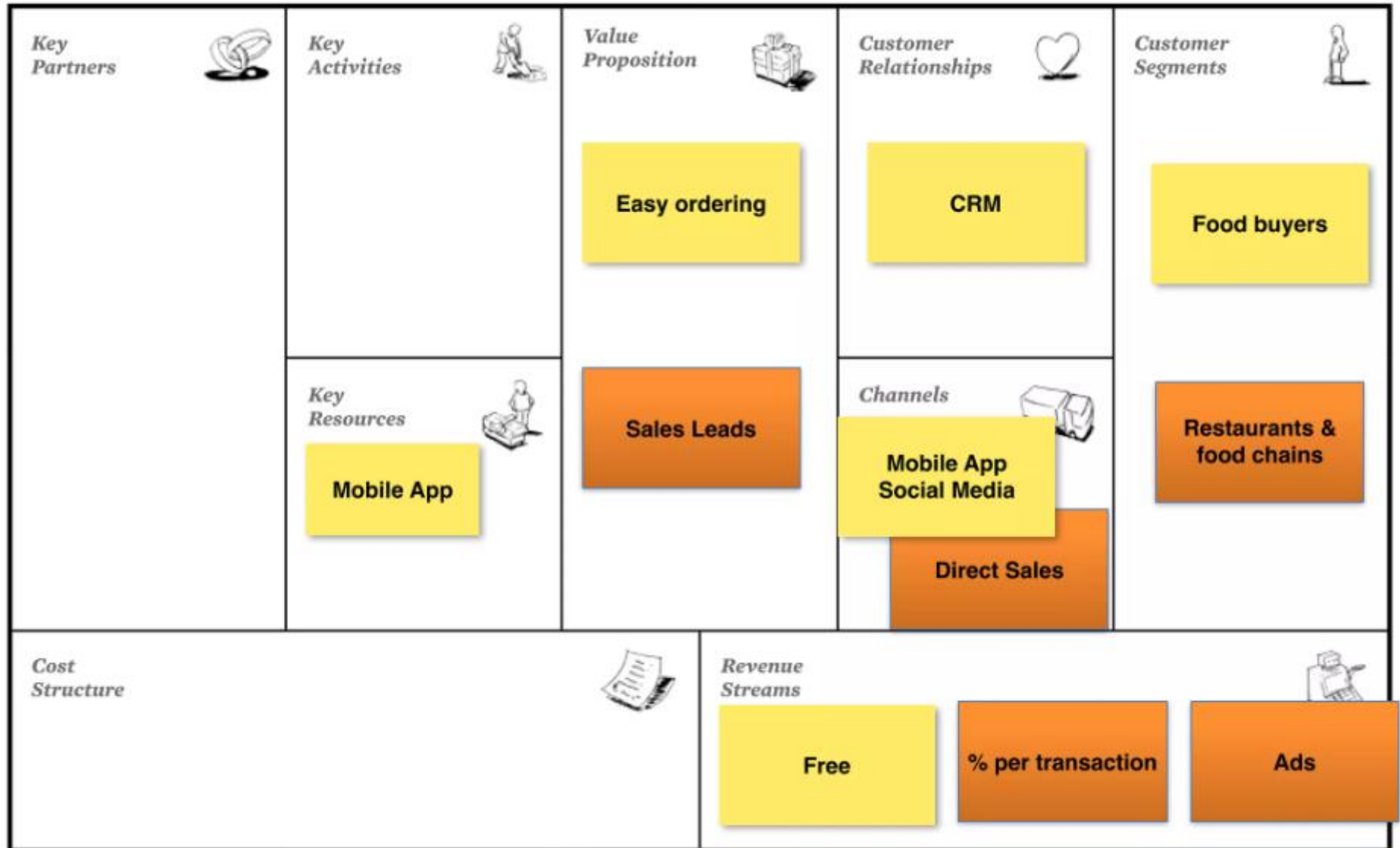
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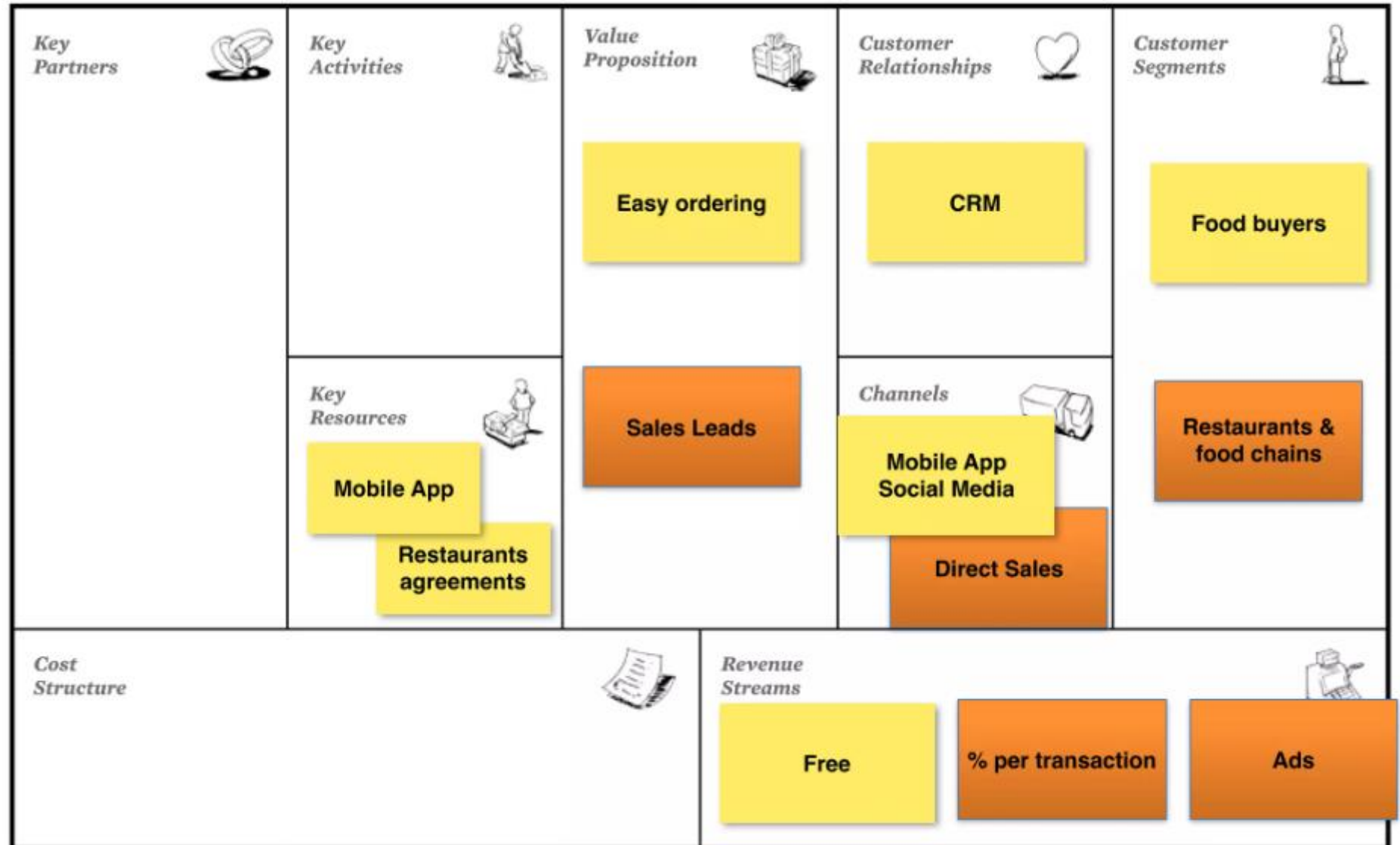
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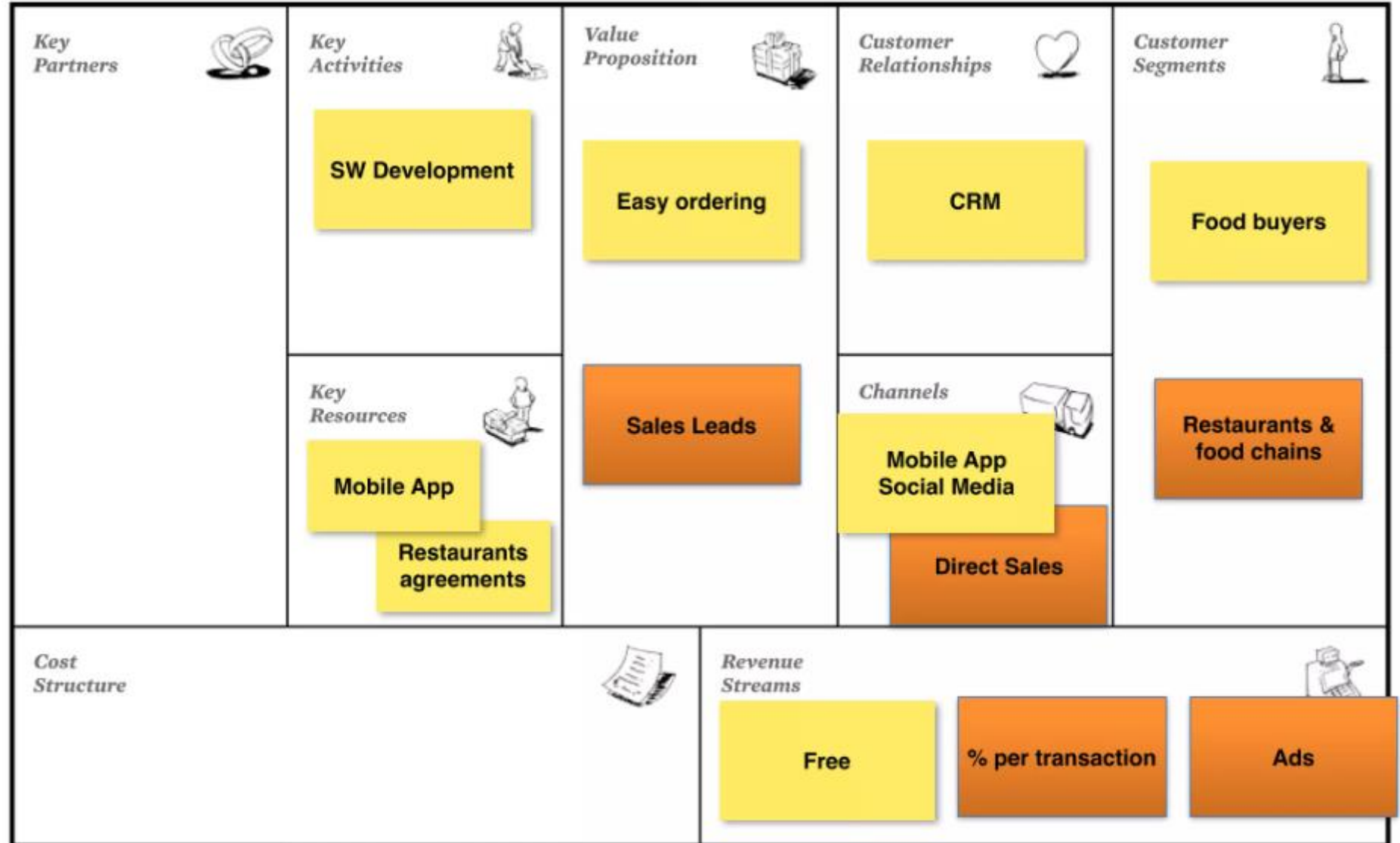
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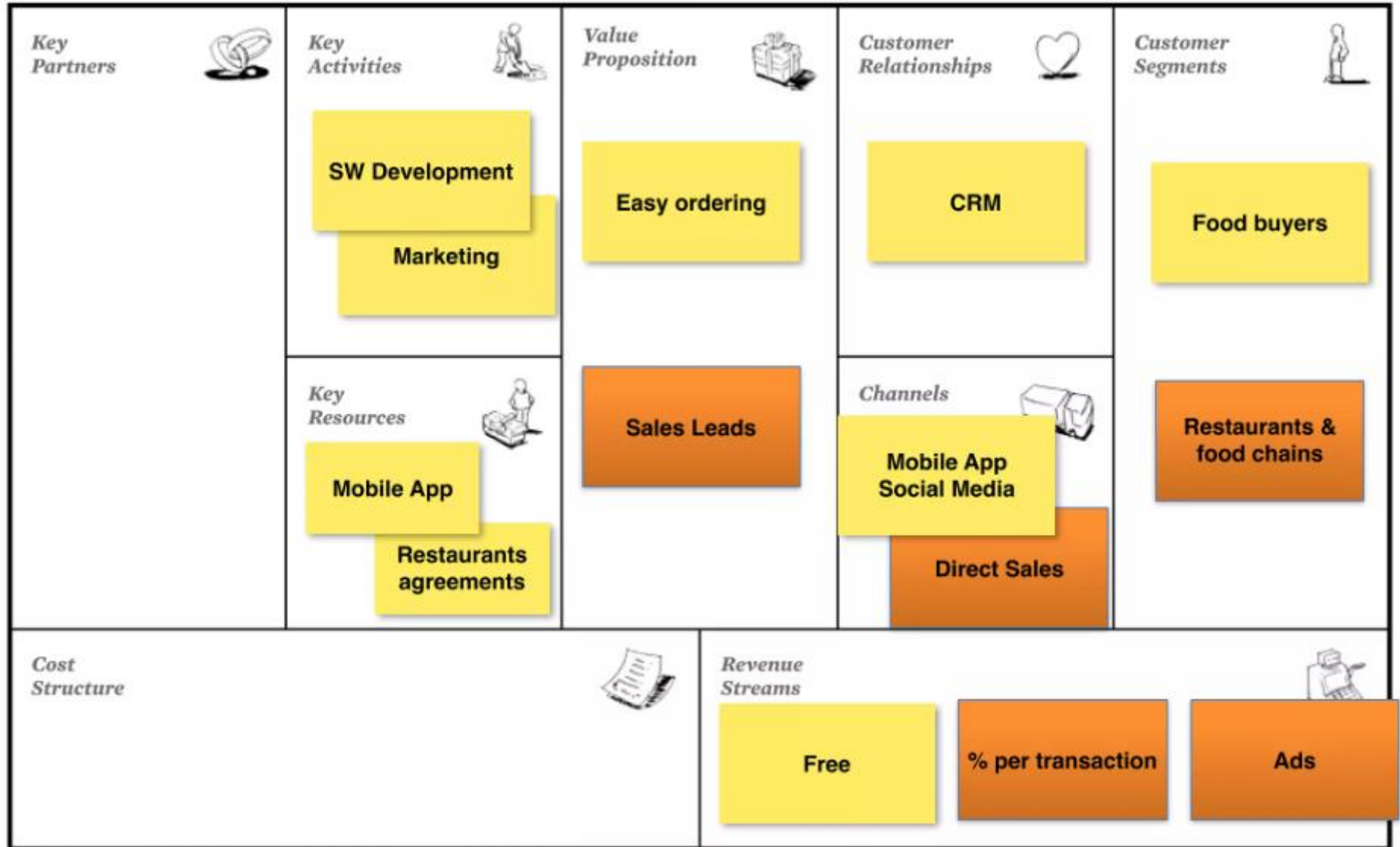
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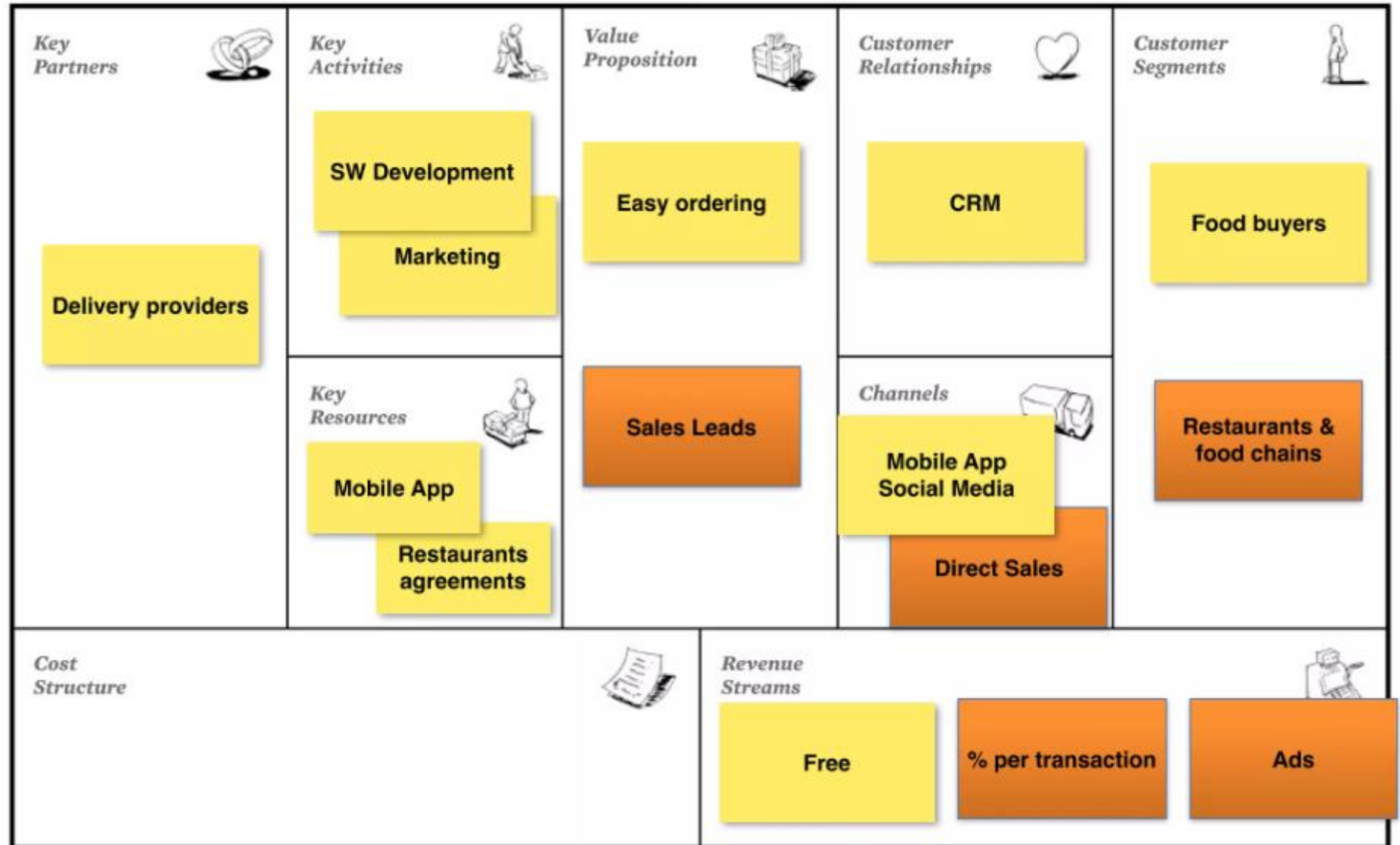
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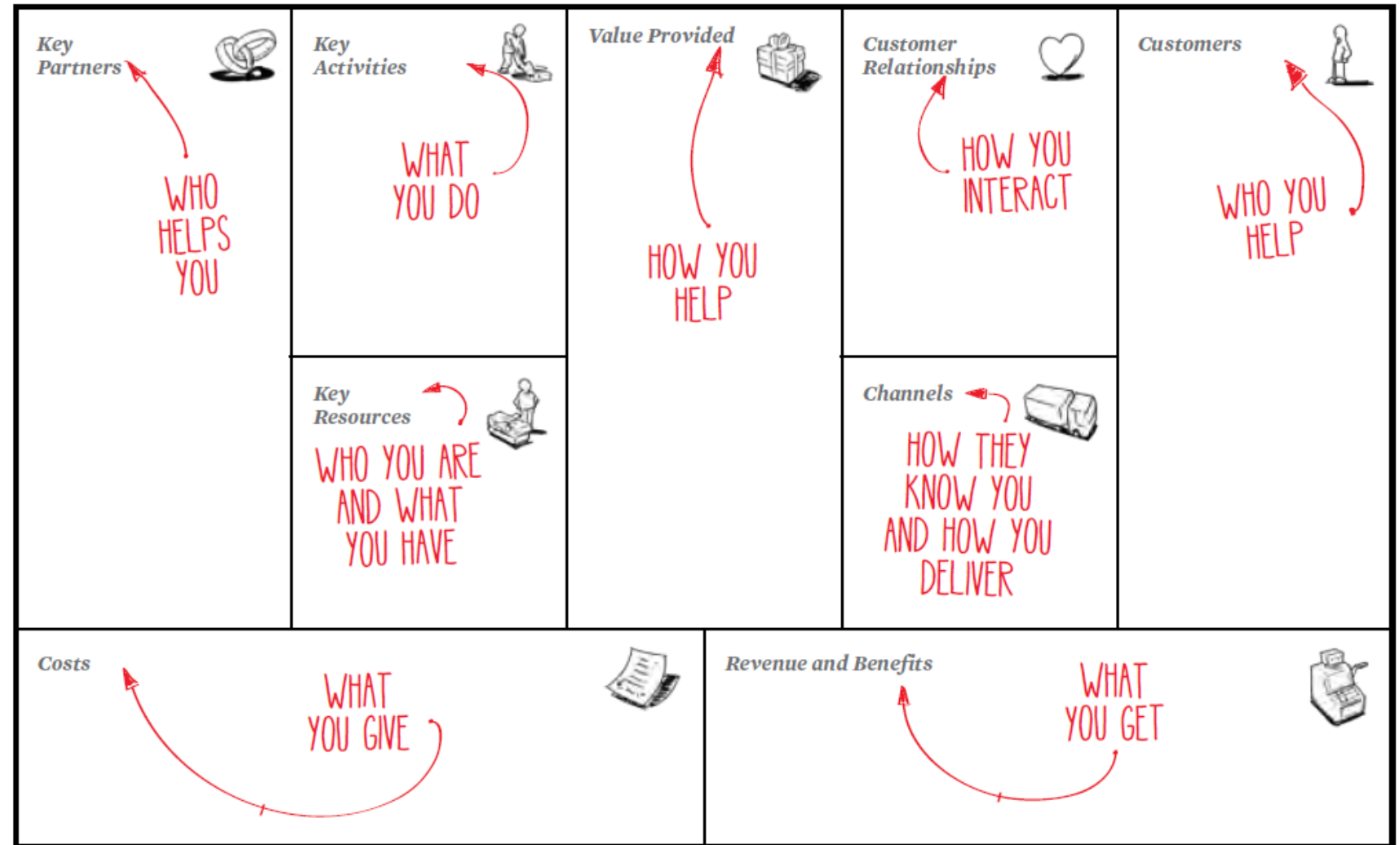
Homework 02



Homework 02

PERSONAL ~~The~~ Business Model Canvas

BM^Y











Homework 02

The Personal Business Model Canvas



BM^Y

<p><i>Who helps you (Key Partners)</i></p> 	<p><i>What you do (Key Activities)</i></p> 	<p><i>How you help (Value Provided)</i></p> 	<p><i>How you interact (Customer Relationships)</i></p> 	<p><i>Who you help (Customers)</i></p> 
	<p><i>Who you are & what you have (Key Resources)</i></p> 		<p><i>How they know you & how you deliver (Channels)</i></p> 	
<p><i>What you give (Costs)</i></p> 			<p><i>What you get (Revenue and Benefits)</i></p> 