

# 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!"

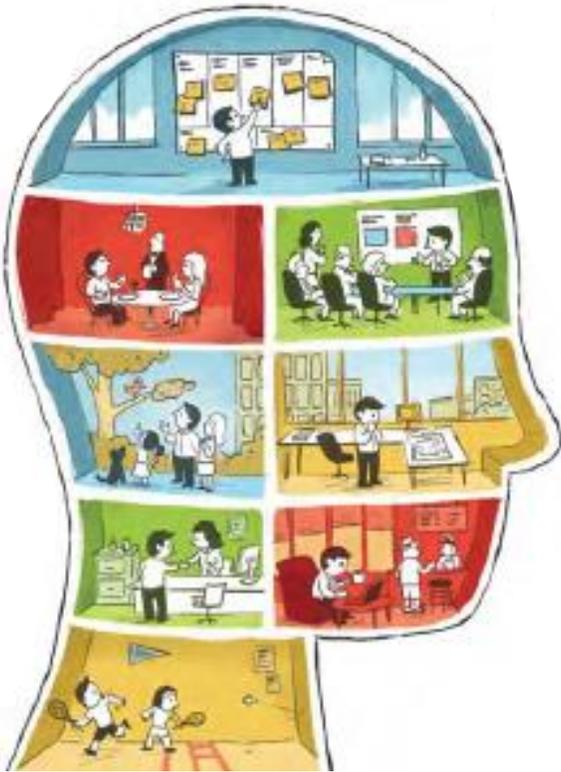
# Introduce yourself

Learn How to Introduce Yourself  
in English

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



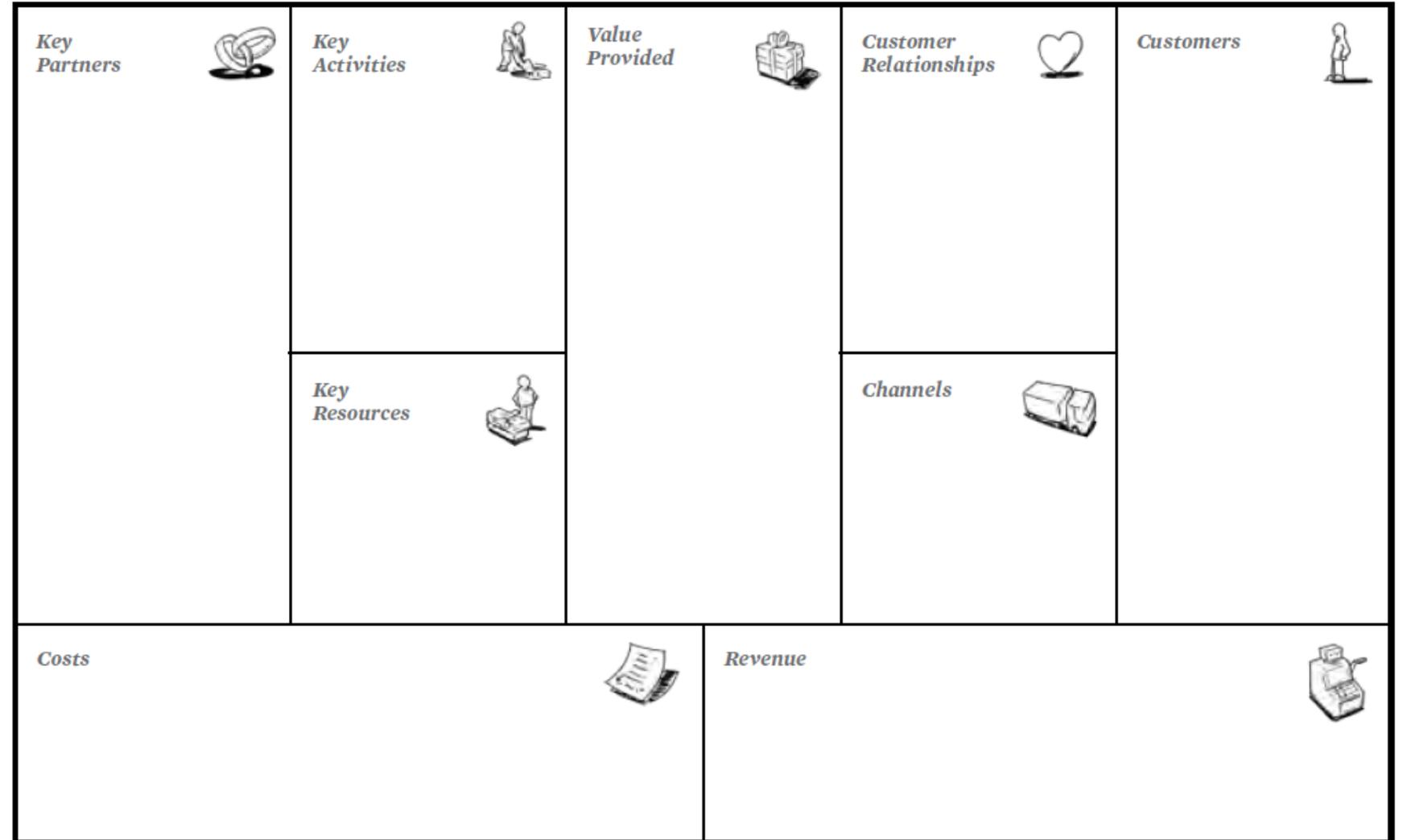
## Homework 02



Business Model **YOU** !

# Homework 02

# BMC

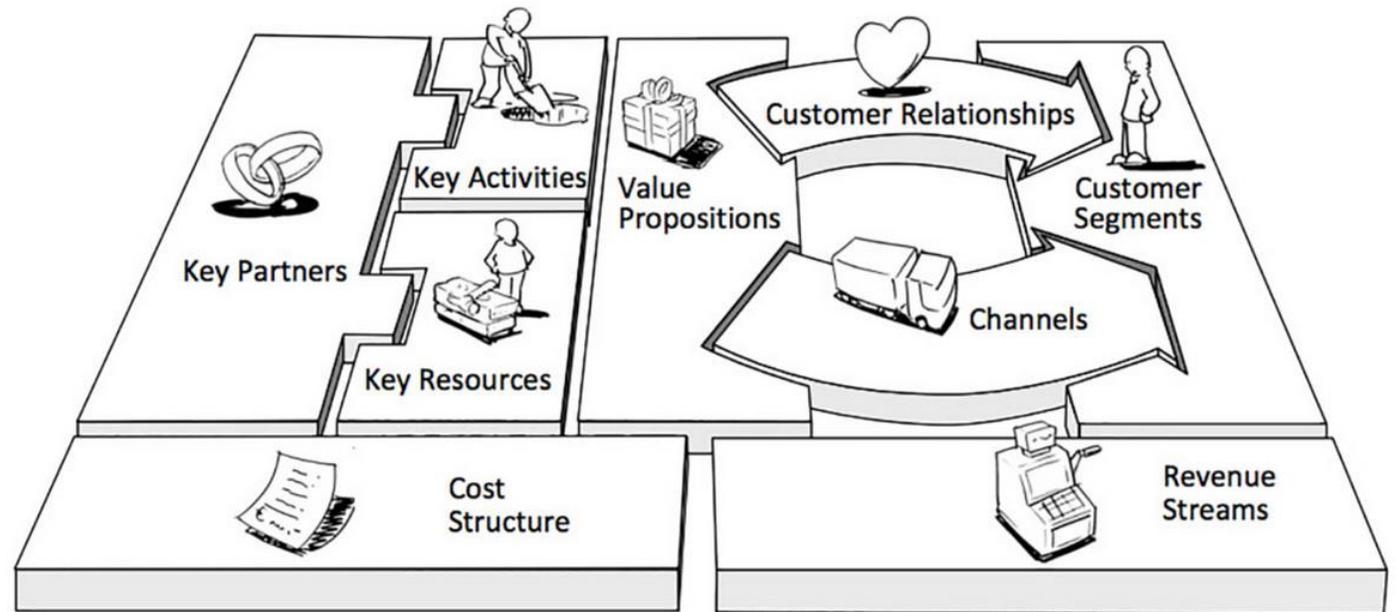


# Homework 02

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

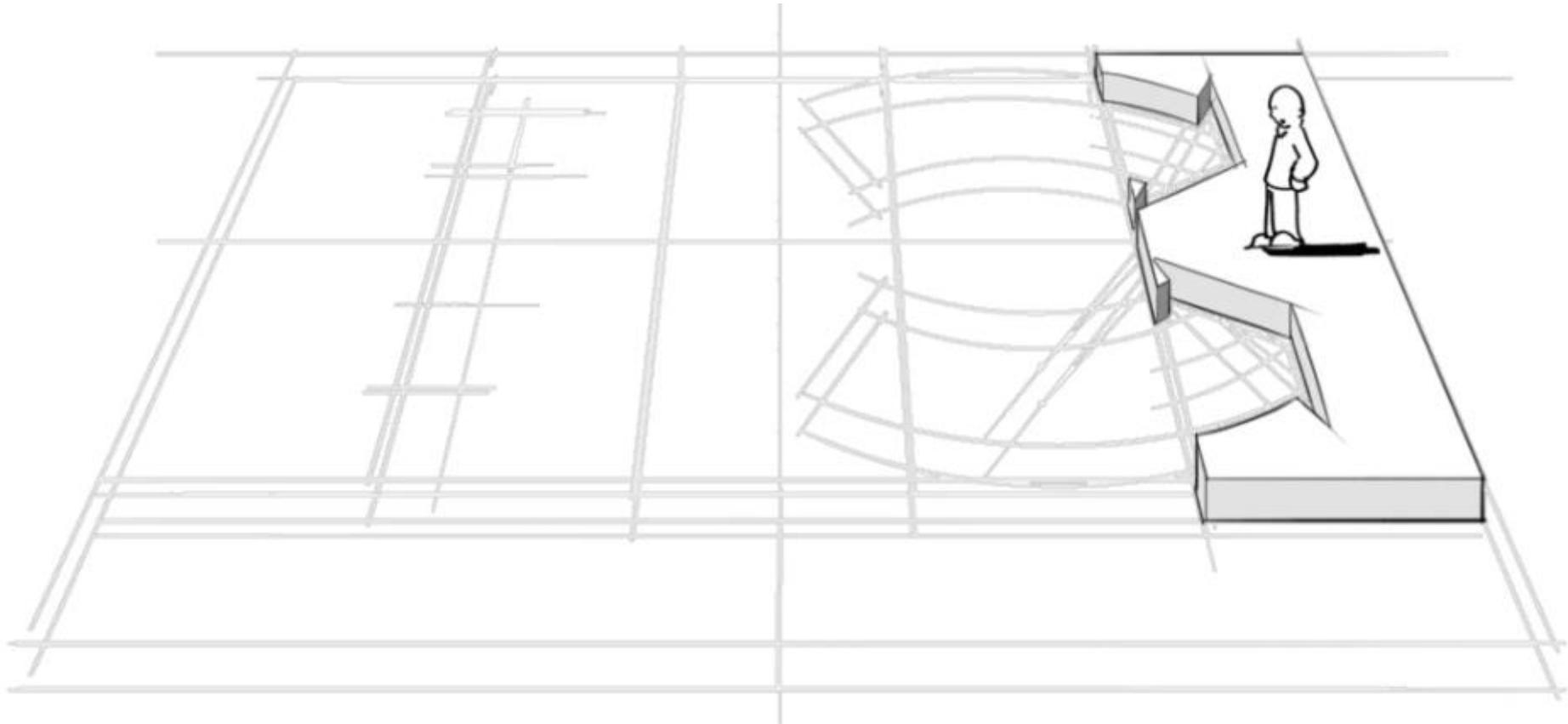
## Business Model Canvas :

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

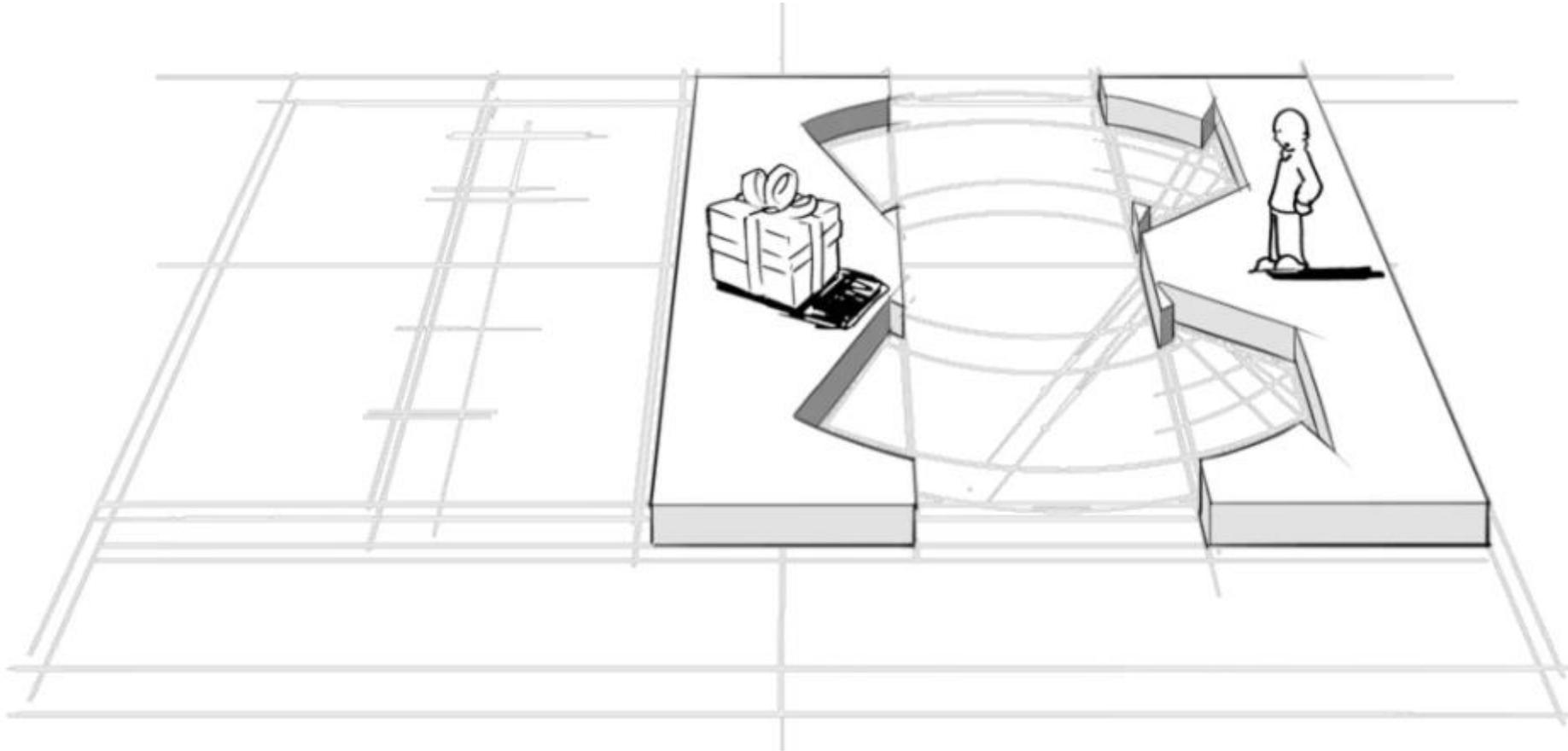


Which customers and users are you serving?

*Wich jobs do they really want to get done*

# Homework 02

## 2 Value Propositions

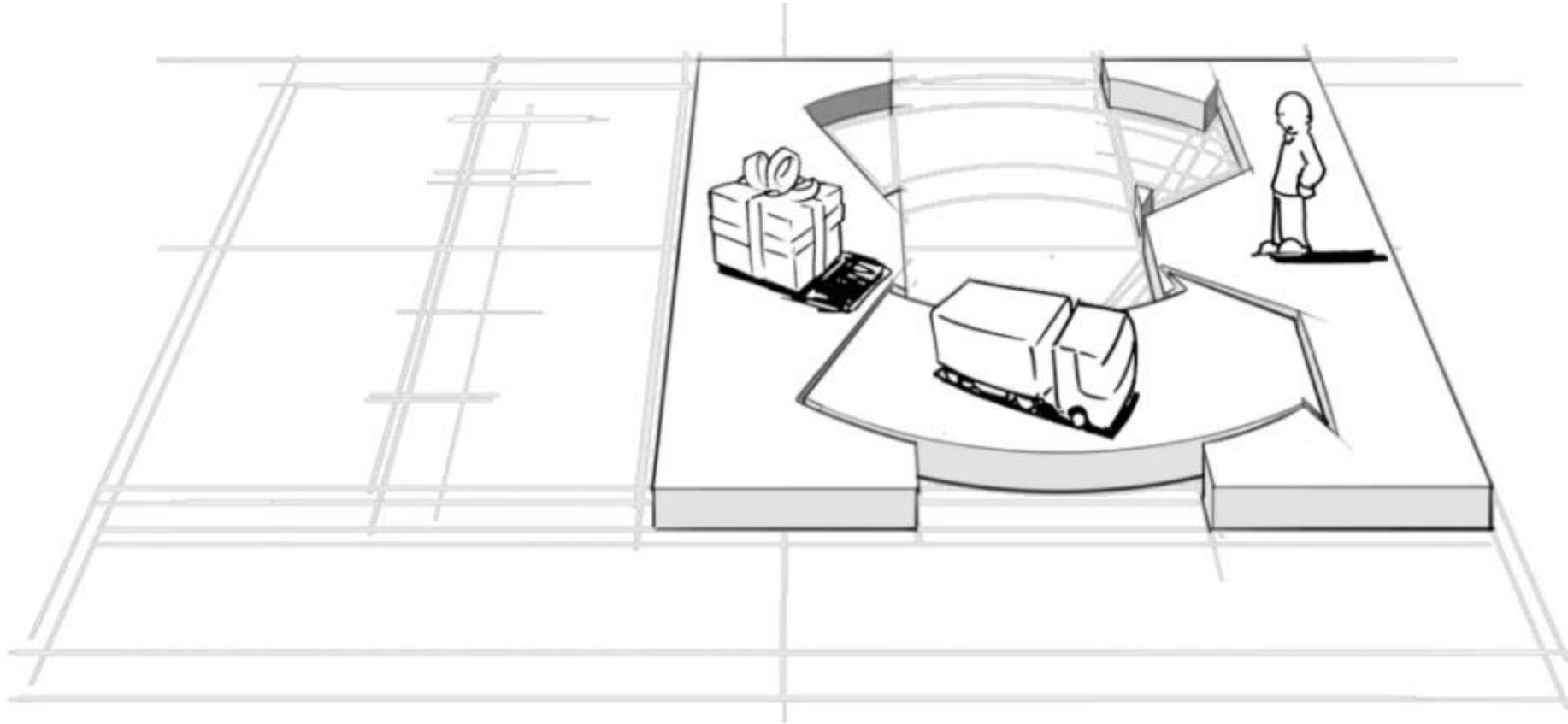


What are you offering them?

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

# Homework 02

## 3 Channels

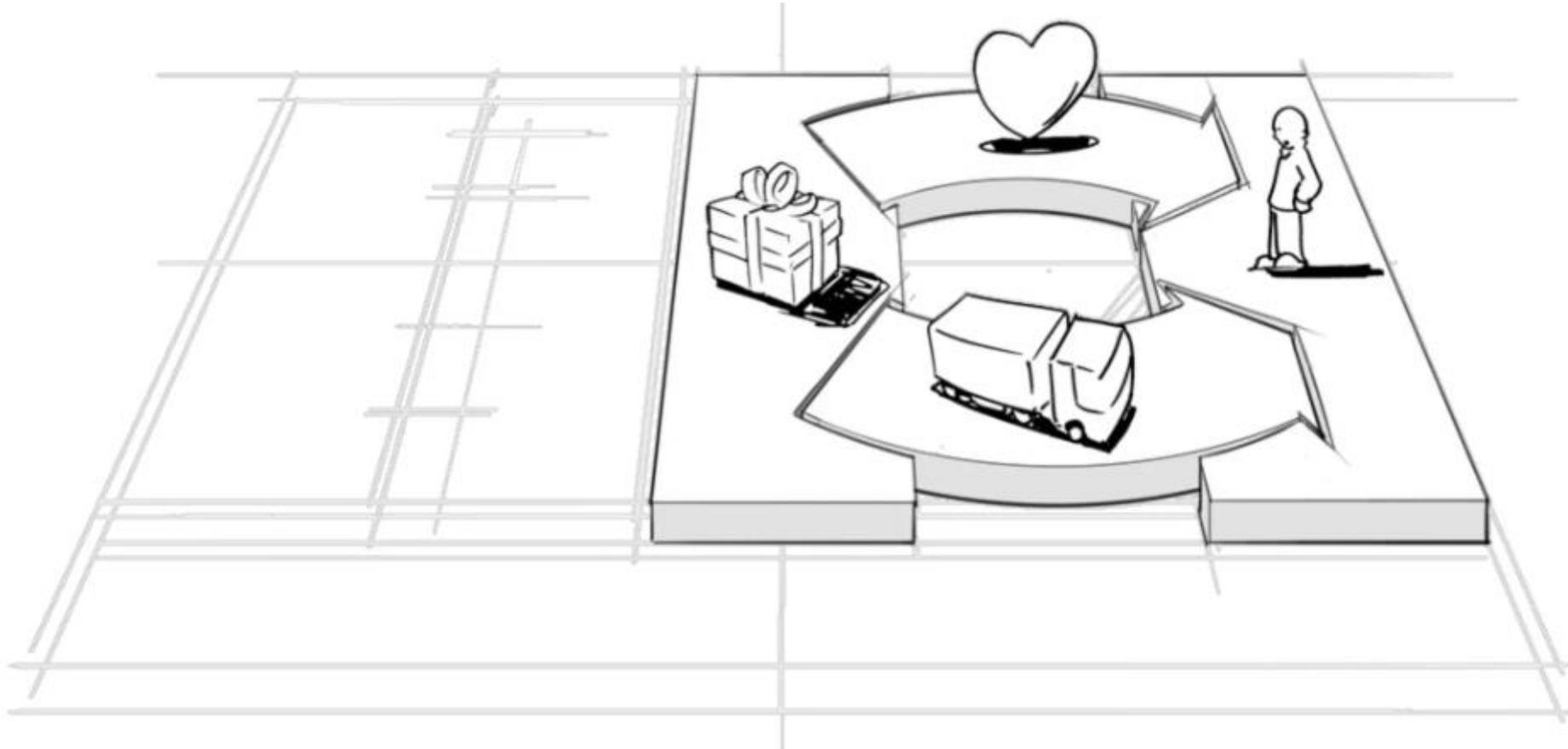


How does each customer segment want to be reached?

*Through which interaction point will you deliver your value propositions?*

# Homework 02

## 4 Customer Relationship

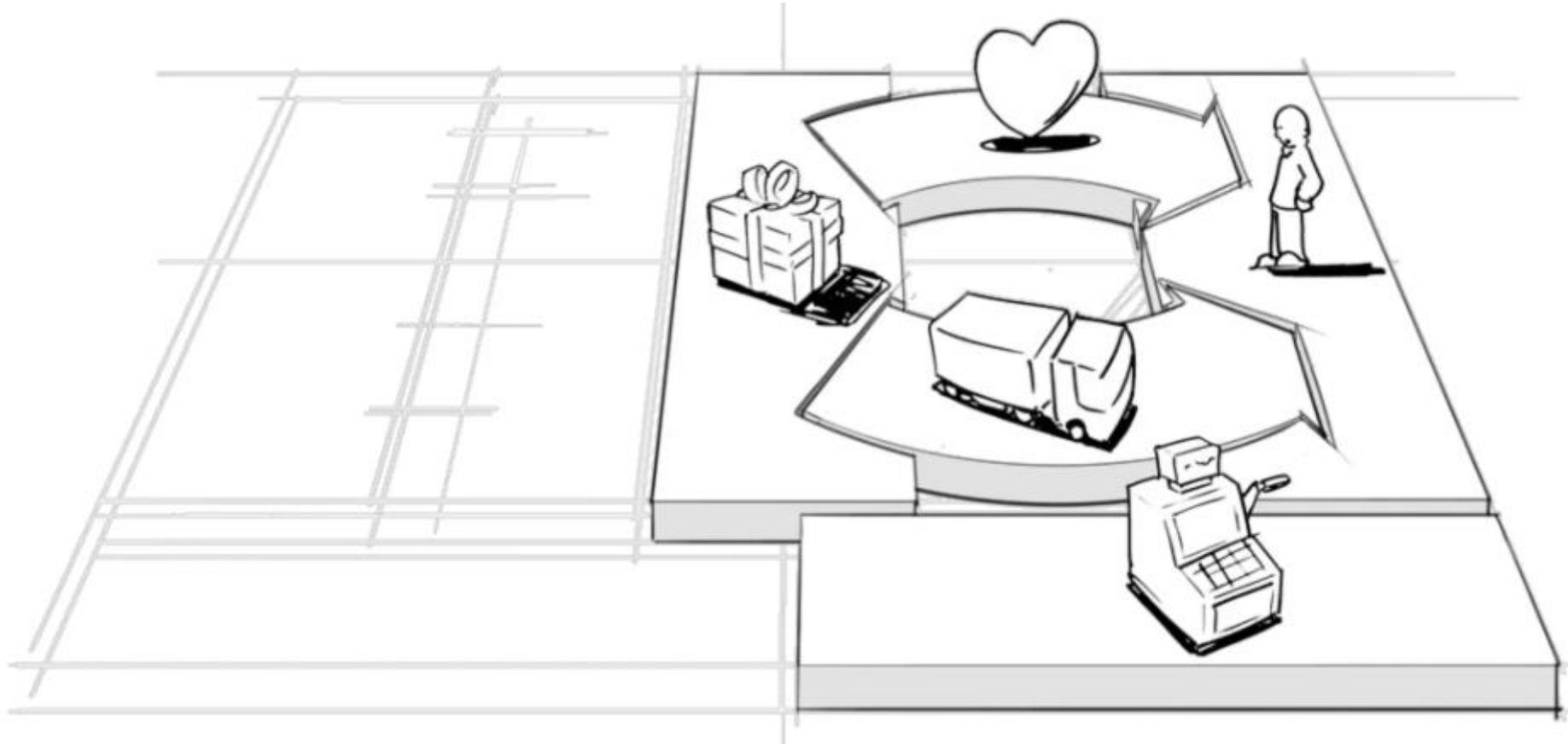


What relationships are you establishing with each segment?

*Personal ? Automated ? Acquisitive ? Retentive ?*

# Homework 02

## 5 Revenue Streams

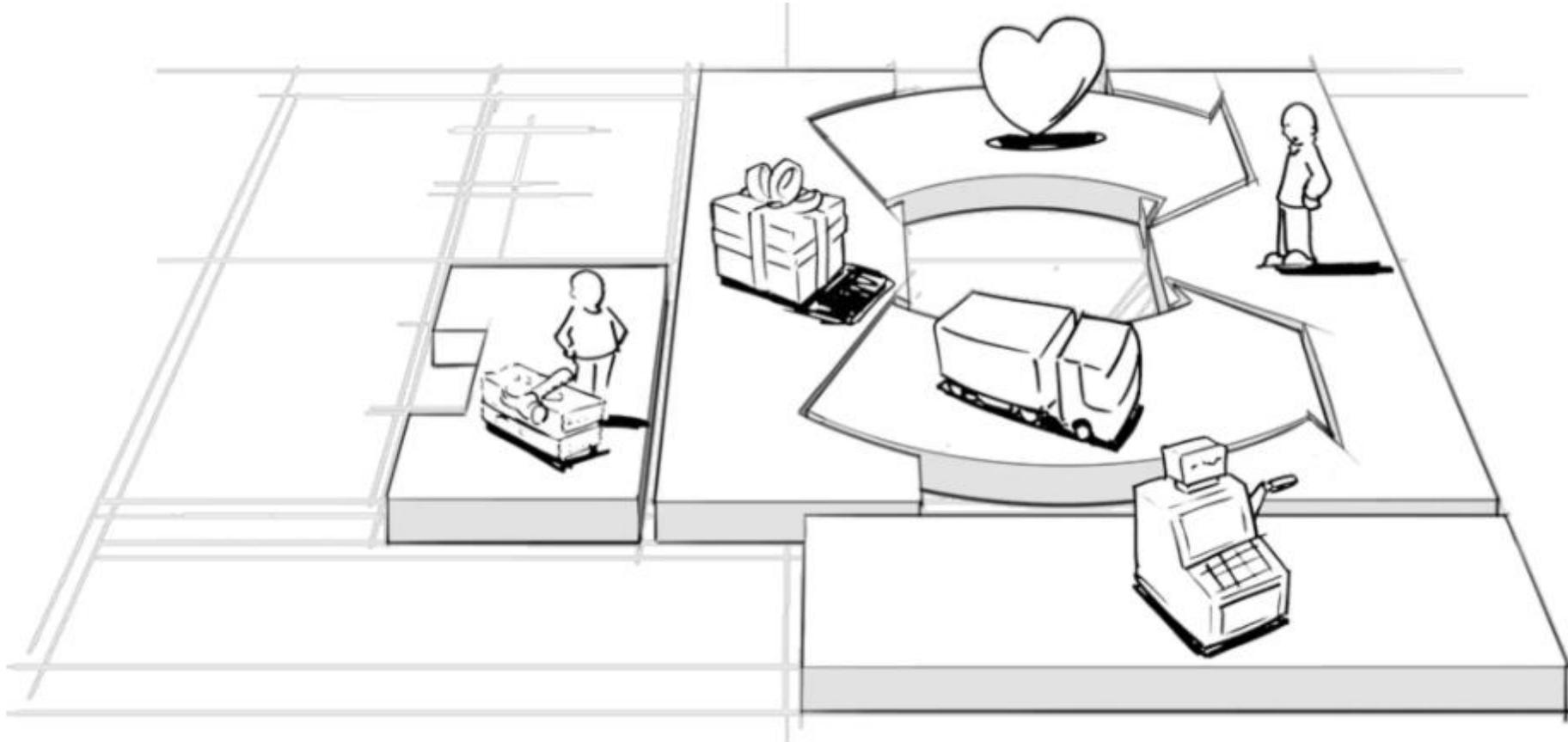


What are customers really willing to pay for? how?

*Are you generating transactional or recurring revenues*

# Homework 02

## 6 Key Resources

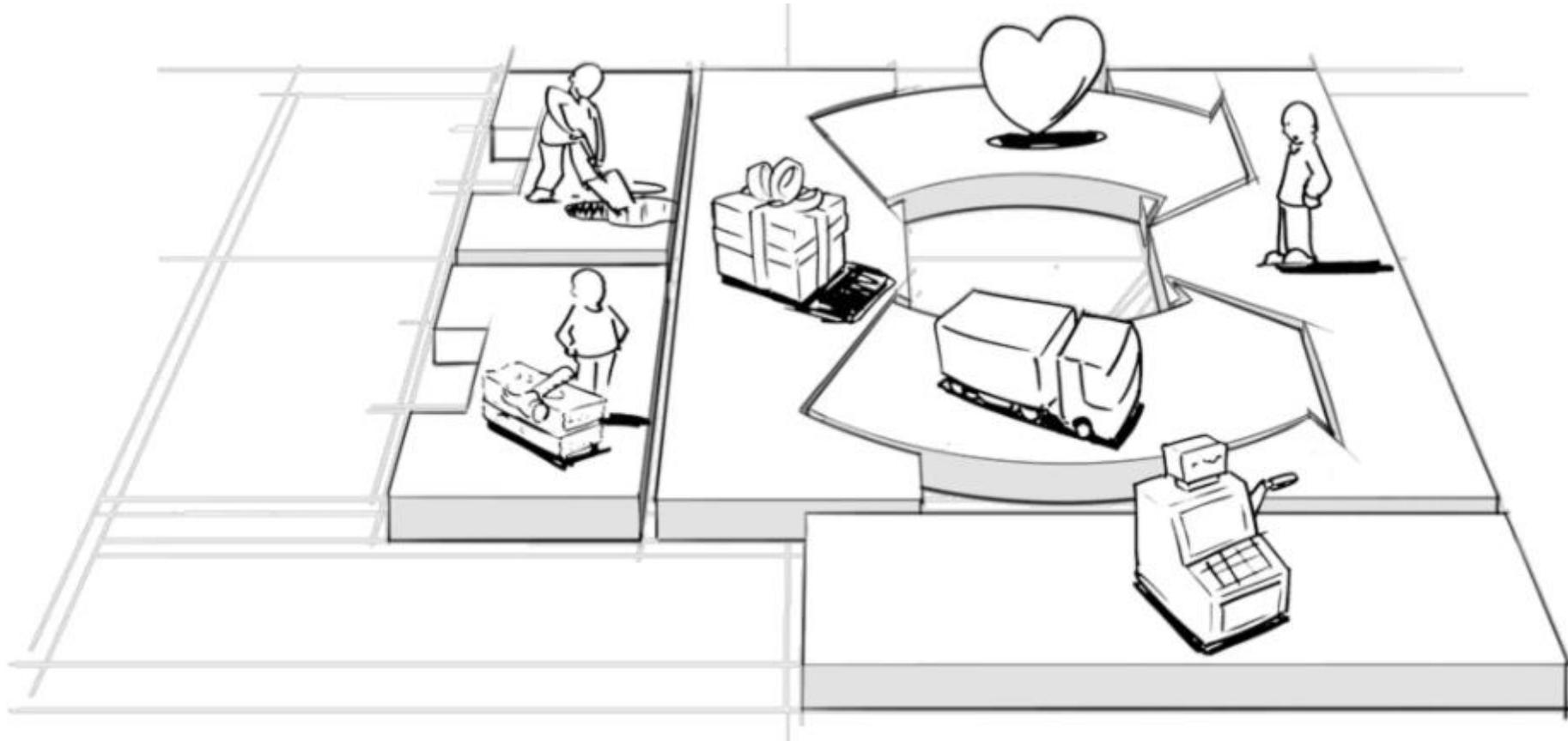


Which resources underpin your business model?

*Which assets are essential*

# Homework 02

## 7 Key Activities

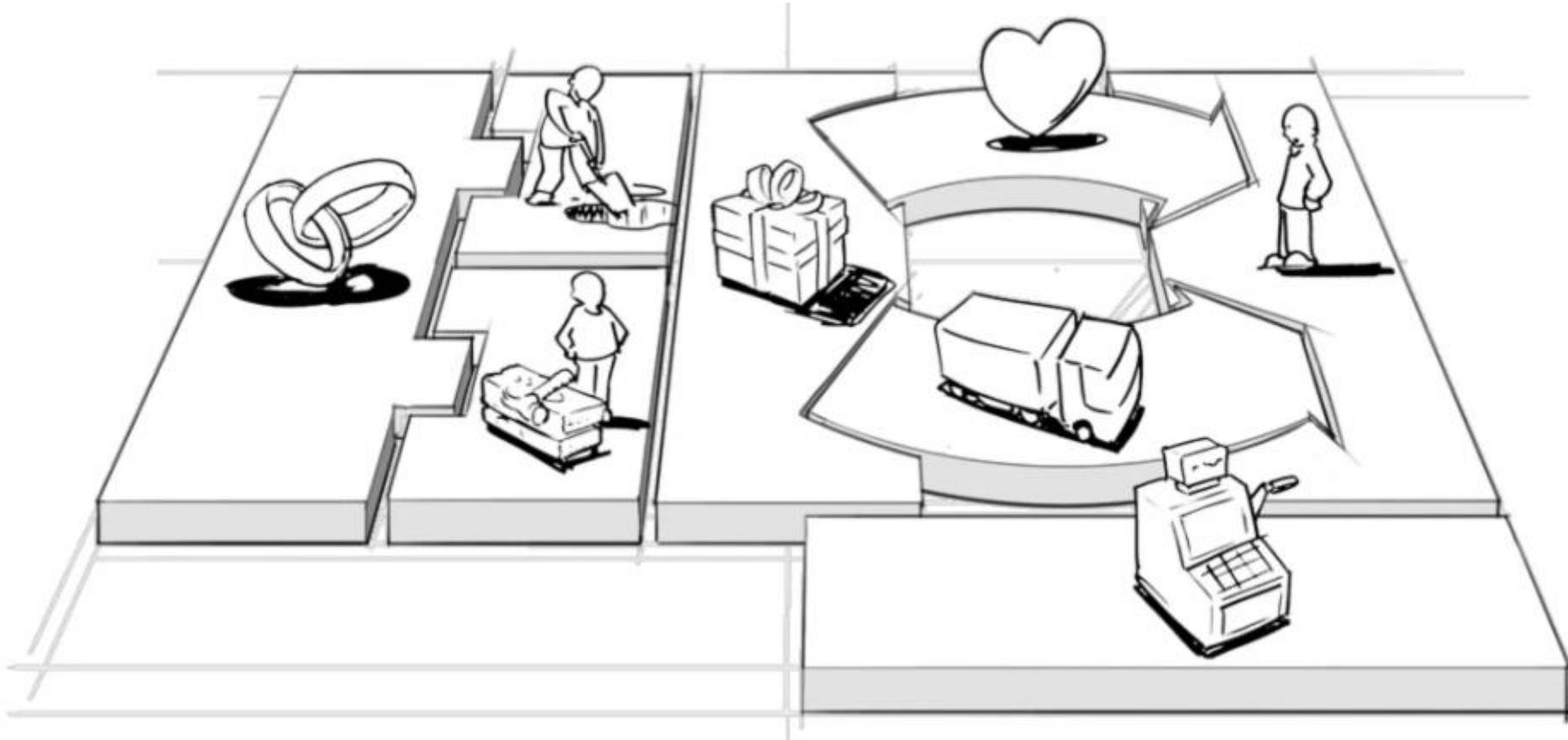


Which activities do you need to perform well in your business model?

*What is crucial?*

# Homework 02

## 8 Key Partners

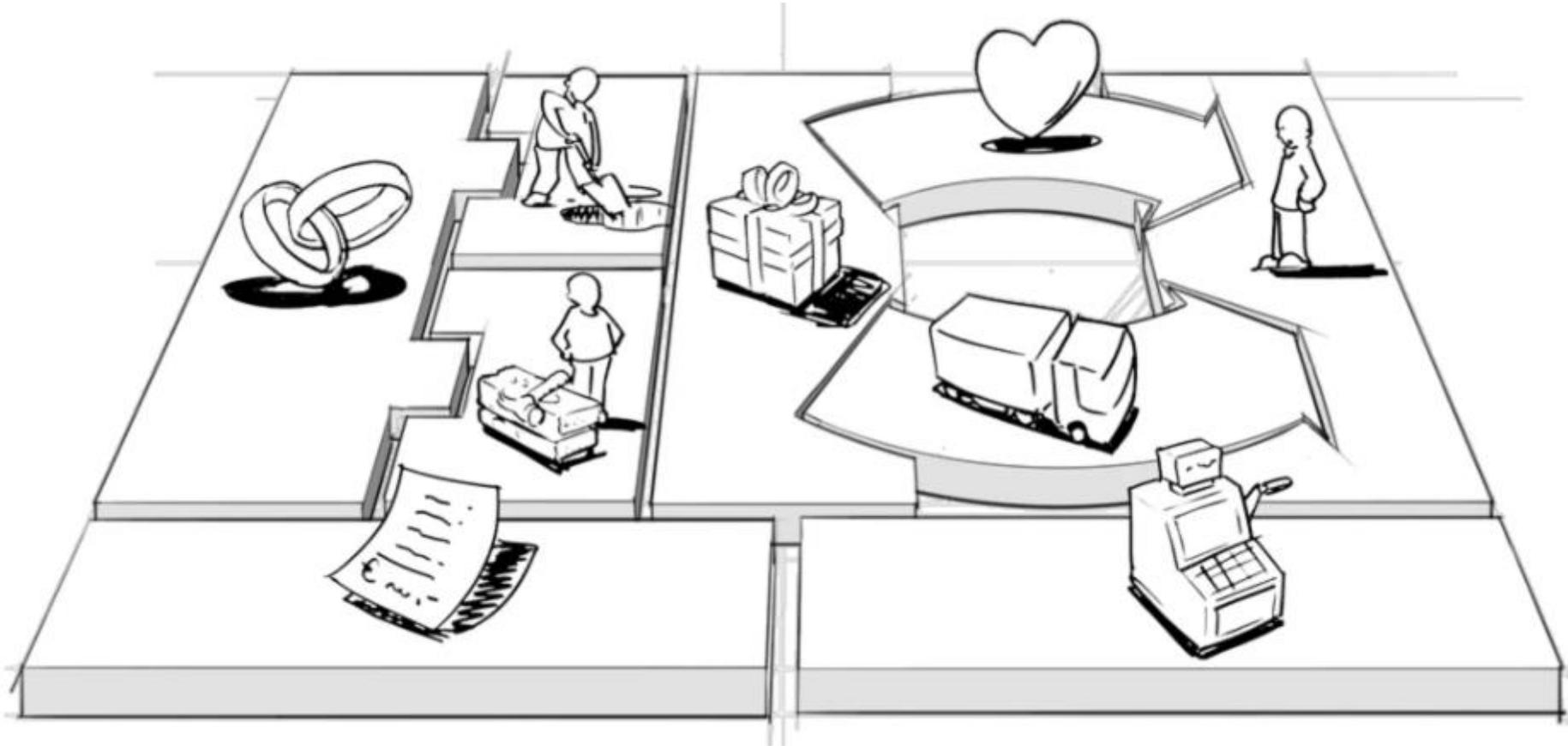


Which partners and suppliers leverage your model?

*Who do you need to rely on?*

# Homework 02

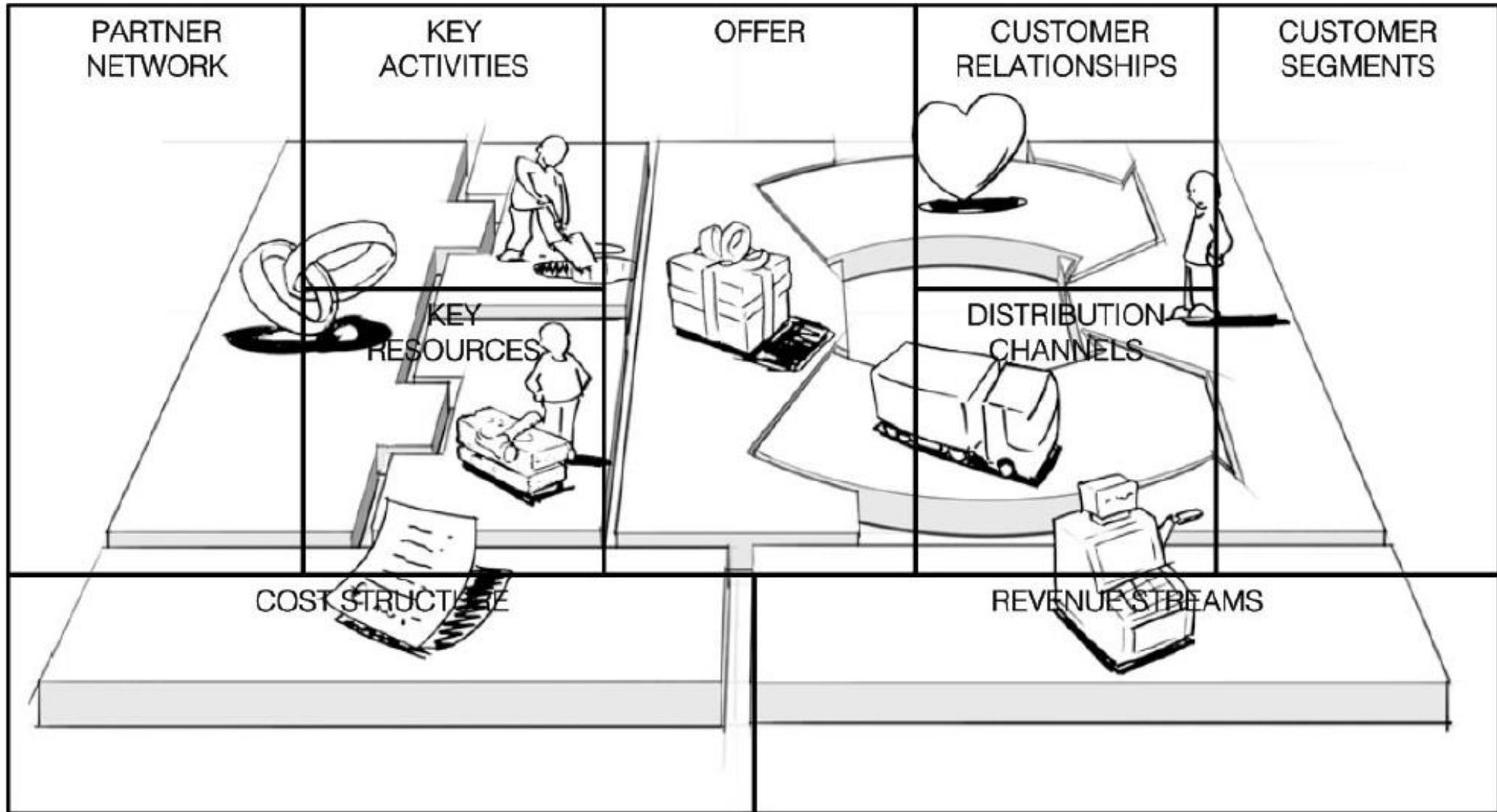
## 9 Cost Structure



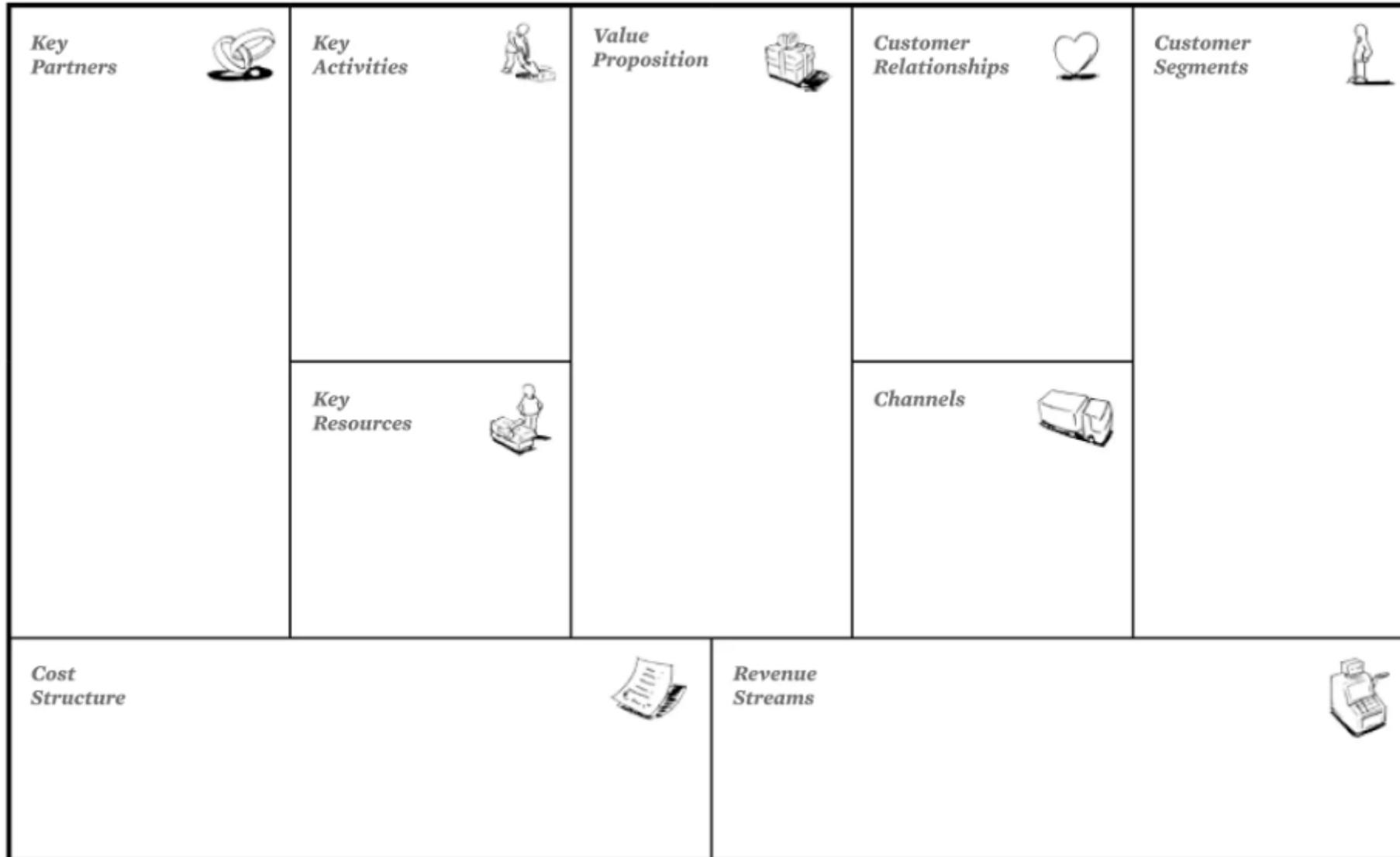
What is the resulting cost structure?

*Which key element drive your costs ?*

# Homework 02



# Homework 02



## 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**



# Homework 02



**BMC**



# Homework 02



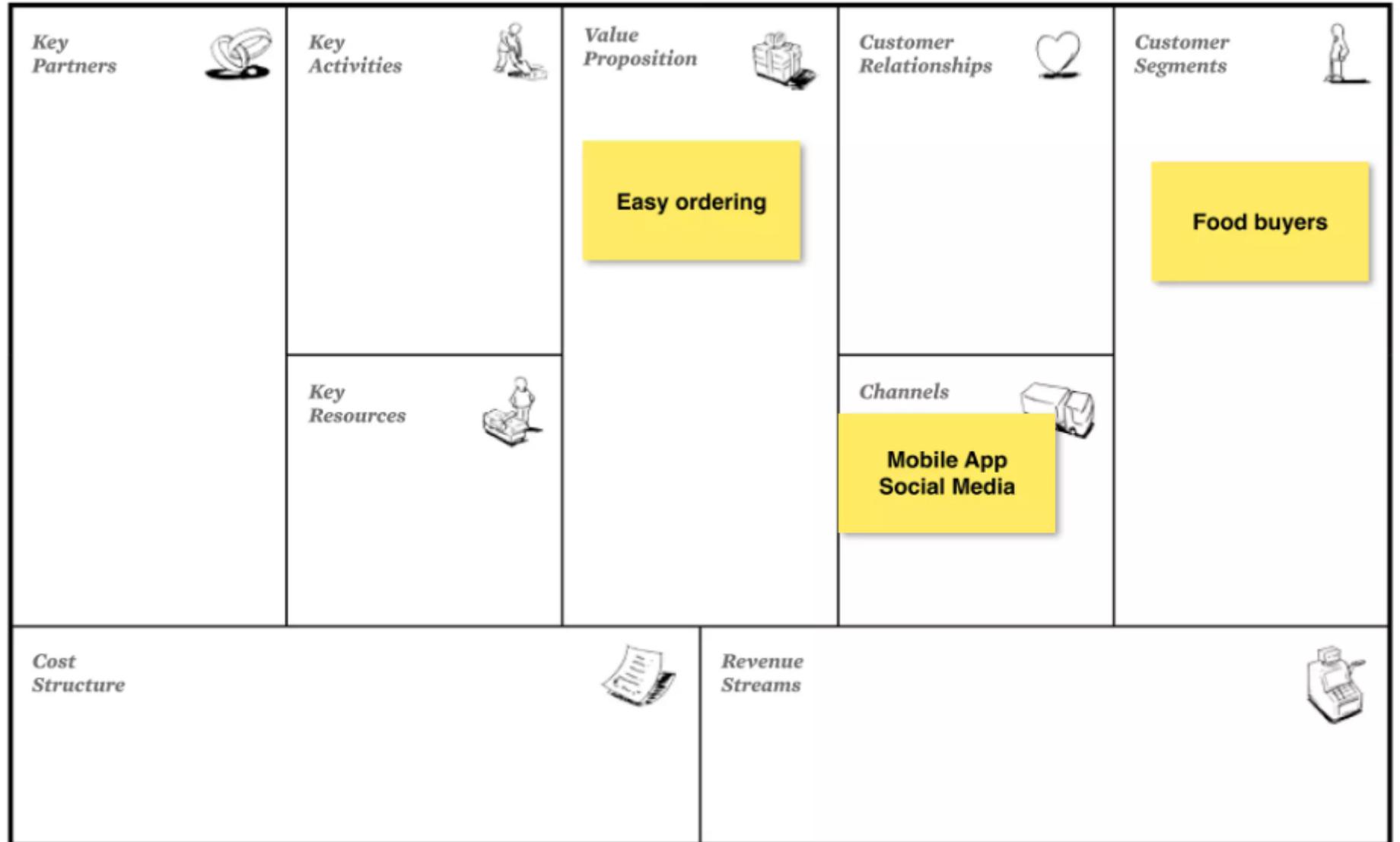
BMC



# Homework 02



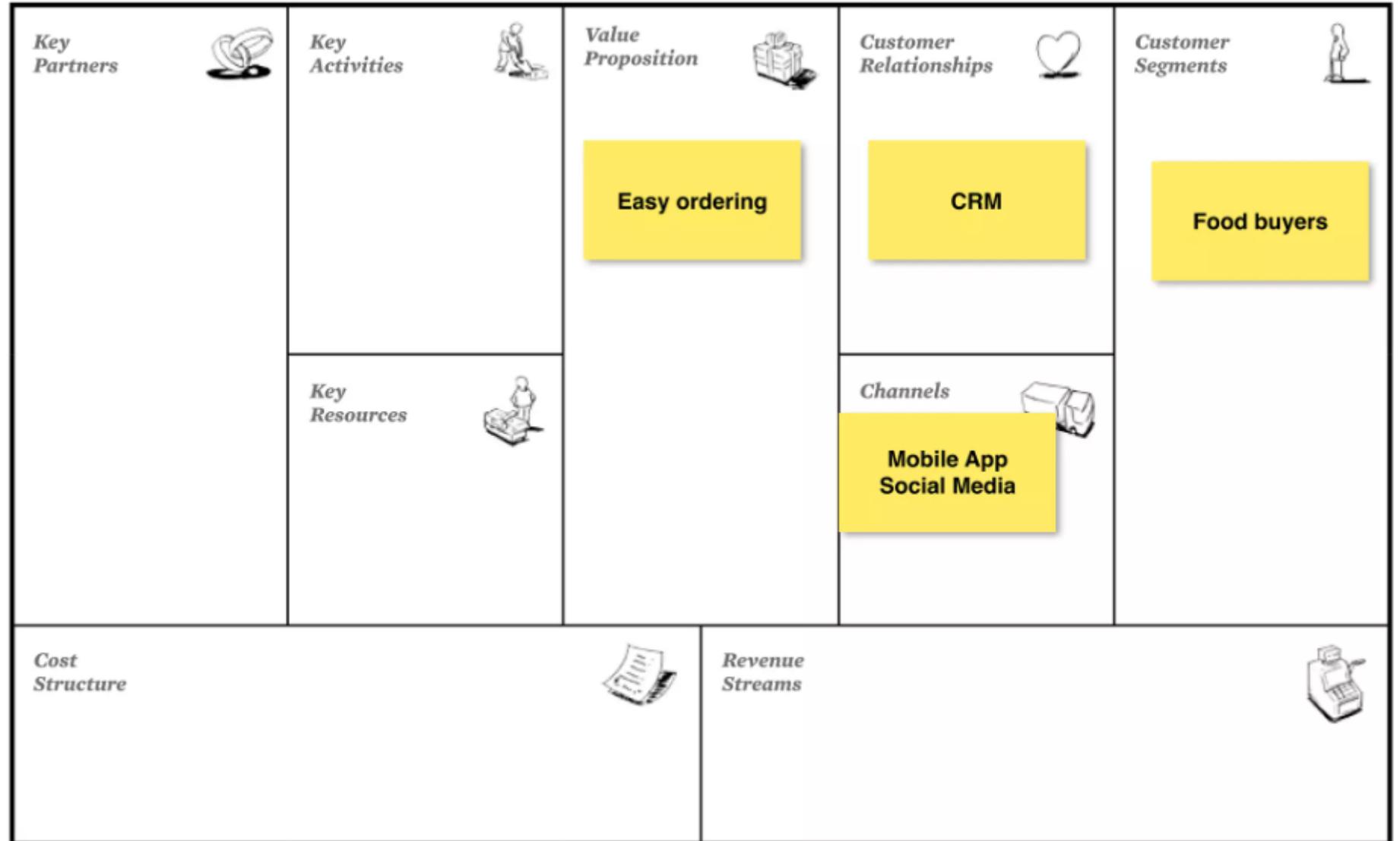
**BMC**



# Homework 02



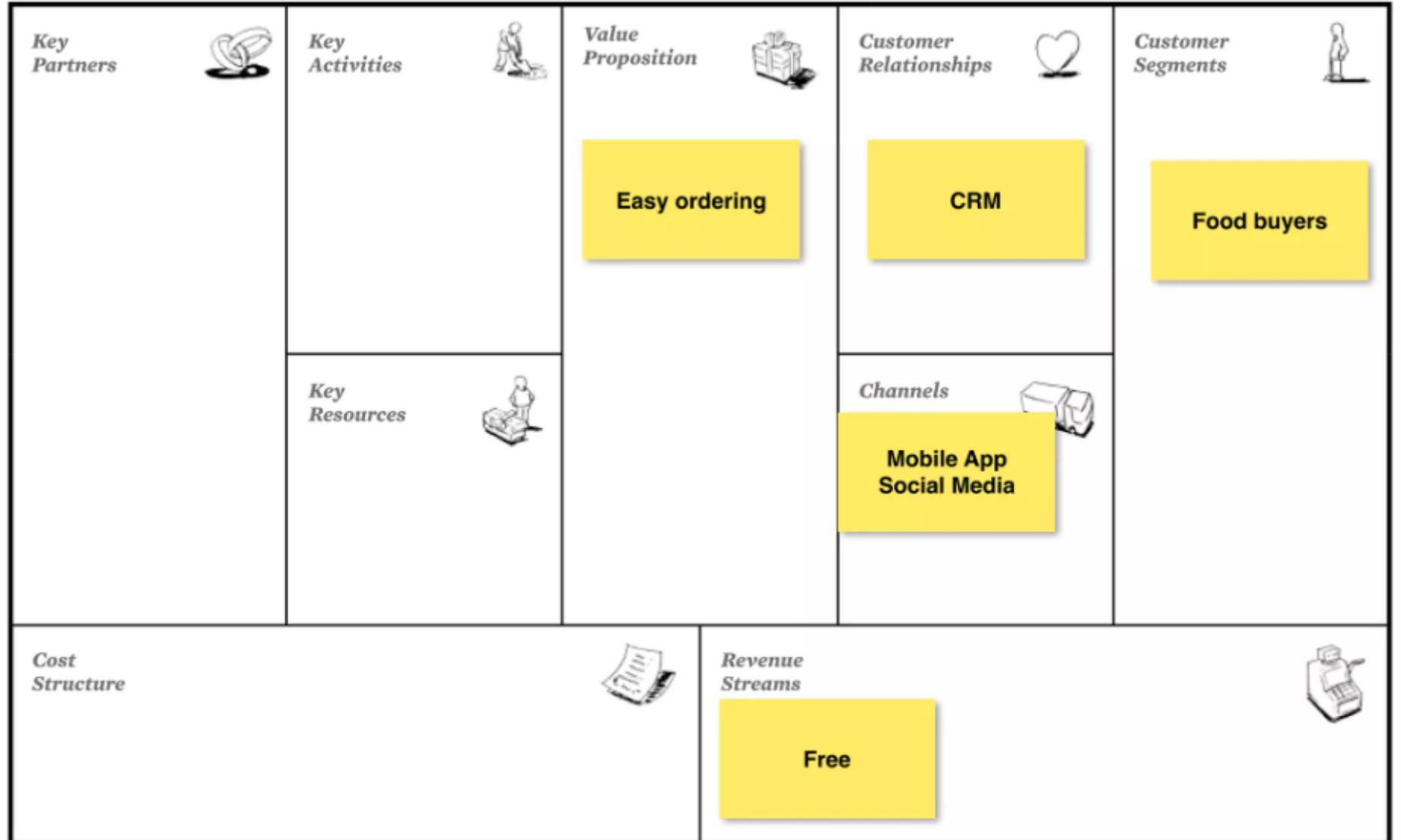
BMC



# Homework 02



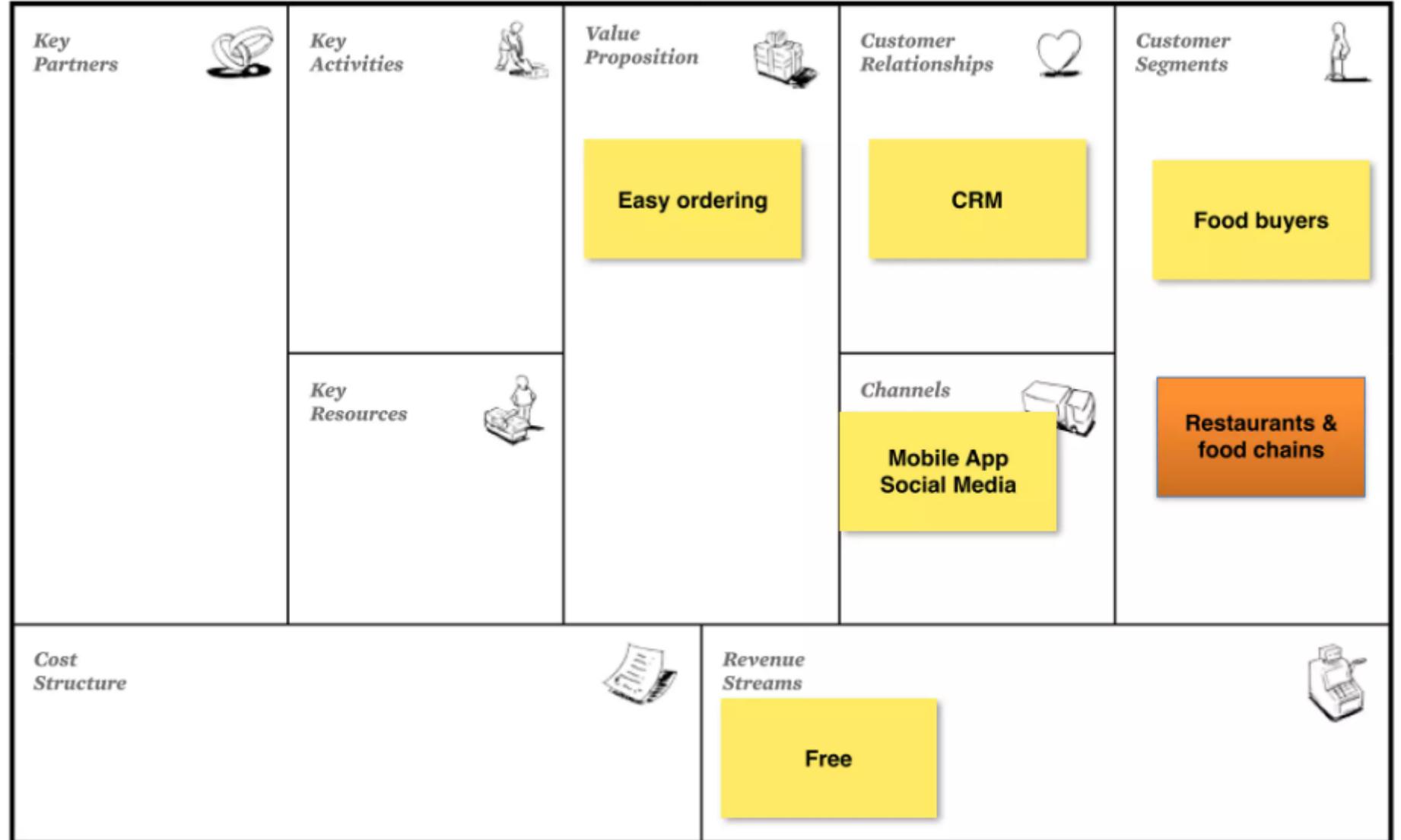
BMC



# Homework 02



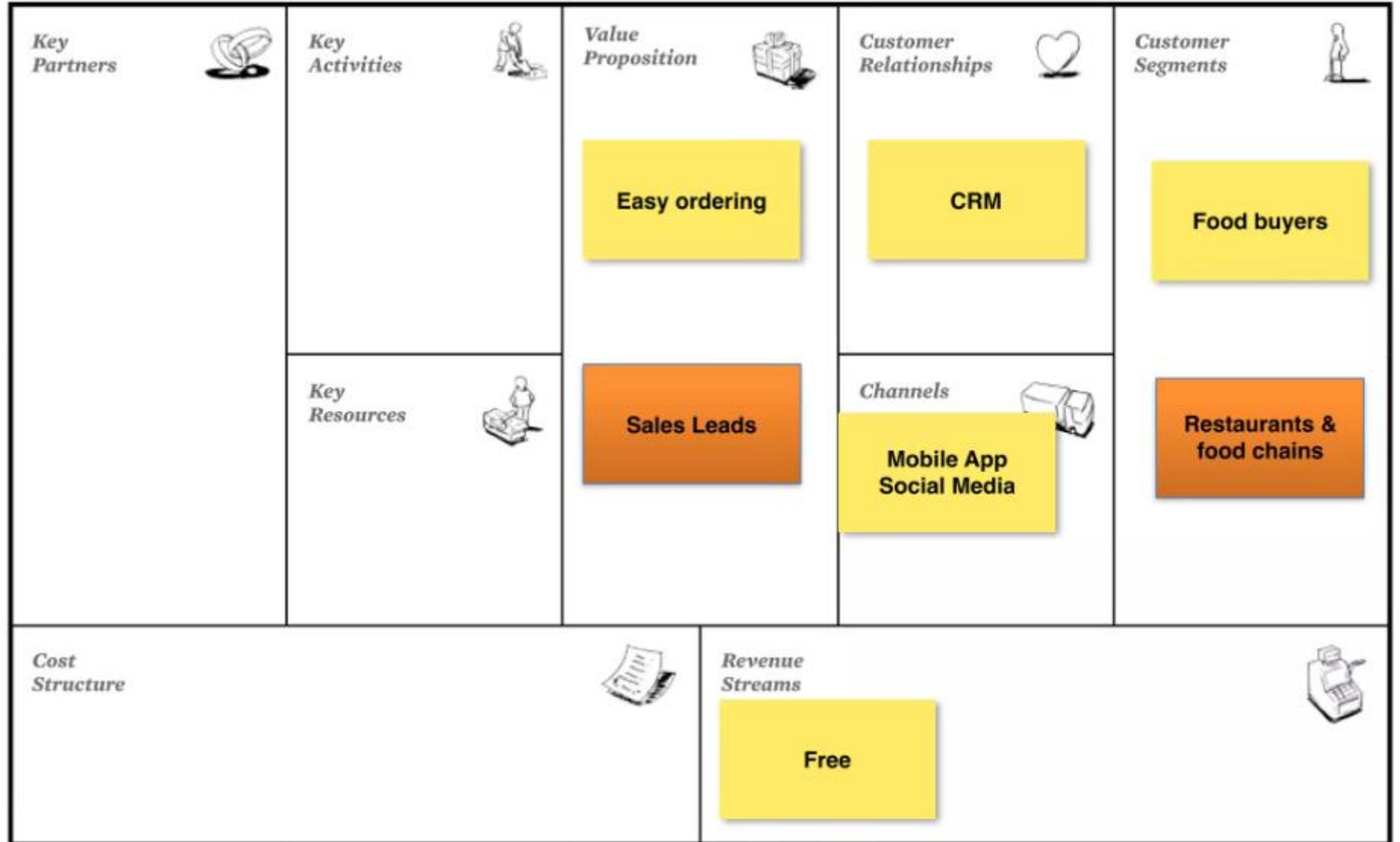
**BMC**



# Homework 02



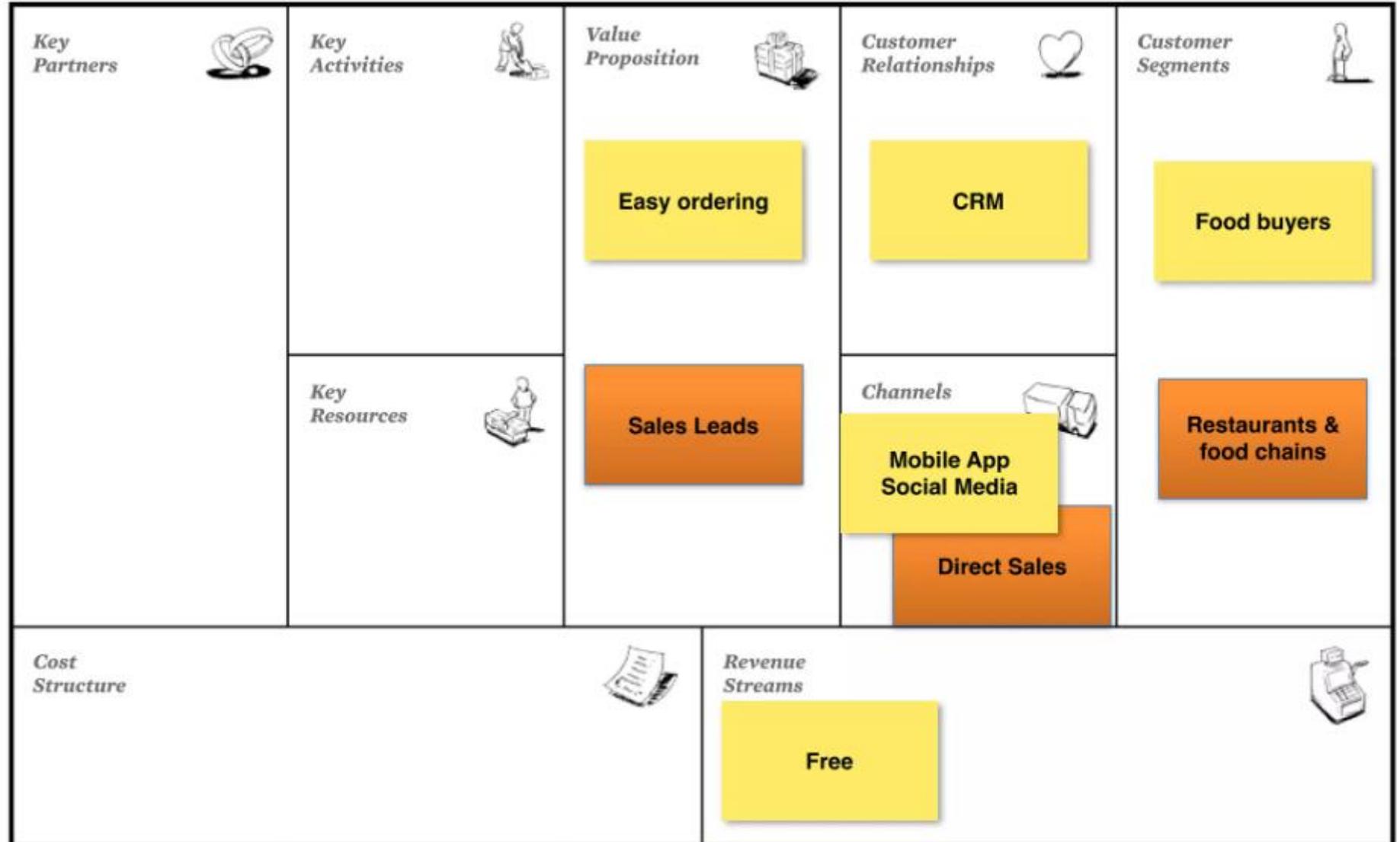
BMC



# Homework 02



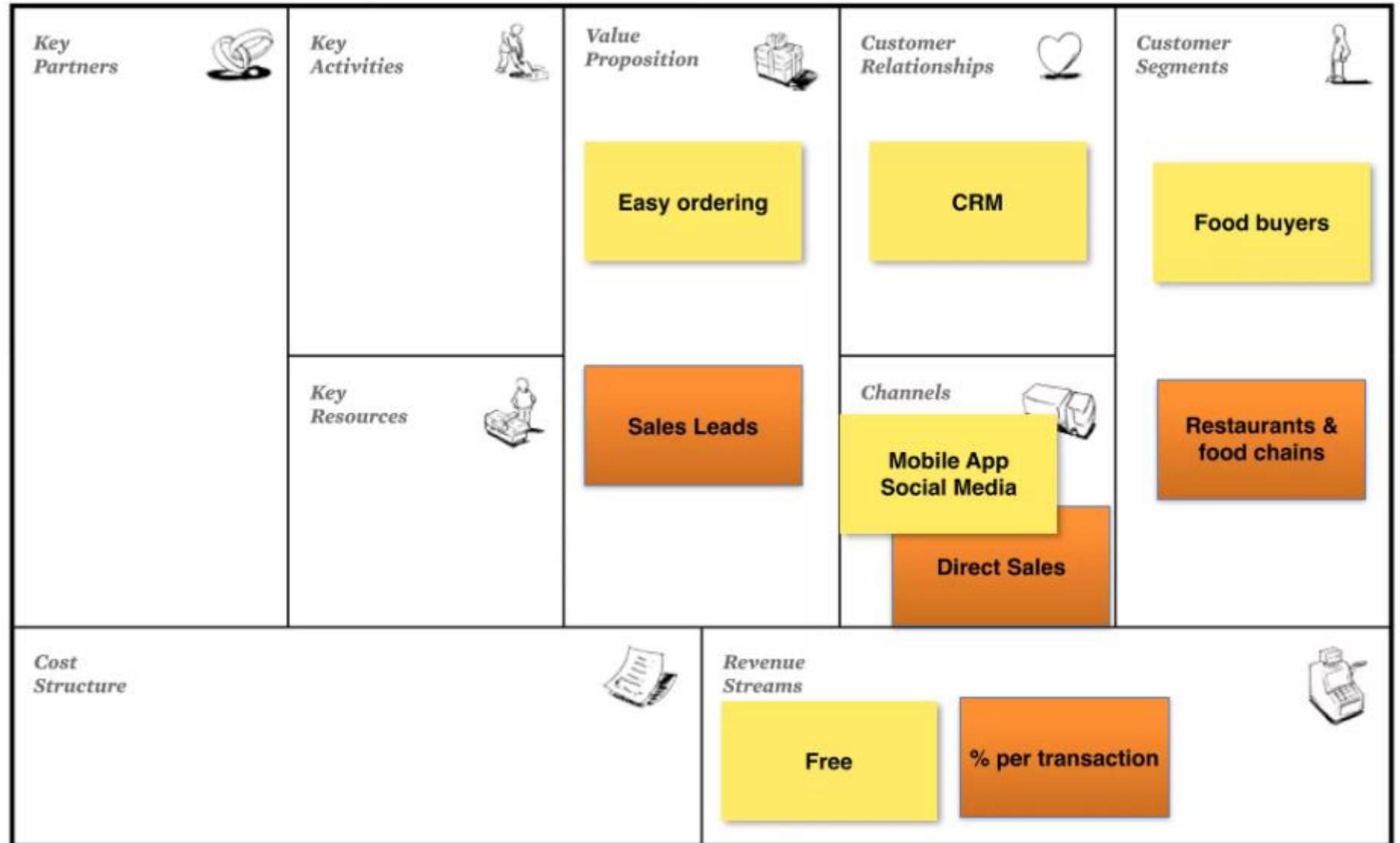
BMC



# Homework 02



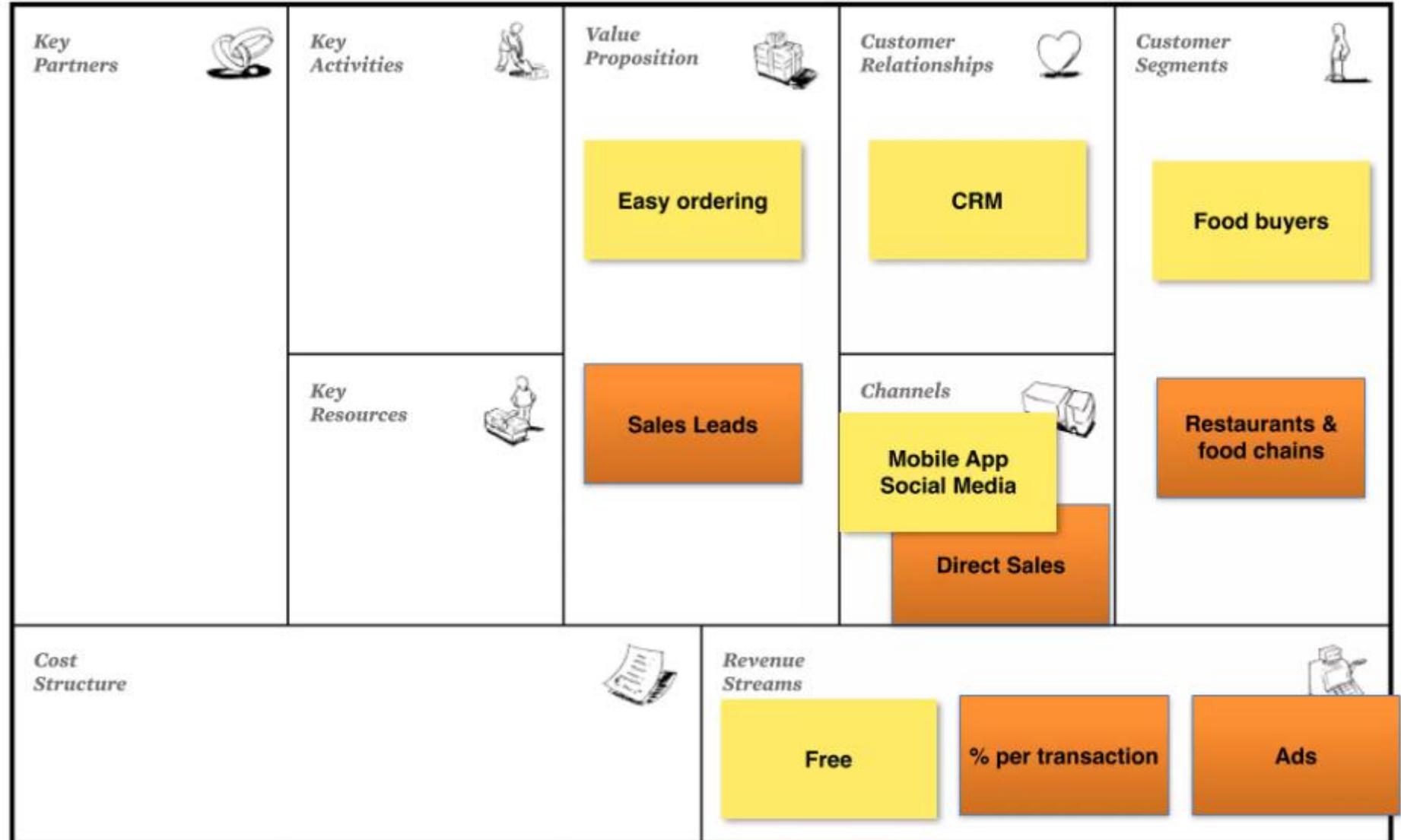
BMC



# Homework 02



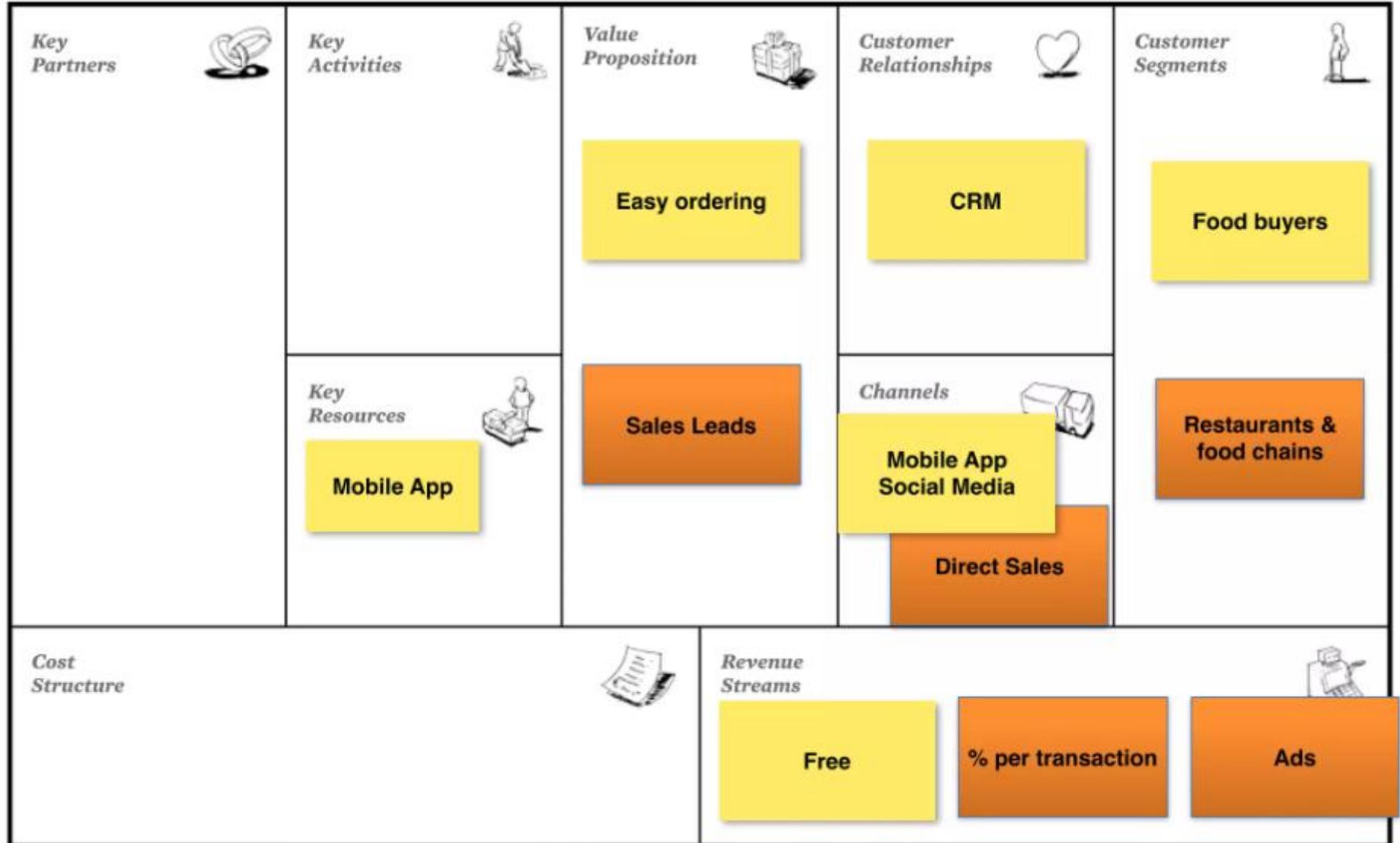
BMC



# Homework 02



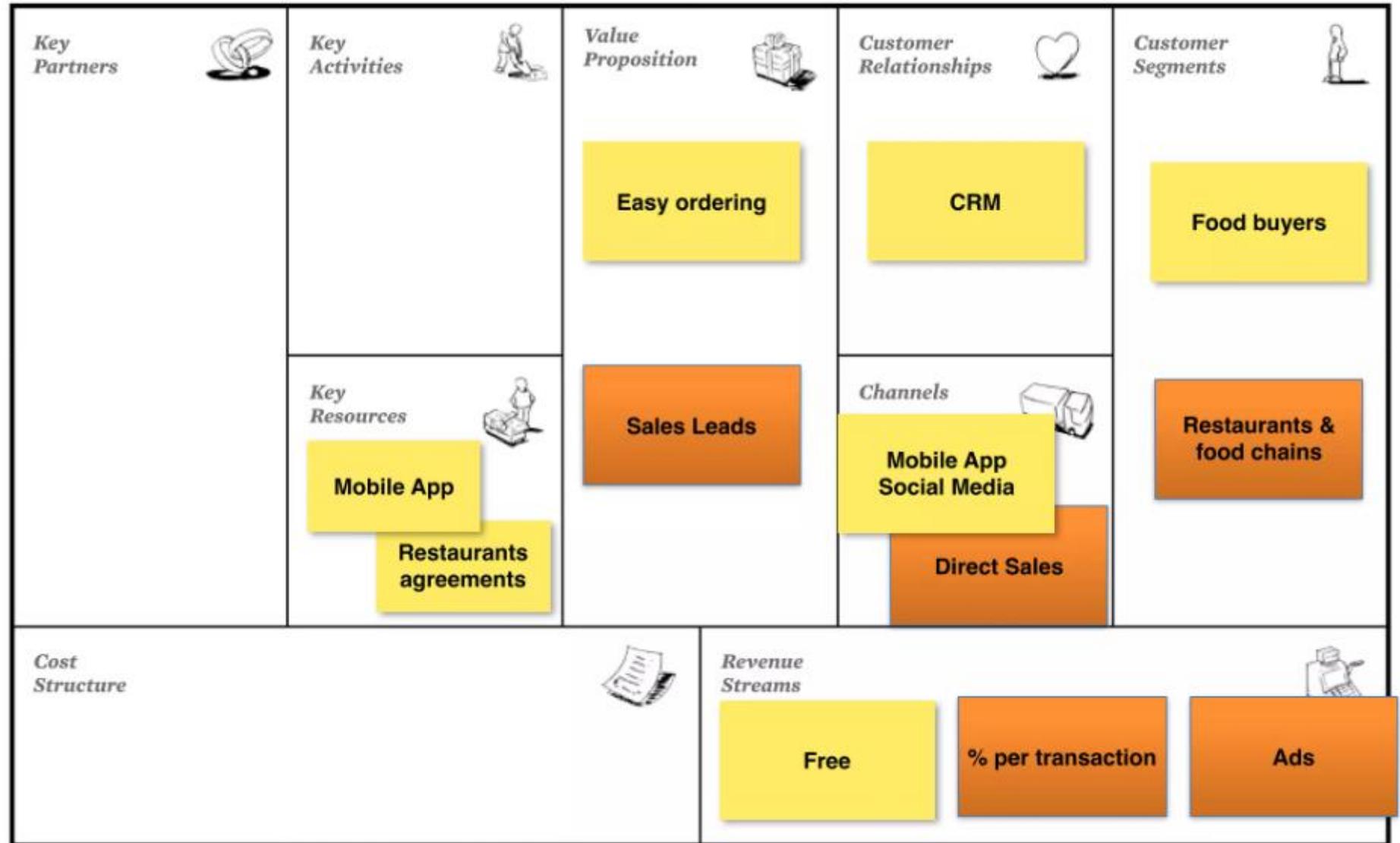
BMC



# Homework 02



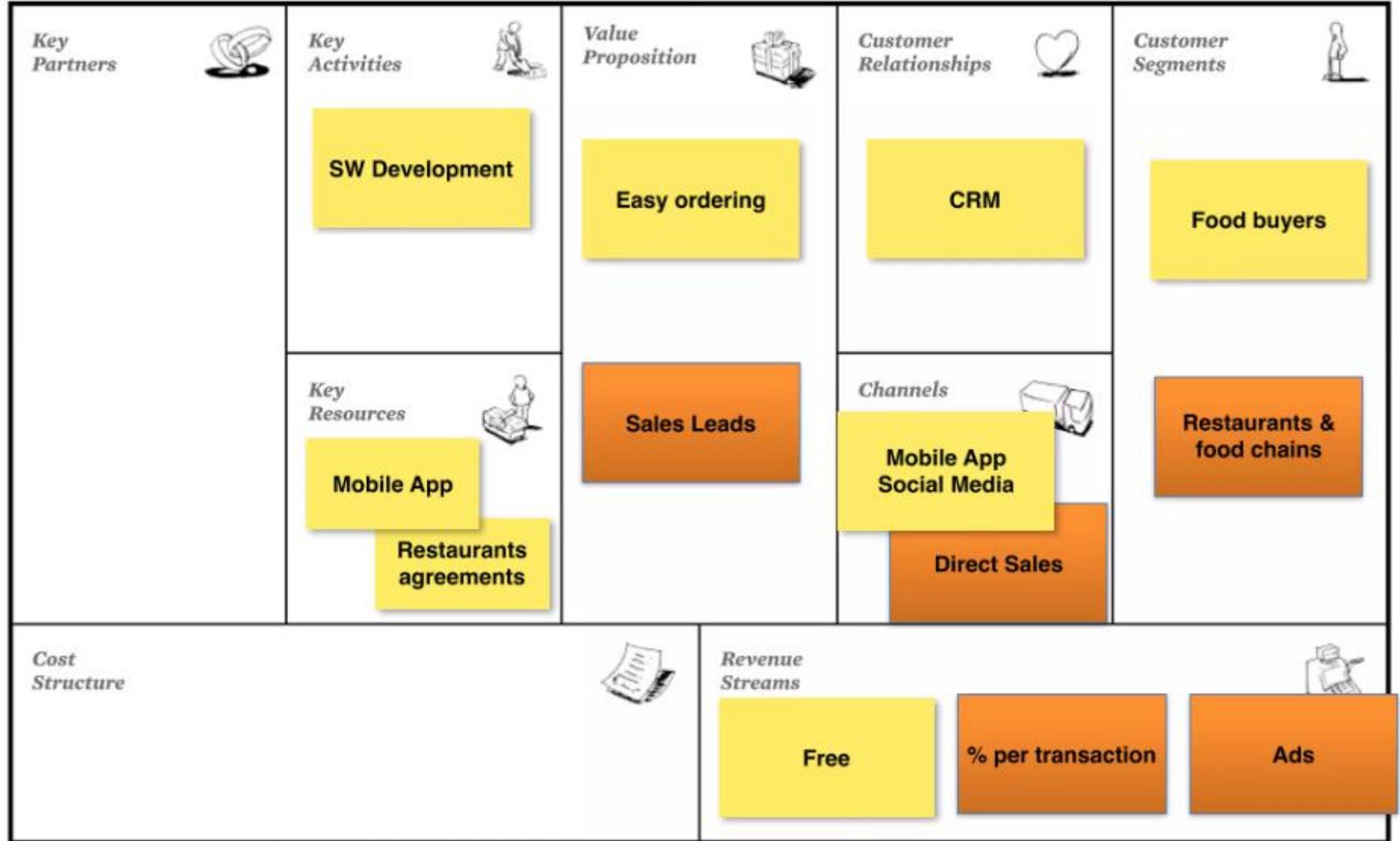
BMC



# Homework 02



BMC



# Homework 02



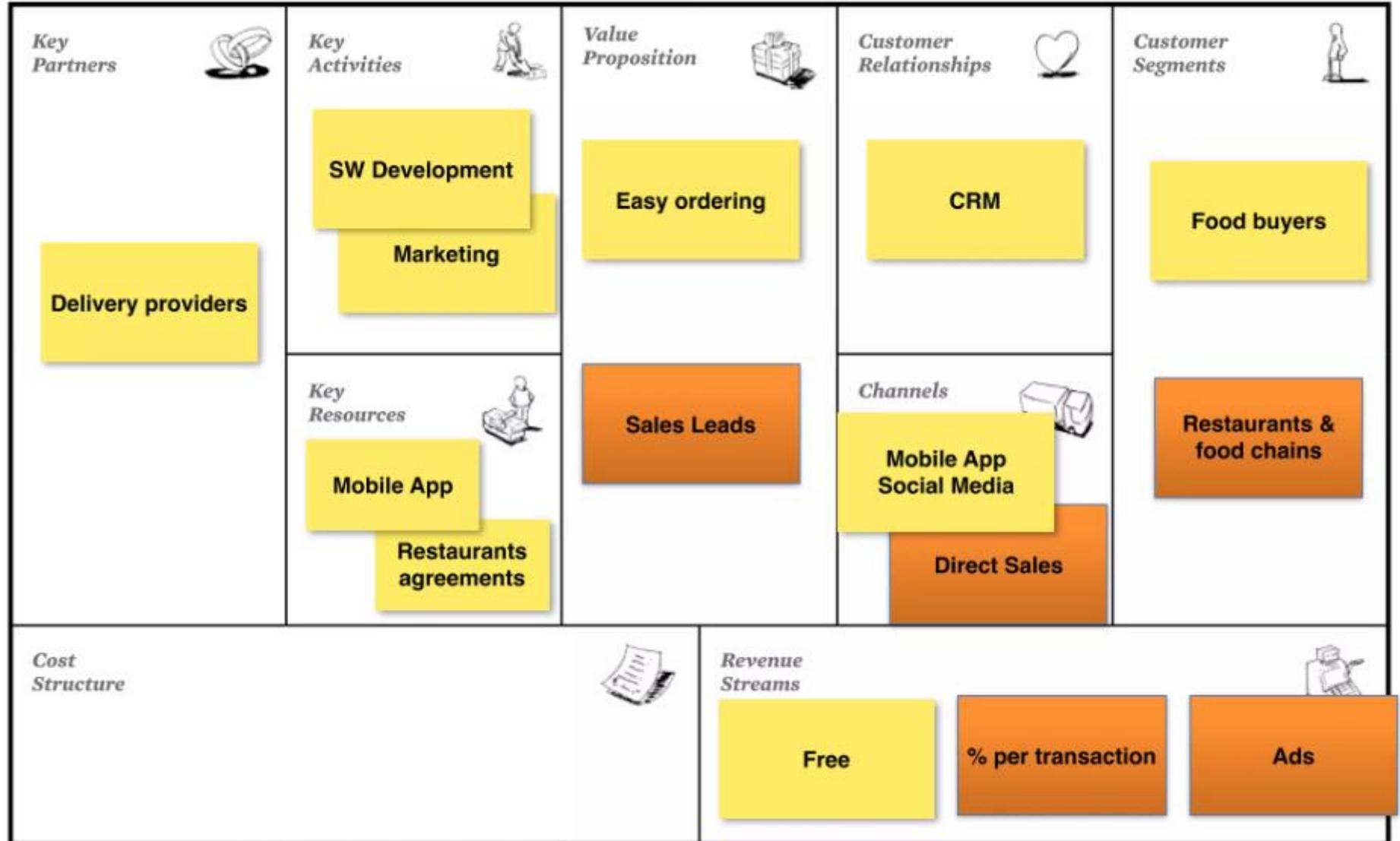
BMC



# Homework 02



BMC



# Homework 02



BMC



# Homework 02



BMC



# Homework 02



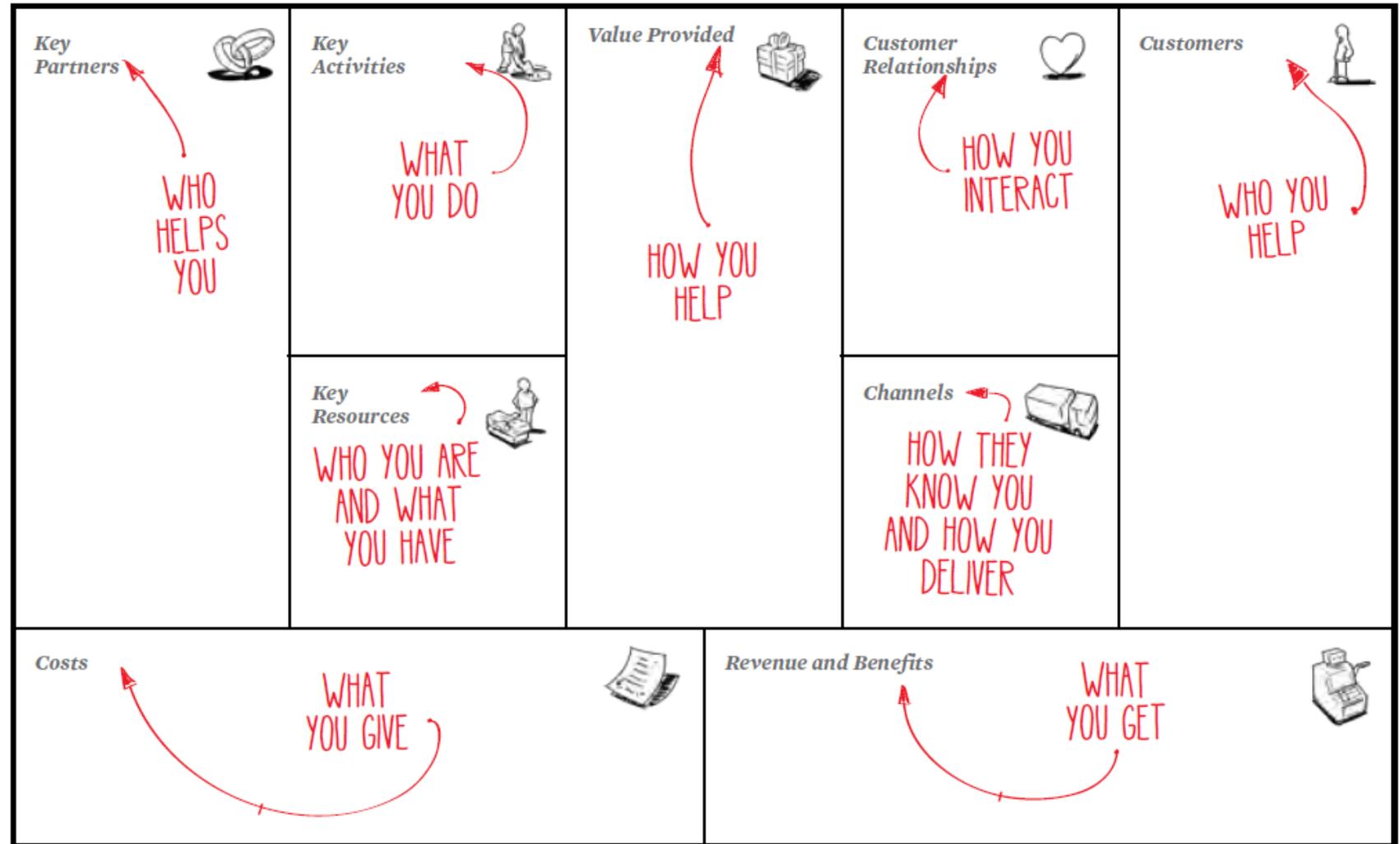
BMC



# Homework 02

PERSONAL

## The Business Model Canvas



BM<sup>Y</sup>

# Homework 02

## The Personal Business Model Canvas



BM<sup>Y</sup>

<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 &amp; what you have (Key Resources)</i></p> 		<p><i>How they know you &amp; how you deliver (Channels)</i></p> 	
<p><i>What you give (Costs)</i></p> 			<p><i>What you get (Revenue and Benefits)</i></p> 	