

Владимирский государственный университет

**MY SPECIALITY IS LOGISTICS
МОЯ СПЕЦИАЛЬНОСТЬ «ЛОГИСТИКА»**

**Учебное пособие по обучению чтению
и развитию навыков устной речи на английском языке**



Владимир 2026

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«Владимирский государственный университет
имени Александра Григорьевича и Николая Григорьевича Столетовых»

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Направлено на формирование у студентов умения логически мыслить, аргументированно и ясно строить устные и письменные высказывания на иностранном языке, корректно выражать собственную точку зрения в межличностном общении.

Предназначено для студентов вузов 2-го курса направления подготовки 43.03.01 «Сервис. Логистический сервис и управление цепями поставок» очной формы обучения. Может быть полезно в качестве справочника для студентов заочной формы обучения с элементами дистанционных образовательных технологий.

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PREFACE

Цель изучения пособия – развитие и совершенствование у обучающихся практических умений и навыков чтения и говорения в сфере профессионального общения. Издание призвано научить студентов быстро извлекать информацию при чтении, излагать содержание по-английски просто и понятно, самостоятельно делать сообщения, вести диалог на иностранном языке, обсуждать темы различного характера. Составлено в соответствии с требованиями к результатам освоения основных образовательных программ для студентов бакалавриата второго курса специальности 43.03.01 «Сервис. Логистический сервис и управление цепями поставок».

Структурная единица пособия – учебный модуль (Unit), который включает:

- базовый текст, содержащий основную смысловую информацию урока;
- комплекс упражнений, направленных на развитие навыков разговорной речи;
- творческие задания, формирующие умение выражать свое отношение к обсуждаемой проблеме;
- грамматические упражнения как для работы в аудитории, так и для самостоятельной работы.

Издание включает тексты как на общекультурную, так и на профессиональную тематику, нацеленные на освоение и закрепление специальной лексики по логистическому сервису и управлению цепями поставок. В плане языковой организации тексты, представленные в пособии, выдержаны в нейтральном стиле, имеют среднюю степень сложности.

Part I. THE IMPORTANCE OF LOGISTICS

Unit 1. INTRODUCTION TO LOGISTICS

I. Read and translate the text A.

WHAT IS LOGISTICS?

Logistics refers to the overall process of managing how resources are acquired, stored, and transported to their final destination. Logistics management involves identifying prospective distributors and suppliers and determining their effectiveness and accessibility. Logistics managers are referred to as logisticians. “Logistics” was initially a military-based term used in reference to how military personnel obtained, stored, and moved equipment and supplies. The goal of logistics management is to have the right amount of a resource or input at the right time, getting it to the appropriate location in proper condition, and delivering it to the correct internal or external customer. For example, in the natural gas industry, logistics involves managing the pipelines, trucks, storage facilities, and distribution centers that handle oil as it is transformed along the supply chain.

An efficient supply chain and effective logistical procedures are essential to reduce costs and to maintain and increase efficiency. Poor logistics leads to untimely deliveries, failure to meet the needs of clientele, and ultimately causes the business to suffer. One reason why large online retailer like Amazon have come to dominate the retail landscape is the overall innovation and efficiency of their logistics along every link of the supply chain. Manufacturing companies may choose to outsource the management of their logistics to specialists or manage logistics internally if it is cost-effective to do so. The tasks for which a logistician is responsible vary depending on the business. Primary responsibilities include overseeing and managing inventory by arranging for appropriate transportation and

adequate storage for the inventory. A qualified logistician plans out the logistics process and coordinates the steps as inventory and resources move along the supply chain. In business, logistics is the process of transporting and storing raw materials, finished goods, inventory, and other resources. Logistics in a business is typically made up of many components, including customer service, demand forecasting, warehousing, material handling, inventory control, order processing, and transportation. When a company optimizes its logistics, it improves efficiency along all points of the supply chain. Understanding how to get the right resource to the right place at the right time can be a differentiator for a business, adding value to the customer while at the same time cutting costs and boosting the bottom line.

(URL: <https://www.investopedia.com/terms/l/logistics.asp>)

II. Answer the following questions according to the text.

1. What is the primary goal of logistics management?
2. How did the term “logistics” originate, and what was its initial context?
3. What are some key components that make up logistics in a business?
4. Why is effective logistics important for reducing costs and increasing efficiency?
5. How do large online retailers like Amazon leverage logistics to dominate the retail landscape?
6. What responsibilities does a logistician typically have in a business?
7. In what ways can manufacturing companies manage their logistics?
8. How does optimizing logistics contribute to a company's overall success and customer satisfaction?

III. Translate the words and word combinations from Russian into English using the dictionary and memorize them.

Логистика; управление логистикой; ресурсы; приобретение; хранение; транспортировка; конечный пункт назначения; дистрибьюторы; поставщики; эффективность; доступность; цепочка поставок; трубопроводы; грузовики; хранилища; распределительные

центры; снижение затрат; эффективность; аутсорсинг; запасы; транспорт; складирование; обслуживание клиентов; прогнозирование спроса; оптимизация логистики.

IV. Translate the words and word combinations from English into Russian using the dictionary and memorize them.

Transportation logistics; efficient movement; goods; manufacturers; consumers; information systems; technologies; business operations; process automation; Transportation Management Systems (TMS); logistics software; cloud solutions; optimize routes; manage freight operations; control costs; GPS technologies; cargo tracking systems; real-time monitoring; vehicle locations; cargo conditions; logistics chain participants; data sharing platforms; electronic data interchange; demand forecasting; inventory optimization; analytical tools; big data; blockchain technologies; data security.

V. Make up your own sentences with the following words and word combinations.

Logistics; resources; acquisition; storage; transportation; final destination; distributors; suppliers; efficiency; availability; supply chain; pipelines; trucks; warehouses; cost reduction; efficiency; outsourcing; inventory; transport; warehousing; customer service; demand forecasting; logistics optimization; Transportation logistics; efficient movement; goods; manufacturers; consumers; information systems; technologies; business operations; process automation; Transportation Management Systems (TMS); logistics software; cloud solutions; optimize routes; manage freight operations; control costs; GPS technologies; cargo tracking systems; real-time monitoring; cargo conditions; logistics chain participants; data sharing platforms; electronic data interchange; demand forecasting; inventory optimization; analytical tools; big data; blockchain technologies; data security.

VI. Insert the missing words and word combinations.

1. Logistics ... the overall process of managing how resources ... acquired, stored, and transported ... their final
2. ... management involves identifying prospective ... and ... and determining their effectiveness and
3. Logistics ... are referred to as
4. “Logistics” was initially a ...-... term used in reference to how military ... obtained, ... , and moved equipment and... .
5. The ... of logistics management ... to have the ... amount of a resource or ... at the ... time, getting it to the appropriate ... in proper
6. For example, in the natural ... industry, logistics involves managing the ... , trucks, storage ... , and distribution ... that handle oil as it is transformed... the supply
7. An ... supply chain and effective ... procedures are essential to reduce... and to maintain and ... efficiency.
8. ... logistics leads to ... deliveries, ... to meet the needs of clientele, and ultimately causes the business to... .
9. One ... why large online ... like Amazon ... to dominate the retail landscape ... the overall innovation and efficiency of their logistics along every link of the
10. Manufacturing ... may choose to ... the management of their logistics to ... or manage logistics ... if it is cost-effective ... so.
11. The ... for which a logistician ... responsible vary depending the
12. ... responsibilities include ... and managing ... arranging for appropriate transportation and adequate... for the inventory.
13. A qualified ... out the logistics ... and coordinates the steps as inventory and ... move along the... .
14. In business, ... is the process of ... and storing ... materials, finished ... , inventory, and other
15. Logistics in a ... is typically made ... of many components, including ... service, demand ... , warehousing, material ... , inventory control, order processing, and... .
16. When a company ... its logistics, it improves ... along all points of the supply... .

VII. Translate into English the text B using the dictionary.

РОЛЬ ИНФОРМАЦИОННЫХ СИСТЕМ И ТЕХНОЛОГИЙ В ТРАНСПОРТНОЙ ЛОГИСТИКЕ

Транспортная логистика играет ключевую роль в обеспечении эффективного перемещения товаров от производителей к потребителям. В современном быстром мире использование информационных систем и технологий необходимо для успешной работы бизнеса. Одно из основных направлений применения ИТ – автоматизация процессов с помощью систем управления транспортом (TMS), таких как SAP и Oracle, которые оптимизируют маршруты, управляют грузовыми операциями и контролируют затраты.

Использование технологий GPS и систем отслеживания грузов позволяет осуществлять мониторинг местоположения транспортных средств и состояния грузов в реальном времени, повышая уровень обслуживания и минимизируя риски. Информационные системы также способствуют лучшему взаимодействию между участниками логистической цепи через платформы обмена данными, такие как EDI и API, сокращая время на переговоры и ускоряя доставку.

Аналитические инструменты и большие данные становятся все более важными для прогнозирования спроса и оптимизации запасов. Такие платформы, как Tableau и Microsoft Power BI, помогают компаниям анализировать данные о продажах и рыночные тенденции, позволяя более точно планировать и минимизировать затраты. Технологии блокчейн также применяют для обеспечения прозрачности и безопасности транзакций, снижения рисков мошенничества.

Несмотря на эти преимущества, внедрение ИТ в транспортную логистику сопряжено с трудностями, включая значительные инвестиции, необходимость обучения персонала и интеграции с существующими системами. Одна из важных проблем – безопасность данных, так как утечки информации могут иметь серьезные последствия. Тем не

менее эти технологии позволяют логистическим компаниям оптимизировать операции, улучшить удовлетворенность клиентов и сохранить конкурентное преимущество в глобальной экономике.

(URL: <https://www.enotes.com/topics/business-victor-cruz/questions/explain-role-information-system-logistics-604529>)

VIII. Be ready to give the summary of the text orally. Pay attention to the following expressions and using them make up your own sentences based on the text A.

The text deals with (the problem of)...

It touches upon...

The extract from the article is concerned with.

The article is about.

The text centres round the problem of...

The article focuses on the problem of.

According to the text...

According to the author...

It further says that...

According to the figures (data, information, opinions) from the text...

It is clear from the text that...

The problem of the text is of great importance...

To sum it up...

On the whole...

In conclusion it is possible to say that...

IX. Discuss the following statements.

1. Logistics is the part of supply chain management.

2. The resources managed in logistics may include tangible goods.

Name them.

3. Some logistics problems remain as troubling as ever.

4. What methods of studying science are used by logisticians?

5. Minimizing resource use is a common motivation in all logistics fields.

6. What specific features of logistics do you consider important in modern society?

X. Make up your own presentation on the topic: “What is the Logistics?”



GRAMMAR FOCUS

To Be и To Have, оборот There + To Be

Глагол *to be* в *Present*, *Past* и *Future Indefinite* имеет следующие формы.

Present Indefinite	Past Indefinite	Future Indefinite
I am	I был	I shall / will be буду
He } She } is It } есть	He } She } was It } была было	He } She } will be It } будет
We } You } are	We } You } were They } были	We } shall / will be You } will be They } будете будут

В вопросительном предложении глагол *to be* ставят перед подлежащим. Например: *was he in africa last year?* – Он был в Африке в прошлом году? *Where were you yesterday?* – Где вы были вчера?

Отрицательная форма глагола *to be* в *Present* и *Past Indefinite* образуется без вспомогательного глагола; отрицание *not* следует непосредственно за глаголом *to be*. Например: *the institute isn't far from the metro station* – Институт находится недалеко от станции метро.

Функции глагола *to be*

1. Перед обстоятельством, обычно выраженным наречием или существительным с предшествующим предлогом, выступает в роли смыслового глагола со значением «быть, находиться» (*His books were in the bag* – Его книги были в портфеле).

2. В сочетании с *Participle II* смыслового глагола употребляется для образования всех времен страдательного залога (*Passive Voice*) (*The work was finished in time* – Работу закончили вовремя).

3. В сочетании с *Participle I* смыслового глагола употребляется для образования глагольных времен *Continuous* и *Perfect Continuous* (*They are still waiting for him* – Они все еще ждут его); *They have been waiting for him since breakfast* – Они ждут его с завтрака).

4. В сочетании с инфинитивом другого глагола с частицей *to* имеет модальное значение долженствования и указывает, что действие должно иметь место в соответствии с намеченным планом (*The teacher is to come at five* – Преподаватель должен прийти в пять часов).

Глагол *To Have*

Глагол to have в *Present, Past* и *Future Indefinite* имеет следующие формы.

Present Indefinite	Past Indefinite	Future Indefinite
I у меня We у нас You } have у вас They } у них He у него She } has у нее It	I у меня We у нас You у вас They } had у них He у него She у нее It	I shall/will у меня We have у нас You у вас They у них He у него She } will have у нее It
} есть	} был	} будет

Вопросительная форма глагола *to have* может быть образована двумя способами.

1. Путем постановки глагола *to have* перед подлежащим (*Had you a lecture on philosophy yesterday? – У вас вчера была лекция по философии?*).

2. С помощью глагола *to do* (*Did you have a lecture on philosophy yesterday? – У вас вчера была лекция по философии?*).

Отрицательная форма глагола *to have* может строиться двумя способами.

1. При помощи отрицательного местоимения *no* (или отрицательной группы *not any*) перед существительным (*They have no car – У них нет машины; I have not any car – У меня нет машины*).

2. Обычным способом образования отрицательной формы глагола, т. е. при помощи вспомогательного глагола *to do* (*I did not have much work to do yesterday – Вчера у меня было немного работы*). В разговорной речи вместо *to have* очень часто употребляют *have, has got ('ve / 's got)* (*I've got a good car – У меня хорошая машина; Have you got an English dictionary? – У вас есть английский словарь? I haven't got an English dictionary – У меня нет английского словаря*).

Функции глагола *to have*

1. Перед существительным выступает в роли смыслового глагола со значением «иметь, обладать» (часто с *got*) (*They have (got) a house in the country – У них дом (они имеют дом) за городом*).

2. В сочетании с *Participle II* смыслового глагола употребляется для образования глагольных времен группы *Perfect* (*We have introduced a new system of work – Мы ввели новую систему работы*).

3. В сочетании с инфинитивом другого глагола с частицей *to* имеет модальное значение долженствования (часто переводится как «приходится, пришлось» и т. п.) (*I have to buy another newspaper – Я должен (мне придется) купить еще одну газету*).

Оборот *There + To Be*

Оборот *there + to be* имеет значение «есть, находится, имеется, существует». Глагол *to be* ставят в личной форме (*is, are, was, were, will be*) и согласуют с последующим именем существительным. Перевод таких предложений надо начинать с обстоятельства места или со сказуемого, если обстоятельство отсутствует (*There are many new books at the Institute library* – В институтской библиотеке много новых книг; *There are different methods of learning English words.* – Существуют различные методы (способы) заучивания английских слов).

В вопросительном предложении глагол в личной форме ставят на первое место перед *there* (*'Is there a school in your street?'* 'Yes, there is / No, there is not' – 'На вашей улице есть школа?' 'Да, есть / Нет'.
Общий вопрос: *Is there anything in the box?* **Специальный вопрос:** *What is there in the box?* **Разделительный вопрос:** *There are some people in the room, aren't there?*

GRAMMAR EXERCISES

1. Put the sentences into the Future and Past Tense changing the verb to be and using suitable adverbial modifiers of time: yesterday, tomorrow, next week, last month, next year, at 5 o'clock, etc.

1. Victor is free in the evening.
2. John is in America.
3. I am very busy.
4. She is at the lecture.
5. The child is 10 years old.
6. This work is interesting.
7. The expedition is in Africa.
8. The new film is long.
9. My mother is at home.
10. The workers are at the factory.
11. The students are at the Institute.

2. Make the sentences negative and interrogative.

1. You are students.
2. They will be engineers in five years.
3. My father is a very busy man.
4. I was at the University yesterday.
5. She will be free tomorrow.
6. The students are in the classroom now.
7. My sister is 15 today.
8. I was in Moscow yesterday.
9. Her work is very interesting.
10. He is from New York.
11. She is 16.
12. They are married.
13. Jane was ill last week.
14. I am a student.
15. It was cold last winter.

3. Explain the use of the verb to be in the sentences below and translate them into Russian.

1. They were at home last night.
2. He is a well known scientist.
3. They are to leave Moscow tonight.
4. The children were walking down the street.
5. She is an experienced teacher.
6. The letter will be posted at once.
7. He is in Kiev now.
8. We were to part that day.
9. The letter was written by the secretary.
10. They were to have arrived at seven o'clock.
11. The purpose of his visit was to negotiate for the purchase of timber.

4. Translate into English.

1. Ее нет здесь сейчас, она дома.
2. Его не было дома вчера вечером.
3. Он один из лучших врачей нашей больницы.
4. Его задача заключается в том, чтобы собрать материал по этому вопросу к 1 июня.
5. Он находится сейчас в Крыму.
6. Она будет там в пять часов.
7. Пароход должен прийти в 6 часов вечера.
8. Его брат инженер.
9. Я должен был встретиться с ним в 8 часов вечера.
10. Он будет рад вас видеть.

5. Explain the use of the verb to have in the sentences below and translate them into Russian.

1. She has come home. 2. He has a large family. 3. We have to leave home early, in the morning. 4. He had the letter typed. 5. He has dinner at home. 6. They had to complete their work on Monday. 7. We shall have plenty of fruit in the autumn. 8. He will have read the story by ten o'clock. 9. They will have the book you need in 5 days.

6. Translate into English.

1. У меня нет ее адреса. 2. У меня был вчера очень интересный разговор с профессором Д. 3. У него есть очень интересные книги по радио. 4. Я должен буду пойти туда еще раз. 5. У нас завтра будет собрание. 6. Я должен вставать теперь очень рано. 7. Вы вчера обедали в ресторане? 8. Есть ли у вас красный карандаш? 9. У меня не было времени навестить его вчера. 10. Нужно ли вам идти в библиотеку сегодня?

7. Put the sentences into the Future and Past Tense changing the verb to have and using suitable adverbial modifiers of time: yesterday, tomorrow, next week, last month, next year, at 5 o'clock, etc.

1. They have a big house in the country.
2. My friend has many interesting books.
3. His mother has a nice garden.
4. She has a good map of London.
5. We have a good dog.
6. I have a beautiful picture.
7. These students have five examinations.
8. His parents have a comfortable flat.
9. John had good work.
10. These pupils have four lessons every day.

8. Put the sentences into the Future and Past Tense changing the verb to be.

1. There are twelve students in our group.
2. There is a beautiful garden near the house.
3. There is a big blackboard in the classroom.
4. There is a letter for him on the table.
5. There are two lifts in the house.
6. There is a new stadium in the town.
7. There is a table in the middle of the room.
8. There is a hospital in the village.
9. Are there many sentences in this exercise?
10. Is there much work to do at home?
11. There are no pictures in the book.

9. Paraphrase according to the pattern using suitable forms of the verb to have.

Pattern: There are no books in his bag. – *He has no books in his bag.*

1. There is no TV-set in his room.
2. There are no mistakes in his dictation.
3. There is no garden near his house.
4. There are no pictures in her room.
5. There are no French books in her library.
6. There is no English newspaper on her table.
7. There is no coffee in my cup.
8. There is no telephone in my flat.
9. There are no maps on the walls of our classroom.
10. There is no sugar in Peter's tea.

10. Put general and special questions to the sentences below using any where it is necessary.

1. There is a tea-pot on the table.
2. There are some flowers in the vase.
3. There are some English books on the shelf.
4. There is somebody in the garden.
5. There is a lot of milk in the jug.
6. There are some mistakes in

your test. 7. There is some ink in your pen. 8. There are some pictures on the wall of the room. 9. There is some coffee in the cup. 10. There are six continents in the world. 11. There are a lot of flowers in the garden. 12. There is something in the box. 13. There are some new words in the text. 14. There is a lot of snow in the forest.

11. Translate into English using *there is / there are*; pronouns *any, some, no* and words formed from them.

1. В вашей семье есть дети? 2. На улице много народу. 3. В кувшине нет молока. 4. За вашим домом есть сад? 5. За вашим садом есть площадь, не так ли? 6. В вашем городе есть парки? 7. У вас есть вопросы? 8. На столе около окна стоят часы. 9. На полке мои книги и тетради. 10. В моем столе ничего нет. 11. В этом журнале есть что-нибудь интересное? 12. Что там на столе? Там стоят чашка и три стакана. 13. Есть кто-нибудь в соседней комнате? 14. На столе есть соль, но мало. 15. Времени нет.

12. Fill in the proper form of *to be* in present, past or future.

1. She travels a lot. Yesterday she ... in Paris. Today she ... in London. Tomorrow she ... in New York.
2. ... you at home yesterday?
3. ... you ... at home tomorrow?
4. I ... in Great Britain last week.
5. '... you ready yet?' 'Not yet. I ... ready in five minutes.'
6. The weather ... nice today.
7. My sister is going away for a few days, so she ... at home tomorrow
8. I ... a pupil. I go to school.
9. ... You in the country last summer?
10. It's Tom's birthday next Sunday. He ... 11.
11. I ... cold. Can you close the window, please?
12. You may visit Jane tomorrow. She ... busy.
13. Where ... Ann yesterday?
14. My brother and I ... good tennis players. We like to play tennis very much.
15. '... the soup ... ready soon?' 'Yes, it ... ready in a few minutes.'

13. Fill in is, are, was, were.

1. There ... three people in the photo.
2. There ... a woman, a man and their child in our garden now.
3. There ... an exhibition in our town last month.
4. I didn't like the hotel because there ... a lot of furniture in the room.
5. He was thirsty but there ... no drinks in the fridge.
6. The furniture was very old, there ... two chairs and a table in the room.
7. She is at her office now. There ... a lot of people waiting to see her.
8. Today there ... a lot of snow on the ground.
9. There ... some chicken and fish in the fridge now.
10. ... there any furniture in the room?
11. ... somebody in the kitchen now.
12. There ... no one on the roof of the house at the moment.
13. There ... no flowers in our garden last summer.
14. There ... a sports centre near our house.
15. There ... 26 letters in the English alphabet.

14. Fill in is / are / was / were / have / has.

1. Tom ... lost his note-book.
2. This bridge ... built ten years ago.
3. ... you finished your work yet?
4. This town is always clean. The streets ... cleaned every day.
5. Where ... you born?
6. I ... just made some coffee. Would you like some?
7. Cheese ... made from milk.
8. This is a very old photograph. It ... taken a long time ago.
9. Mike ... bought a new car.
10. ... Ann working today?

Unit 2. INNOVATIONS IN LOGISTICS

I. Read and translate the text A.

INNOVATION PATH OF LOGISTICS FORMATS BASED ON 5G TECHNOLOGY

In recent years, with the popularization of artificial intelligence and the rapid development of communication technologies, the logistics industry is constantly improving and optimizing. In order to improve delivery efficiency and reduce transportation costs, from warehousing, transportation to delivery, all logistics links are integrated with advanced technology, which greatly improves the quality of logistics and level of services. According to the data released by the China Federation of Logistics and Purchasing, China's total logistics cost to GDP ratio has been declining from 2014 to 2017, which shows that China's logistics industry has achieved certain results in reducing costs and increasing efficiency. However, compared with developed countries, China's total logistics cost to GDP ratio in 2017 is 14.6 %, still much higher than the US 7.2 % in the same period, and also higher than the global level of 11.7 %, so we can see that Chinese logistics industry has a huge space in reducing costs and increasing efficiency.

With the deep integration of the traditional logistics industry and the technical means represented by the IoT, cloud computing, blockchain and artificial intelligence, the era of smart logistics has arrived. Smart logistics is a feasible and effective development mode of modern logistics, which can greatly reduce the cost of manufacturing industry, logistics industry and other industries and promote industry upgrading. The development of the above technologies is inseparable from the support of high-level communication technologies, and the development of 5G has provided support for the implementation of products based on the above technologies. At present, the predecessors studied the concept, basic functions and implementation framework of smart logistics, as well as the promotion effect of IoT, big data and cloud computing on the development of smart logistics.

(URL: <https://www.scirp.org/Journal/paperinformation?paperid=95766>)

II. Answer the following questions according to the text.

1. What is the main technological driver explored for innovating logistics formats in the article?
2. According to the China Federation of Logistics and Purchasing data, what happened to China's total logistics cost to GDP ratio between 2014 and 2017?
3. How did China's 2017 logistics cost to GDP ratio (14.6 %) compared to the United States (7.2 %) and the global average (11.7 %)?
4. What does the comparison of logistics cost to GDP ratios indicate about the Chinese logistics industry?
5. Which four technologies, besides 5G, are mentioned as driving the deep integration leading to the "era of smart logistics"?
6. What are the two main benefits attributed to smart logistics for industries like manufacturing and logistics itself?
7. What is the relationship between technologies like IoT, cloud computing, blockchain, AI, and high-level communication technologies (like 5G) according to the text?
8. What specific contribution does the development of 5G make, as stated in the passage?
9. What aspects of smart logistics did previous research focus on studying?
10. What key technology's role in enabling smart logistics does the text imply was a primary focus of previous research mentioned?

III. Translate the words and word combinations from Russian into English using the dictionary and memorize them.

Менеджер по логистике; логистическая сеть; транспортировка грузов; заключение контрактов; инфраструктура доставки; анализ каналов поставки; планирование логистики; управление складскими операциями; таможенное оформление; руководство персоналом; менеджмент; управление персоналом; сбытовая логистика; логистика запасов и складирования; логистические операции; логистические системы; логистические функции; автотранспортная перевозка; железнодорожная перевозка; государственное регулирование транспортно-экспеди-

ционной деятельности; таможенное законодательство; международные законы в логистике; маркировка и упаковка грузов; речная перевозка; пломбировка грузов; размещение и крепление товаров; системы мониторинга; авиаперевозка; навыки ведения переговоров; знание иностранных языков; психология общения.

IV. Translate the words and word combinations from English into Russian using the dictionary and memorize them.

Sustainable logistics; eco-friendly logistics; concept; approach; focuses; reducing; environmental impact; supply chain management; processes; integrating; eco-friendly practices; technologies; minimize; carbon emissions; energy consumption; waste generation; negative environmental effects; associated with; transportation; warehousing; packaging; distribution operations; primary goal; achieve sustainability; balancing; economic efficiency; ecological responsibility; traditional logistics; prioritize; cost; speed; places equal emphasis; environmental preservation; social responsibility; seeks; innovative solutions; address; environmental challenges; ensuring; efficient flow; flow of goods; suppliers; customers.

V. Make up your own sentences with the following words and word combinations.

Research; innovation path; logistics formats; 5G technology; artificial intelligence; communication technologies; delivery efficiency; reducing transportation costs; delivery; logistics links; advanced technology; quality of logistics; level of services; China federation of logistics and purchasing; total logistics cost; GDP ratio; reducing costs and increasing efficiency; developed countries; deep integration; IoT; cloud computing; blockchain; era of smart logistics; smart logistics; feasible and effective development mode; modern logistics; cost of manufacturing industry; industry upgrading; high-level communication technologies; implementation of products; predecessors; basic functions; implementation framework; promotion effect; big data.

VI. Insert the missing words and word combinations.

1. In recent years, with the popularization of ... and the rapid development of ... technologies, the logistics industry is constantly improving and optimizing.

2. In order to improve delivery efficiency and reduce ..., from warehousing, transportation to delivery, all logistics links are integrated with ... technology.

3. This greatly improves the quality of logistics and level of

4. According to the data released by the China Federation of Logistics and Purchasing, China's total logistics cost to ... ratio has been declining from 2014 to 2017.

5. China's total logistics cost to GDP ratio in 2017 is ... %, still much higher than the US ... % in the same period.

6. We can see that Chinese logistics industry has a huge space in reducing ... and increasing

7. With the deep integration of the traditional logistics industry and the technical means represented by the ..., cloud computing, blockchain and artificial intelligence, the era of ... logistics has arrived.

8. Smart logistics is a feasible and ... development mode of modern logistics.

9. It can greatly reduce the cost of manufacturing industry, logistics industry and other ... and promote industry

10. The development of the above technologies is inseparable from the support of high-level ... technologies.

11. The development of 5G has provided support for the implementation of ... based on the above technologies.

12. At present, the predecessors studied the ..., basic functions and implementation framework of smart logistics.

13. They also studied the promotion effect of ..., big data and ... computing on the development of smart logistics.

14. At present, the predecessors studied the concept, basic functions and ... framework of smart logistics.

15. The development of 5G has provided support for the implementation of products based on the above

VII. Translate into English the text B using the dictionary.

«ЗЕЛЕНАЯ» ЛОГИСТИКА

В эпоху, когда экологические проблемы вышли на передний план глобальных дискуссий, компании по всему миру осознают настоятельную необходимость перехода к устойчивым практикам. Логистика – «становой хребет» цепочек поставок; это та сфера, которая привлекает повышенное внимание в последние годы.

«Зеленая» логистика, также известная как устойчивая логистика или экологичная логистика, – это концепция и подход, направленные на снижение негативного воздействия на окружающую среду процессов логистики и управления цепями поставок.

«Зеленая» логистика предполагает внедрение экологичных практик и технологий для минимизации выбросов углерода, потребления энергии, образования отходов и других негативных экологических последствий, связанных с операциями транспортировки, складирования, упаковки и дистрибуции.

Основная цель «зеленой» логистики – достижение устойчивости за счет баланса экономической эффективности и экологической ответственности. В то время как традиционная логистика часто отдает приоритет стоимости и скорости, «зеленая» логистика уделяет равное внимание сохранению окружающей среды и социальной ответственности. Она ищет инновационные пути для решения экологических проблем, одновременно обеспечивая эффективное перемещение товаров от поставщиков к потребителям.

(URL: <https://www.detrack.com/blog/green-logistics/>)

VIII. Be ready to give the summary of the text orally. Pay attention to the following expressions and using them make up your own sentences based on the text A.

The text deals with (the problem of)...

It touches upon...

The extract from the article is concerned with.

The article is about.

The text centres round the problem of...

The article focuses on the problem of.

According to the text...

According to the author...

It further says that...

According to the figures (data, information, opinions) from the text...

It is clear from the text that...

The problem of the text is of great importance...

To sum it up...

On the whole...

In conclusion it is possible to say that...

IX. Discuss the following statements.

1. The origin of the term “Logistics”.
2. The future of Green Logistics.
3. Why do scientists and practitioners traditionally use the terms “operational” or “production” management?
4. The rapid development of communication technologies in the logistics industry.
5. An efficient supply chain and effective logistical procedures are essential to reduce costs and to maintain and increase efficiency.
6. One of the main applications of IT is the automation of processes using transport management systems.

X. Make up your own presentation on the topic: “The origin of the term “Logistics””.



GRAMMAR FOCUS

The Indefinite Tenses

The Present Indefinite (Simple) Tense

The Present Simple широко используют в устной речи и употребляют:

1) для выражения обычных, регулярных, повторяющихся или постоянных действий в настоящем времени, факта (*The sun rises every morning; Penguins live in the Antarctica*).

Часто употребляются обстоятельства времени, выражающие частоту и повторность действия (*always, often, usually, regularly, every day etc.*): или редкую повторяемость и ее отсутствие (*never, seldom, sometimes etc.*): *We often go to the movies on Sundays; My friend sometimes lends me his book;*

2) выражения мыслей и чувств (*I think so, I like it*). Во фразах типа *I promise, I agree, etc. (I promise I'll pay you back);*

3) выражения заранее намеченных действий в ближайшем будущем, по расписанию, программе, главным образом с глаголами *to leave, to start, to come, to return, to go, to arrive etc.*: *What time does your train leave tomorrow? The match starts at half past seven; The new supermarket opens this Friday.*

В утвердительных предложениях используют *глагол в форме инфинитива без частицы to*. Если подлежащее 3-го лица единственного числа (*he, she, it*), то к форме глагола-сказуемого присоединяют окончание *-es/-s*. Например:

I / We / You / They	drive / work / do
He / She / It	drives / works / does

Вспомогательный глагол *do / does* используют в вопросительных и отрицательных предложениях.

Question			Negative		
<i>Do</i>	I / we / you / they	<i>work?</i> <i>drive?</i>	I / We / You / They	<i>don't</i>	<i>work</i> <i>drive</i>
<i>Does</i>	he / she /it	<i>do?</i>	He / She / It	<i>doesn't</i>	<i>do</i>

GRAMMAR EXERCISES

1. Fill in *am / is / are*:

1. I ... an English student.
2. His name ... George Brown.
3. Mr. and Mrs. Brown ... his father and mother.
4. My brother's name ... Benny, and my sister's names ... Betty and Rose.
5. We ... members of one family.
6. ... Helen married?
7. ... they married?
8. Mr. Sandford ... Betty's brother-in-law.
9. How old ... you? – I ... eighteen.
10. What ... you all? – We ... all students.
11. ... your girl-friends students.

12. ... Betty's school-mates kind and jolly?
13. His companions ... well-bred.
14. ... Benny eager to have a dog?
15. She ... a naughty child.
16. I ... eager to have a girl-friend.
17. I ... two years younger than my cousin.
18. He ... as young as his boyfriend.
19. My niece ... eighteen months old.

2. Put the verb in the brackets into the correct form of the Present

Simple.

1. Ann ... doesn't drink (*not / drink*) tea very often.
2. What time (*the library / close*) here?
3. I've got a computer, but I (*not / use*) it much.
4. Where (*your friend / come*) from? He's British.
5. What (*you / do*)? I'm a tutor.

3. Translate into English.

1. Моя семья обычно обедает в ресторане.
2. Наши друзья всегда пьют кофе на завтрак.
3. Днем у нее масса работы.
4. Я занимаюсь английским по вечерам.
5. Мы никогда не едим мясо.

4. Make the sentences negative and interrogative.

1. He goes to school every day.
2. My sister works here.
3. They eat a lot.
4. We work every day.
5. He comes from Germany.

6. They live in the USA.
7. He plays football every day.
8. His father works at an office.

5. Complete the sentences by putting in the verbs. Use positive or negative meanings of the Present Simple.

Pattern: Claire is very sociable. *She (know) **knows** lots of people.*

We've got plenty of chairs, thanks. We (*not / want*) **don't want** any more.

1. My friend is finding life in Paris a bit difficult. He (*not / speak*) French.
2. Most students live quite close to the college, so they (*walk*) there.
3. I've got four cats and two dogs. I (*love*) animals.
4. No breakfast for Mark, thanks. He (*not / eat*) breakfast.
5. What's the matter? You (*not / look*) very happy.

6. Put the verb into the correct form. Write sentences about yourself.
Use always / never / often / sometimes / usually.

Pattern: Watch television. – *I never watch television / I usually watch television in the evening (etc.)*

1. Read in bed.
2. Get up before 7 o'clock.
3. Go to university / by bus.
4. Drink coffee.
5. Watch soap operas.

Unit 3. SUPPLY CHAIN MANAGEMENT

I. Read and translate the text A.

LOGISTICS

Logistics, in business, the organized movement of materials and, sometimes, people. The term was first associated with the military but gradually spread to cover business activities.

Logistics implies that a number of separate activities are coordinated. In 1991 the Council of Logistics Management, a trade organization based in the United States, defined logistics as: “the process of planning, implementing, and controlling the efficient, effective flow and storage of goods, services, and related information from point of origin to point of consumption for the purpose of conforming to customer requirements.” The last few words limit the definition to business enterprises. Logistics also can be thought of as transportation after taking into account all the related activities that are considered in making decisions about moving materials.

In some firms, all these activities are placed within a single logistics department; in others, they are shared among departments. The firm’s logistics department also is responsible for logistics management, control, and planning. The firm may contract with an outside party to perform specific logistics services; this practice is referred to as third-party logistics.

The phrase business logistics is often associated with firms that have large volumes of products to move, such as appliance manufacturers or retail chain stores. Service industries also have logistic concerns, however. Banks with automatic teller machines must keep them supplied with currency and paper forms and must collect deposits. Television networks operate many vehicles to help collect the news; and, at a major sports event, broadcasters may have several dozen vehicles present. Governments and nonprofit organizations also have logistics programs. Some of the most challenging logistics assignments have been associated with the military buildup in the dispute

between the United Nations and Iraq in 1990 – 1991 and in the famine relief efforts in Ethiopia and other African nations in the 1980s.

(URL: <https://www.britannica.com/money/logistics-business>)

II. Answer the following questions according to the text.

1. What is the original context in which the term “logistics” was first associated?
2. How did the Council of Logistics Management define logistics in 1991?
3. What is the key limitation in the Council of Logistics Management’s definition of logistics?
4. How can logistics be described in terms of transportation?
5. How do different firms organize their logistics activities within their departments?
6. What responsibilities does a firm’s logistics department typically have?
7. What is meant by “third-party logistics”?
8. Which types of businesses are most commonly associated with business logistics?
9. How do service industries, such as banks or TV networks, deal with logistics?
10. What are some examples of large-scale logistics challenges faced by governments and nonprofit organizations?

III. Translate the words and word combinations from Russian into English using the dictionary and memorize them.

Управление цепями поставок; транспортировка грузов; складское хранение; оптимизация маршрутов; доставка «точно в срок» (Just-in-Time); логистические издержки; грузоперевозки; инвентаризация товаров; таможенное оформление; мультимодальные перевозки; логистический оператор; распределительные центры; управление запасами; трекинг грузов; логистическая инфраструктура; аутсорсинг

ЛОГИСТИКИ; ИСКУССТВЕННЫЙ ИНТЕЛЛЕКТ В ЛОГИСТИКЕ; АВТОМАТИЗАЦИЯ СКЛАДОВ; ЛОГИСТИЧЕСКИЕ РИСКИ; ГЛОБАЛЬНЫЕ ПОСТАВКИ; ЛОГИСТИЧЕСКИЙ ПРОВАЙДЕР; ЛОГИСТИЧЕСКОЕ СНАБЖЕНИЕ; ЗАПАСЫ; ЛОГИСТИЧЕСКАЯ СТРАТЕГИЯ; «ЗЕЛЕНАЯ» ЛОГИСТИКА (ЭКОЛОГИЧНАЯ); ЛОГИСТИЧЕСКИЕ ТЕХНОЛОГИИ.

IV. Translate the words and word combinations from English into Russian using the dictionary and memorize them.

Logistics and supply chain management; businesses around the world; move products between countries; latest tools and technologies; warehouse operations; storing and moving goods; make warehouses work better; smart robots; robotic arms; self-driving carts; sorting machines; big data systems; enormous amounts of information; best ways to arrange items; order more stock; paperless documents (EDI); automatically creating shipping labels; sending orders digitally; updating inventory records; warehouse drones; check high shelves; count inventory; find lost items; Internet of Things (IoT); smart sensors; track products in real time; monitor temperature; alert managers immediately; 3D printing; print replacement parts; custom packaging; reduce storage needs.

V. Make up your own sentences with the following words and word combinations.

Logistics and supply chain management; business connectivity; global operations; cultural differences in trade; fast-moving environment; warehouse efficiency; cost reduction strategies; smart robotics implementation; automated picking systems; autonomous material handling; high-speed sorting solutions; big data analytics; inventory optimization; demand forecasting; electronic data interchange; digital order processing; real-time inventory updates; drone-assisted warehousing; aerial stock monitoring; lost item recovery; IT integration; smart warehouse sensors; temperature-controlled logistics; instant alert systems; additive manufacturing applications; on-demand spare parts; customized packaging solutions; inventory space optimization; third-party logistics providers;

military logistics history; humanitarian supply chains; retail logistics demands; banking cash logistics; media event logistics; government logistics programs.

VI. Insert the missing words and word combinations.

1. The ... and supply chain management are constantly ... fields that connect ... around the world.

2. Every day, companies move different ... between countries with various ... and ways of working.

3. To stay successful in this fast-moving ... , businesses need to use the latest ... and technologies.

4. Warehouse ... play a huge role in this process.

5. In fact, storing and moving ... can be one of the most expensive parts of running a

6. That's why smart companies are always looking for new ways to make their ... work better and cost less.

7. This paper explores the most exciting new ... that are transforming how warehouses operate.

8. The paper doesn't just describe these technologies – it also compares their ... and challenges.

9. Logistics, in business, the organized movement of ... and, sometimes, people.

10. The term was first associated with the ... but gradually spread to cover business

11. Logistics implies that a number of separate ... are coordinated.

12. The last few words limit the definition to business

13. In some firms, all these activities are placed within a single logistics ... ; in others, they are shared among

14. The firm may contract with an outside party to perform specific logistics services; this practice is referred to as ... logistics.

15. The phrase business logistics is often associated with firms that have large volumes of ... to move.

16. Service industries also have logistic ... , however.

17. Banks with automatic teller machines must keep them supplied with ... and paper forms and must collect

18. Television networks operate many ... to help collect the news.

19. Governments and nonprofit organizations also have logistics

VII. Translate into English the text B using the dictionary.

ЛОГИСТИКА И УПРАВЛЕНИЕ ЦЕПОЧКАМИ ПОСТАВОК

Логистика и управление цепочками поставок – это постоянно меняющиеся области, которые связывают компании по всему миру. Каждый день компании перемещают различные продукты между странами с разными культурами и способами работы. Чтобы оставаться успешными в этой быстро меняющейся среде, им необходимо использовать новейшие инструменты и технологии.

Складские операции играют огромную роль в этом процессе. Фактически хранение и перемещение товаров может быть одной из самых затратных частей ведения бизнеса. Вот почему многие компании всегда ищут новые способы заставить свои склады работать лучше и приносить меньше затрат. В последнее время получили распространение новые технологии, которые преобразуют работу складов.

1. *Умные роботы* больше не научная фантастика! В настоящее время на складах используют:

– роботизированные руки, которые могут подбирать и упаковывать товары;

– самоходные тележки, которые перемещают товары;

– сортировочные машины, которые организуют товары быстрее людей.

2. *Системы больших данных*. Современные склады генерируют огромные объемы информации:

– о том, какие товары перемещаются быстрее всего;

- лучших способах размещения товаров;
- том, когда заказывать больше товаров.

3. *Безбумажные документы* (EDI) – технология, устраняющая беспорядочную бумажную работу за счет:

- автоматического создания транспортных этикеток;
- отправки заказов между компаниями в цифровом виде;
- мгновенного обновления записей об инвентаре.

4. *Складские дроны*, способные:

- проверять высокие полки за считанные секунды;
- подсчитывать инвентарь без лестниц;
- находить потерянные товары на больших объектах.

5. *Интернет вещей* (IoT). Интеллектуальные датчики, размещенные по всему складу, могут:

- отслеживать продукты в режиме реального времени;
- температуру для чувствительных товаров;
- немедленно оповещать менеджеров о проблемах.

6. *3D-печать* позволяет:

- печатать сменные детали по запросу;
- создавать индивидуальную упаковку;
- сводить к минимуму необходимость хранить дополнительные компоненты.

(URL: <https://blog.emb.global/logistics-and-supply-chain-management/>)

VIII. Be ready to give the summary of the text orally. Pay attention to the following expressions and using them make up your own sentences based on the text A.

The text deals with (the problem of)...

It touches upon...

The extract from the article is concerned with.

The article is about.

The text centres round the problem of...

The article focuses on the problem of.

According to the text...

According to the author...

It further says that...

According to the figures (data, information, opinions) from the text...

It is clear from the text that...

The problem of the text is of great importance...

To sum it up...

On the whole...

In conclusion it is possible to say that...

IX. Discuss the following statements.

1. Warehouse operations play a huge role in the logistics process.
2. Logistics is a dynamically developing industry, rich in both challenges and opportunities for current and future logistics managers.
3. Increasing logistics requirements is one of the key challenges for the industry.
4. Discuss products that provide customers with control over delivery.

X. Make up your own presentation on the topic: "Increasing logistics requirements is one of the key challenges for the industry".



GRAMMAR FOCUS

The Adjective and Adverb

Прилагательное – часть речи, выражающая качество или свойство предмета (явления, лица). В английском языке прилагательные не изменяются ни по числам, ни по падежам, ни по родам и переводятся в соответствии с родом, числом и падежом существительного, к которому относятся (*a young man* – молодой человек; *a young woman* – молодая женщина; *young people* – молодые люди). В предложении прилагательное выполняет роль определения или именной части сказуемого. В функции определения прилагательное стоит перед определяемым словом, а в функции составной части сказуемого – после глагола-связки (*He used a new method in his work* – Он использовал новый метод в своей работе. *This method is new* – Этот метод – новый). Некоторые прилагательные (*present* – присутствующий; *dependent* – зависящий; *essential* – существенный; *different* – различный; *able* – способный) в функции именной части составного сказуемого переводят на русский язык соответствующим глаголом (*Water is always present in the air* – Вода всегда присутствует в воздухе).

Наречие – это часть речи, указывающая на признак действия или качества. По форме наречия делятся на две группы: простые (*here* –

здесь, сюда, *now* – теперь, *soon* – скоро и др.) и производные. Последние образуются от прилагательных или других частей речи при помощи суффикса *-ly* (*easily* – легко, *daily* – ежедневно). Некоторые наречия совпадают по форме с прилагательными, но часто отличаются от них по значению (*long* – длинный, долгий и *long* – давно; *very* – самый, тот самый и *very* – очень; *only* – единственный и *only* – только; *far* – далекий и *far* – далеко; *hard* – трудный; и *hard* – упорно).

Некоторые наречия, образованные от прилагательных при помощи суффикса *-ly*, также отличаются по значению от соответствующих прилагательных (*real* – настоящий и *really* – действительно; *direct* – прямой и *directly* – сразу, непосредственно; *hard* – трудный и *hardly* – едва; *ready* – готовый и *readily* – быстро, легко; *large* – большой и *largely* – очень, в основном, главным образом).

Некоторые наречия имеют две формы: одну без суффикса, совпадающую с прилагательным, другую с суффиксом *-ly*. Последние часто не совпадают по значению с соответствующими прилагательными.

Прилагательные	Наречия без суффикса	Наречия с суффиксом
Hard – трудный	Hard – упорно	Hardly – едва, очень, чрезвычайно
High – высокий	High – высоко	Highly – очень, крайне, чрезвычайно
Wide – широкий	Wide – широко	Widely – очень, значительно
Near – близкий	Near – близко	Nearly – почти
Late – поздний	Late – поздно	Lately – недавно, за последнее время
Close – близкий	Close – близко, рядом	Closely – тщательно, внимательно

GRAMMAR EXERCISES

1. Choose between the adverb and the adjective given in the brackets to complete the sentences.

1. It is (*correct / correctly*).
2. Spell the word (*correct / correctly*).

3. You know it (*well / good*).
4. Of course it is (*well / good*).
5. It is (*cold / coldly*) in the room.
6. Don't look so (*cold / coldly*) at me.
7. I can do it (*easy / easily*).
8. I always worry if you come home (*late / lately*).
9. You are tired. You mustn't work so (*hard / hardly*).
10. She looks just (*wonderful / wonderfully*) in that new dress.
11. I can't hear the actors (*well / good*) from the last row.
12. I think it a (*real / really*) good play.
13. This soup makes me feel (*bad / badly*).
14. The actress is speaking (*soft / softly*), but I can hear her (*clear / clearly*).
15. The roses will (*sure / surely*) smell (*sweet / sweetly*).
16. The victim of the accident looked (*helpless / helplessly*) across the road.

2. Give the comparative and the superlative degree of the following adjectives.

Thin, joyful, yellow, free, comfortable, polite, shy, dry, just, recent, free, narrow, deep, wicked, right, real, sweet, grey, complete, glad, happy, strong-willed, good-natured, wide-spread, far-fetched, kind-hearted, broad-minded, well-known.

3. Add the missing forms of the adjectives and adverbs.

Positive	Comparative	Superlative
Well		
	Worse	
		Farthest
		Best
	Older	
Near		
		Biggest
	Happier	
Little		

4. Translate into Russian.

1. He thought he was the happiest man in the world.
2. The new car is more comfortable than the previous one.
3. The Neva is wider and deeper than the Moskva River.
4. Last year he spent less time on English than this year.
5. The sooner they finish the construction of the plant the better.
6. The book is not so interesting as you think.
7. The more time you spend in the open air the sooner you will recover after your illness.
8. He has much more free time than I have.
9. Tom runs fast. Dick runs faster, but Harry runs fastest.
10. This road is the worst I've ever travelled over.
11. If you listen to the teacher more attentively you'll understand better.
12. Tennis and football are the games I like best.
13. This is the hottest day we have had for several weeks.
14. Smiles is the longest word in the English language because there is a mile between two "s".
15. Yesterday was hotter than any other day we had this summer.

5. Use the suitable form of the adjectives given in the brackets.

1. Kate is (*young*) than Mary.
2. John is the (*clever*) boy in the class.
3. The weather is (*dull*) today than it was yesterday.
4. London is one of the (*big*) cities in the world.
5. This sentence is (*difficult*) than the first one.
6. My dog is as (*good*) as yours.
7. His dog is (*good*) than yours.
8. Her dog is the (*good*) of the three.
9. The cat is much (*happy*) in her new home.
10. My cold is (*bad*) today than it was yesterday.
11. This mountain is the (*high*) in Europe.
12. This piece of homework is as (*bad*) as your last one.
13. This piece of homework is (*bad*) than your last one.
14. This piece of homework is the (*bad*) you have ever done.
15. Richard is not as (*tall*) as Tom.
16. Tom is (*tall*) than Richard.
17. Tom is the (*tall*) boy in the class.
18. Athens is (*far*) from London than Rome is.
19. Jack is (*rich*) than Richard, but I don't think he is (*happy*) than Richard.
20. Summer is (*warm*)

than winter. 21. Robert and Paul are the (*noisy*) boys that I know. 22. Boys are always (*noisy*) than girls. 23. Summer is the (*warm*) of the four seasons. 24. Winter in London is (*foggy*) than in Paris.

6. Translate into English.

1. Последний поезд прибывает в полночь.
2. Моя сестра на два года старше меня.
3. Этот текст гораздо труднее, чем тот, который мы переводили на днях.
4. Комната хорошая, но все же не такая, как мне бы хотелось.
5. Я не так молод, как Вы.
6. Этот мальчик – старший сын моего старейшего друга.
7. Скажите, пожалуйста, где ближайшая остановка автобуса?
8. Ждите дальнейших распоряжений.
9. Эта проблема не так серьезна, как Вам кажется.
10. Ваша сестра очень талантлива. Пожалуй, самая талантливая из молодых художников.
11. Сибирь – один из самых богатых регионов нашей страны.
12. Нам нужен стол поменьше, так как комната небольшая.
13. Вам нужны обои посветлее, тогда Ваша комната будет не такой мрачной.
14. Я читала обе статьи. Первая значительно интереснее второй.
15. Ей столько же лет, сколько мне, хотя она и выглядит значительно моложе.
16. Чем внимательнее Вы будете выполнять задания, тем успешнее будет Ваша учеба.
17. Чем труднее задача, тем больше времени занимает ее решение.

7. Fill in the correct form of the words in brackets (comparative or superlative).

1. My house is (*big*) than yours.
2. This flower is (*beautiful*) than that one.

3. This is the (*interesting*) book I have ever read.
4. Non-smokers usually live (*long*) than smokers.
5. Which is the (*dangerous*) animal in the world?
6. A holiday by the sea is (*good*) than a holiday in the mountains.
7. It is strange but often a coke is (*expensive*) than a beer.
8. Who is the (*rich*) woman on earth?
9. The weather this summer is even (*bad*) than last summer.
10. He was the (*clever*) thief of all.

8. Fill in the comparison with *as... as*.

1. John is (*tall*) Glen.
2. Janet is (*beautiful*) Jennifer.
3. You are (*crazy*) my sister.
4. We can run (*fast*) they can.
5. My mom is (*not / strict*) your mum.
6. Your mobile phone is (*not / trendy*) mine.
7. Matrix II was (*not / interesting*) Matrix I.
8. This yoghurt (*not / taste / good*) the one I bought yesterday.
9. I can do (*many / press-ups*) you.
10. I (*not / earn / much / money*) you do.

9. Fill in the correct form of the following adjectives.

1. London is the (*large*) city in Great Britain.
2. No other British city has as (*many*) inhabitants as London.
3. The London underground, the tube, is the (*old*) underground in the world.
4. The Tower of London is one of the (*famous*) London sights.
5. Another sight is the London Eye. With its 135 meters, it is (*tall*) than any other big wheel in the world.

Unit 4. CHALLENGES AND OPPORTUNITIES

I. Read and translate the text A.

UNDERSTANDING LOGISTICS: FROM DOMESTIC TO INTERNATIONAL AND SERVICE INDUSTRIES

Logistics involves the coordination of various activities to ensure the smooth flow of goods, services, and information. According to the Council of Logistics Management (1991), logistics is defined as the process of planning, implementing, and controlling the efficient movement and storage of goods from their origin to the point of consumption, all while meeting customer demands. While this definition focuses on business operations, logistics can also be viewed as transportation that considers all related decision-making factors.

Companies may centralize logistics within a single department or distribute responsibilities across multiple teams. The logistics department typically handles management, control, and planning. Some businesses outsource logistics functions to third-party providers, known as third-party logistics (3PL).

The Complexity of International Logistics

Domestic logistics operates within a single country, but international logistics involves cross-border movements, which introduce additional challenges. Delays at borders are common due to customs inspections, import duties, and compliance checks for health, safety, and environmental standards. Many countries require metric measurements, unlike the USA.

International shipments demand extensive documentation, often making paperwork more demanding than the physical transport. All documents must be ready when goods clear customs. Shipping via sea freight adds time due to port procedures and longer transit periods. Time zone differences further complicate communication between parties.

Logistics in the Service Industry

Service industries may not handle large volumes of goods, but they still rely on efficient logistics. Postal services and couriers manage their transportation needs, such as overnight deliveries. Banks process checks

rapidly and return them to issuing banks without delay. Many service providers handle paperwork in ways similar to how manufacturers manage physical goods, often using digital systems to streamline processes.

Hospitals, for example, must maintain supplies and medicines, ensuring surgical instruments are sterilized, organized, and ready before procedures. In each case, effective logistics ensures smooth operations, whether moving products, documents, or critical medical supplies.

From manufacturing to healthcare, logistics remains a vital function that adapts to different industries' unique demands, ensuring efficiency and customer satisfaction.

(URL: <https://www.britannica.com/money/logistics-business>)

II. Answer the following questions according to the text.

1. What is the definition of logistics according to the Council of Logistics Management (1991)?
2. What is the difference between domestic and international logistics?
3. Why are international shipments more complex than domestic ones?
4. What are some common challenges at international borders for logistics?
5. How do companies organize their logistics functions (two possible ways)?
6. What is third-party logistics (3PL), and why do companies use it?
7. How do service industries handle their logistical needs differently from manufacturing?
8. What role does documentation play in international logistics?
9. Why are time zones a challenge in international logistics?
10. How do hospitals apply logistics principles in their operations?

III. Translate the words and word combinations from Russian into English using the dictionary and memorize them.

Логистика; цепочка поставок; грузоперевозки; складское хранение; транспортная компания; таможенное оформление; мультимодальные перевозки; инвентаризация; управление запасами; дистрибуция; экспедирование; логистический оператор; грузопоток;

упаковка; маркировка; сертификация; фрахт; тарифы; оптимизация маршрутов; сроки доставки; складская логистика; закупочная логистика; распределительный центр; транспортно-логистический узел; логистические издержки.

IV. Translate the words and word combinations from English into Russian using the dictionary and memorize them.

Business success; efficient logistics; supply chain; competitive advantage; military origins; product journey; transportation methods; route optimization; warehouse systems; automated storage; production line management; last-mile delivery; inventory tracking; logistics software; infrastructure challenges; delivery delays; fleet modernization; warehouse automation; material shortages; system integration; AI forecasting; drone deliveries; autonomous vehicles; electric trucks; sustainable packaging; flexible delivery options; digital transformation; smart logistics; customer-centric approach; real-time tracking; green logistics; predictive analytics; omnichannel distribution; order fulfillment; reverse logistics; cross-docking; freight management; supply chain visibility; lean logistics; just-in-time delivery; cold chain logistics; risk management; customs clearance; transportation network; logistics hub; 3PL providers; demand planning; shipment consolidation; cargo insurance; load optimization.

V. Make up your own sentences with the following words and word combinations.

Supply chain; goods transportation; warehouse storage; transport company; customs clearance; multimodal transportation; inventory management; distribution; freight forwarding; logistics operator; cargo flow; packaging; labeling; certification; freight; tariffs; route optimization; delivery time; warehouse logistics; procurement logistics; distribution center; transport hub; logistics costs; business success; efficient logistics; competitive advantage; military origins; product journey; transportation methods; route optimization; automated storage; production line management; last-mile delivery; inventory tracking; logistics software; infrastructure challenges; delivery delays; fleet modernization; warehouse

automation; material shortages; system integration; AI forecasting; drone deliveries; autonomous vehicles; electric trucks; sustainable packaging; flexible delivery options; digital transformation; smart logistics; customer requirements; domestic logistics; international logistics; border delays; import duties; health standards; safety regulations; metric system; shipping documents; port operations; time zones; service industry logistics; postal service; bank processing.

VI. Insert the missing words and word combinations.

1. Logistics ... that ... activities ... coordinated.
2. The Council ... defines logistics ... “the process ... flow ... storage ... goods ... information ... origin ... consumption ... ”.
3. Logistics can ... thought ... transportation ... considering ... activities ... moving materials.
4. In some firms ... activities ... single department ... others ... shared ... departments.
5. The logistics department ... responsible ... management ... control ... planning.
6. Firms may contract ... third-party ... perform ... logistics services.
7. International logistics ... more complex ... domestic ... several reasons.
8. Goods ... inspected ... import duties ... assessed ... border.
9. Additional inspections ... determine ... meet ... standards ... labeling.
10. Most nations ... metric measurements ... required ... shipments.
11. Documents ... present ... goods ... customs ... inspection posts.
12. International movements ... aboard ship ... ports ... time-consuming.
13. Time zones ... limit ... communications ... take place.
14. Service industries ... logistical needs ... transportation ... postal service ... parcels.
15. Banks ... process checks ... deliver ... issuing bank.
16. Service industries ... paper records ... similar ... manufacturing firms.

VII. Translate into English the text B using the dictionary.

СОВРЕМЕННЫЕ КОНЦЕПЦИИ ЛОГИСТИКИ

Хорошая логистика крайне важна для успеха бизнеса в современном мире. Не только производство качественных товаров имеет большое значение, не менее важна их доставка. Компании с эффективной логистикой экономят деньги, работают быстрее и удовлетворяют потребности клиентов, получая преимущество перед конкурентами.

Концепция логистики зародилась в военной сфере: древние армии нуждались в системах снабжения войск. Со временем логистика превратилась в сложные бизнес-системы, которые мы знаем сегодня. Современная логистика управляет всем процессом движения товаров, информации и материальных средств от производителя к потребителю.

Основные направления логистики включают несколько ключевых аспектов. Эффективная транспортировка требует выбора оптимальных способов доставки и маршрутов. Грамотное хранение подразумевает использование умных складских систем и иногда роботов. Фабрикам нужна отлаженная логистика для бесперебойной работы производственных линий. Доставка товаров покупателям включает управление магазинами, дистрибьюторами и дорогостоящей «последней милей». Технологии играют огромную роль: системы отслеживания и программное обеспечение помогают координировать все процессы.

Логистическая отрасль сталкивается с рядом проблем. Транспортная логистика страдает от плохой инфраструктуры и задержек, которые можно устранить с помощью современных технологий и нового транспорта. Склады борются с перегруженностью и ошибками, которые способна исправить автоматизация. На производствах часто возникает нехватка материалов, которую можно предотвратить совершенствуя систему планирования. Несовместимость различных компьютерных систем создает сложности, решаемые интеграционными программными решениями.

В перспективе логистика становится более технологичной и экологичной. Искусственный интеллект помогает прогнозировать спрос,

дроны и беспилотный транспорт могут осуществлять доставку. Электрогрузовики и многоразовая упаковка делают логистику «зеленее». Компании также предлагают более гибкие варианты доставки, учитывающие индивидуальные потребности клиентов.

Будущее логистики принадлежит компаниям, которые внедряют в свою работу технологии и инновации. Лидерами отрасли станут те, кто инвестирует в цифровые инструменты, автоматизацию и устойчивые практики. Цель проста, но амбициозна: создать логистические системы, которые будут быстрыми, экологичными и ориентированными на потребности клиентов. Успех в современной логистике означает не просто быструю, а умную доставку товаров.

(URL: <https://blog.megaventory.com/2023/02/modern-logistics-opportunities-and-challenges-in-retail-business/>)

VIII. Be ready to give the summary of the text orally. Pay attention to the following expressions and using them make up your own sentences based on the text A.

The text deals with (the problem of)...

It touches upon...

The extract from the article is concerned with.

The article is about.

The text centres round the problem of...

The article focuses on the problem of.

According to the text...

According to the author...

It further says that...

According to the figures (data, information, opinions) from the text...

It is clear from the text that...

The problem of the text is of great importance...

To sum it up...

On the whole...

In conclusion it is possible to say that...

IX. Discuss the following statements.

1. The future of logistics belongs to companies that introduce technology and innovation.
2. In the future, logistics will become more technological and environmentally friendly.
3. Artificial intelligence helps predict demand, drones and unmanned vehicles can take over delivery.
4. Electric trucks and reusable packaging make logistics greener.
5. Success in modern logistics means not just fast, but smart delivery of goods.

X. Make up your own presentation on the topic: “The logistics industry is facing a number of challenges”.



GRAMMAR FOCUS

The Indefinite Tense

The Past Simple (Indefinite) Tense

Правильные глаголы (Regular Verbs) образуют прошедшее время путем добавления к основной форме глагола окончания **-ed**.

Неправильные глаголы (Irregular Verbs) имеют три основные формы: 1) инфинитив; 2) прошедшее неопределенное время (*Past Simple (Indefinite)*); 3) причастие прошедшего времени (см. прил. *List of Irregular Verbs*).

Отрицательная и вопросительная формы образуются при помощи вспомогательного глагола прошедшего времени **did (not)** и глагола-сказуемого в форме инфинитива **без частицы to** (*He liked the film / He didn't like the film / Did he like the film?*).

The Past Simple используют: 1) для описания факта прошлого, описания привычки, занятий (*Emma passed her exam last year; When she was young she played football*); 2) для перечисления прошедших действий, происходивших одно за другим (*She put on her coat, took her bag and left the house*).

Positive	Question	Negative
I / We / You / She / He / It / They	I / we / you / she / he / it / they	I / We / You / She / He / It / They
<i>enjoyed</i> <i>saw</i> <i>went</i>	<i>enjoy?</i> <i>see?</i> <i>go?</i>	<i>enjoy</i> <i>see</i> <i>go</i>
	<i>Did</i>	<i>didn't</i>

Часто употребляются такие обстоятельства времени, как: *yesterday* – вчера; *last week* – на прошлой неделе; *a year ago* – год назад; *in 1999* – в 1999; *then* – тогда; *when* – когда.

GRAMMAR EXERCISES

1. Complete the sentences with the Simple Past tense of the verbs in the brackets.

- The boys (*whisper*) secrets to each other.
- Uncle Ben (*hurry*) to catch his bus.
- We (*return*) our books to the library.
- She (*kiss*) the frog and it (*change*) into a prince.
- Someone (*tap*) me on the shoulder.

2. Write these sentences in the positive, interrogative and negative forms of the Past Simple.

Pattern: He teaches history at the university. – *He taught history at the university. Did he teach history at the university? He didn't teach history at the university.*

- My parents leave home at 8 o'clock.
- You smoke a lot.
- I look very tired.
- We stop at Oxford.
- The restaurant closes at 11 o'clock.

3. Translate into English.

1. Мой отец родился в 1965 году.
2. Когда мне было 7 лет, я пошел в школу.
3. Все наши друзья хорошо окончили школу, поступили в университет, нашли вечернюю работу.
4. Летом мы ездили отдыхать на юг.
5. Где ты был вчера?

4. Complete the conversation. Put in the Past Simple negatives and questions.

Pattern: Nina: (*You / have*) ***did you have*** a nice weekend in Paris?

Mick: Yes, thanks. It was good. We looked around and then we saw a show. (*We / not / try*) to do too much.

Nina: What sights (*you / see*)?

Mick: We had a look round the Louvre. (*I / not / know*) there was so much in there.

Nina: And what show (*you / go*) to?

Mark: Oh, a musical. I forget the name. (*I / not / like*) it.

Nina: Oh, dear. And (*Sarah / enjoy*) it?

Mark: No, not really. But we enjoyed the weekend. Sarah did some shopping, too, but (*I / not / want*) to go shopping.

Unit 5. THE FUNDAMENTAL GOAL OF LOGISTICS

1. Read and translate the text A.

GOALS, OBJECTIVES AND FUNCTIONS OF LOGISTICS OF INVENTORY MANAGEMENT

The fundamental goal of logistics inventory management is to ensure the effective functioning of the logistics system by optimizing the assortment and storage locations, while avoiding shortages in production. Before products reach the direct consumer, they go through a full production cycle, starting with the processing of raw materials and ending with the

release of finished goods. The ultimate goal is to generate income and maintain a steady job.

The tasks of logistics of inventory management include: analysis of market trends and planning of necessary inventory volumes, determination of the optimal level of insurance, current and seasonal stocks, monitoring of balances, expiration dates and turnover rate, selection of effective methods of replenishment, as well as optimal storage and transportation costs and management.

Effective solution of these tasks allows companies to optimize costs and increase the level of customer service.

In turn, the functions of inventory management logistics are as follows: developing an inventory management strategy based on supply and demand analysis, maintaining a database on the movement of goods, conducting inventories, selecting suppliers, determining the size of orders and frequency of deliveries, organizing the storage, placement and movement of inventory, assessing turnover, service level and inventory maintenance costs, as well as nomenclature control and exclusion of illiquid items.

These functions are interrelated and aim to ensure effective inventory management at all stages of the supply chain.

The database on the movement of goods plays a key role in inventory management, providing automated accounting and control of commodity flows.

Inventory turnover control is important for a company because it allows you to evaluate the effectiveness of inventory management and business success. Its components are: understanding how timely goods are purchased and sold, determining the optimal batch sizes, identifying unused and outdated stocks, and adjusting pricing.

There are some measures that are being taken to exclude illiquid goods from inventory: regular inventory, price reductions, promotions and special offers, wholesale sales, and returns to the supplier.

Link: scientific article “Goals, objectives and functions of logistics of inventory management”.

II. Answer the following questions according to the text.

1. What is the fundamental goal of inventory management logistics?
2. Which stage of the production cycle is the initial and which is the final stage?
3. What is the ultimate goal of inventory management logistics?
4. What are the main tasks of logistics inventory management?
5. What is the result of effective problem solving in logistics of inventory management?
6. What are the main functions of logistics inventory management?
7. What are the logistics functions of inventory management aimed at?
8. What is the role of the product movement database in inventory management?
9. Why is inventory turnover control important for a company and what are its components?
10. What measures are being taken to exclude illiquid goods from inventory?

III. Translate the words and word combinations from Russian into English using the dictionary and memorize them.

Грузоперевозки; складское хранение; транспортная логистика, цепочка поставок; таможенное оформление; мультимодальные перевозки; инвентаризация; логистический оператор; доставка «от двери до двери»; железнодорожные перевозки; морские грузоперевозки; авиадоставка; автоперевозки; логистические издержки; оптимизация маршрутов; транзитные перевозки; кросс-докинг; управление запасами; сроки поставки; грузоподъемность; логистический центр; трек-номер; экспедирование грузов; складская логистика.

IV. Translate the words and word combinations from English into Russian using the dictionary and memorize them.

Supply chain management; efficient flow of goods; point of origin; end point; procurement process, transportation management; distribution network; inventory control; timely delivery; cost-effective solutions, customer satisfaction; logistics strategy; market expansion; resource optimization; cost reduction; supply-demand balance; demand forecasting;

data-driven insights; transportation mode selection; route optimization; warehouse operations; warehouse management system (WMS); order fulfillment; real-time tracking; risk mitigation strategies; backup suppliers; alternative routes; predictive analytics; performance metrics; customs compliance; green logistics initiatives.

V. Make up your own sentences with the following words and word combinations.

Inventory management logistics; assortment optimization; storage location planning; production cycle management; market trend analysis; optimal stock levels; inventory turnover rate; replenishment methods; storage cost optimization; inventory management strategy; goods movement tracking; supplier selection criteria; order quantity determination; illiquid inventory control; supply chain efficiency; transportation optimization; ERP system integration; stakeholder communication platforms; inventory visibility tools; consumption pattern analysis; performance measurement indicators; on-time delivery rates; customs compliance requirements; alternative transportation routes; cross-border logistics; sustainable transportation methods; route planning algorithms; risk assessment procedures; contingency planning strategies; backup supplier networks.

VI. Insert the missing words and word combinations.

1. The fundamental goal of logistics inventory management is to ensure the effective functioning of the logistics system by optimizing the... and ..., while avoiding ... in production.

2. Before products reach the direct consumer, they go through a full ... , starting with the processing of ... and ending with the release of

3. The ultimate goal is to generate ... and maintain a steady

4. The tasks of logistics of inventory management include: analysis of ... and planning of necessary ... , determination of the optimal level of ... , current and ... stocks.

5. Effective solution of these tasks allows companies to optimize ... and increase the level of

6. The functions of inventory management logistics are as follows: developing an inventory management strategy based on ... and ... analysis.

7. These functions are ... and aim to ensure effective inventory management at all stages of the

8. The ... on the movement of goods plays a key role in ... management, providing automated ... and control of commodity flows.

9. ... turnover control is important for a company because it allows you to evaluate the effectiveness of ... management and business success.

10. Its components are: understanding how timely goods are ... and sold, determining the optimal ... sizes, identifying unused and outdated ... , and adjusting

11. There are some measures that are being taken to exclude ... goods from inventory: regular ... , price ... , ... and special offers, ... sales, and returns to the

VII. Translate into English the text B using the dictionary.

ВАЖНОСТЬ ЛОГИСТИКИ

Понимание логистики

Логистика – процесс планирования, реализации и контроля эффективного потока и хранения товаров от точки происхождения до конечного пункта назначения. Она включает в себя различные этапы, такие как закупки, транспортировка, распределение и управление запасами. Координация этих этапов крайне важна для того, чтобы продукция доходила до потребителей своевременно и с минимальными затратами.

Логистика играет ключевую роль во всех отраслях, влияя на экономическую эффективность и удовлетворенность клиентов. Грамотно выстроенная стратегия управления логистикой способствует расширению рынка и помогает бизнесу достигать успеха.

Ключевые компоненты управления логистикой

Управление логистикой – основа эффективности цепочки поставок, включающая в себя ряд компонентов, которые обеспечивают бесперебойное движение товаров и услуг. Эти элементы играют решающую роль в оптимизации ресурсов, снижении затрат и удовлетворении потребностей клиентов. Рассмотрим основные составляющие эффективного управления логистикой.

1. Управление запасами.

Управление запасами – искусство поддержания баланса между спросом и предложением. Оно направлено на оптимизацию уровня запасов, чтобы избежать их избытка или дефицита. Современные методы управления запасами используют аналитику данных и прогнозное моделирование для точного определения спроса. Анализируя модели потребления, логистические менеджеры могут обеспечивать наличие товаров в нужный момент, минимизируя при этом затраты на хранение.

2. Транспортировка.

Транспортировка – ключевое звено управления логистикой, связывающее поставщиков, производителей, дистрибьюторов и потребителей. Выбор оптимального вида транспорта (автомобильный, железнодорожный, авиационный или морской) требует тщательного учета таких факторов, как стоимость, расстояние, срочность и характер груза. Эффективное планирование маршрутов и выбор перевозчиков ускоряют доставку, сокращают время транзита и снижают транспортные расходы.

3. Складское хозяйство.

Склады – не просто места хранения, а динамичные центры обработки заказов и распределения товаров. Стратегическое размещение складов может значительно повлиять на транспортные расходы и сроки доставки. Современные системы управления складом (WMS) оптимизируют размещение товаров, упрощают процессы комплектации и упаковки, а также повышают прозрачность учета запасов.

4. Информационные потоки.

В цифровую эпоху оперативный обмен информацией – основа эффективного управления логистикой. Интегрированные программные решения, такие как системы ERP, обеспечивают бесперебойную коммуникацию между участниками цепочки поставок. Своевременный доступ к данным об уровне запасов, статусе заказов и отслеживании грузов позволяет руководителям быстро реагировать на изменения и запросы клиентов.

5. Управление рисками.

Логистические операции подвержены различным рискам, включая задержки транспортировки, стихийные бедствия и геополитические кризисы. Эффективное управление рисками предполагает выявление потенциальных угроз, оценку их последствий и разработку планов действий на случай непредвиденных ситуаций. Создание резервных поставщиков, диверсификация маршрутов и поддержание прозрачных каналов коммуникации – ключевые стратегии минимизации рисков.

6. Прогнозирование спроса.

Точное прогнозирование спроса – основа эффективного управления логистикой. Используя исторические данные, рыночные тренды и методы прогнозной аналитики, компании могут предугадывать потребности клиентов. Это также помогает выравнивать уровень запасов и оптимально распределять ресурсы.

7. Управление рисками и планирование на случай непредвиденных обстоятельств.

Логистические операции уязвимы к сбоям, вызванным природными катастрофами, забастовками и геополитическими конфликтами. Эффективные стратегии управления рисками включают резервное снабжение, альтернативные маршруты транспортировки и разработку планов действий в чрезвычайных ситуациях. Правильное применение этих мер позволяет компаниям поддерживать баланс спроса и предложения.

8. Оценка эффективности.

Метрики, такие как процент своевременных поставок, время выполнения заказа и оборачиваемость запасов, помогают анализировать эффективность логистики. Постоянное совершенствование процессов на основе этих показателей повышает операционную эффективность и удовлетворенность клиентов.

9. Таможенное и нормативное соответствие.

Для международных поставок соблюдение таможенных правил и торговых соглашений крайне важно. Глубокое понимание этих правовых аспектов обеспечивает беспрепятственное перемещение грузов через границы и предотвращает задержки или штрафы.

10. Устойчивость и «зеленая» логистика.

В условиях растущей экологической осознанности устойчивые практики в логистике становятся все более значимыми. Оптимизация маршрутов для снижения выбросов, использование экологичной упаковки и переход на возобновляемые источники энергии – примеры стратегий, способствующих экологически ответственной логистике.

(URL: <https://www.theknowledgeacademy.com/blog/importance-of-logistics/>)

VIII. Be ready to give the summary of the text orally. Pay attention to the following expressions and using them make up your own sentences based on the text A.

The text deals with (the problem of)...

It touches upon...

The extract from the article is concerned with.

The article is about.

The text centres round the problem of...

The article focuses on the problem of.

According to the text...

According to the author...

It further says that...

According to the figures (data, information, opinions) from the text...

It is clear from the text that...

The problem of the text is of great importance...

To sum it up...

On the whole...

In conclusion it is possible to say that...

IX. Discuss the following statements.

1. With increasing environmental awareness, sustainable practices in logistics are becoming increasingly important.

2. Continuous improvement of logistics processes increases operational efficiency and customer satisfaction.

3. Metrics help you analyze the effectiveness of logistics.

4. Proper application of logistics operations allows companies to maintain a balance of supply and demand.

5. Accurate demand forecasting is the basis for effective logistics management.

X. Make up your own presentation on the topic: “Effective Risk Management Strategies”.



GRAMMAR FOCUS

The Indefinite Tense

The Future Simple (Indefinite) Tense

The Future Simple образуется при помощи вспомогательного глагола **will** и **основы инфинитива основного глагола**. *The Future Simple* употребляют для обозначения: действия, которое, возможно, произойдет в будущем, предположения по поводу будущего (*We'll travel around the world one day; You'll be a great doctor one day*), намерения, решения, принятого спонтанно, в момент разговора (*The bag is too heavy, I'll help you*), будущего действия после слов *hope, think, expect, I'm sure, I'm afraid, probably, perhaps* (*We hope we'll see them tonight*).

Positive	Negative	Question
I / We / You / She / He / It / They <i>will wash</i>	I / We / You / She / He / It / They <i>will not (won't) wash</i>	I / we / you / she / he / it / they <i>Will wash?</i>

Часто употребляются такие обстоятельства времени, как: *tomorrow* – завтра; *next week* – на следующей неделе; *soon* – скоро; *in many years* – через много лет; *tonight* – сегодня вечером; *the day after tomorrow* – послезавтра.

GRAMMAR EXERCISES

1. Write down the sentences using the verbs in brackets in Future Simple

1. I (*to see*) them next Saturday.
2. They (*to be*) here tomorrow.
3. We (*to have*) the test in a week.
4. She (*to spend*) holidays in the country.
5. The journey (*to take*) three hours.
6. I (*to open*) the door for you.
7. I (*to go*) to school tomorrow?
8. They (*to come*) back next week?

2. Put in *will* ('ll) or *won't*.

Pattern: Can you wait for me? I *won't* be very long.

1. There is no need to take an umbrella with you. It ... rain.
2. If you don't eat anything now, you ... be hungry later.
3. I'm sorry about what happened yesterday. It ... happen again.
4. I've got some incredible news! You ... never believe what happened.
5. Don't ask Amanda for advice. She ... know what to do.

3. Make the following interrogative and negative.

1. The meeting will begin at eight.
2. They will be in Brussels the day after tomorrow.
3. She will cook breakfast for us.
4. We shall start at dawn.
5. The boy will be seven next year.
6. The plane will take off in five minutes.
7. We shall climb the mountain next week.

8. I shall see you on Monday.
9. I'll buy a camera next month.
10. They'll tell us about it.

4. Translate into English.

1. Мой друг окончит университет в следующем году.
2. Кто будет переводить этот текст?
3. Вероятно, я вскоре получу интересную работу.
4. Как долго твои родственники пробудут в нашем городе?
5. У нас не будет экзаменов зимой.

5. Write down the sentences using the verbs in brackets in Present Simple or Future Simple. All the sentences refer to future.

1. When I (*to see*) him, I (*to phone*) you.
2. If he (*to decide*) not to do it, he (*to be*) right.
3. Tell me when she (*to come*) to visit you.
4. I (*to give*) it to him when he (*to visit*) us.
5. You (*to pass*) your exam if you (*to work*) hard.
6. We (*to go*) to the country next week if the weather (*to be*) fine.
7. As soon as we (*to know*) results, we (*to inform*) you.
8. Don't open the car door before it (*to stop*).
9. You (*not like*) this film when you (*to see*) it.
10. Wait for me till I (*to return*).

6. Write down the sentences using the verbs in brackets in Present, Past, Future Simple

1. She (*not / to teach*) English at school.
2. You (*to meet*) him yesterday?
3. The firm (*to buy*) new computers next month.
4. The Dean (*to ask*) many questions at the lecture last week.
5. Where you (*to go*) next summer?
6. They (*to use*) new scientific data for their last experiment.
7. When the concert (*to be over*) all the people (*to leave*) the hall.
8. Every year students (*to take part*) in scientific research.
9. The first computer (*to appear*) in the 1960s.
10. If the weather (*to be*) fine, we (*to go*) to the village.

Unit 6. AREAS OF LOGISTICS APPLICATION

I. Read and translate the text A.

PRACTICAL LOGISTICS DIRECTIONS

Logistics is the process of planning, implementing, and controlling the efficient, effective flow and storage of goods, services, and related information from point of origin to point of consumption in order to meet customer requirements.

Put simply, the term logistics refers to the management of the supply chain. It encompasses all aspects of getting a product or service from manufacturer to wholesaler or supplier, from warehousing to retail locations, from vendors to customers. This can include things like transportation, warehousing, and inventory management.

Logistics and supply chain logisticians are essential to any business. Large and small businesses use supply chain management companies to optimize their resources and meet client demand from the point of origin to the point of consumption. The goal of logistics is to ensure that goods are delivered in a cost-effective and timely manner, making maximum use of an organization's capacity, resources, suppliers, distribution network and infrastructure.

There are many different aspects of logistics that need to be considered, such as transportation, packaging, supplies and stock management, and security. A well-run logistics department can help a business to be more efficient and profitable.

Logistics management is an essential part of supply chain management. The supply chain is the sequence of activities that takes place from the time a product is ordered until it is delivered to the customer or point of consumption. It includes everything from procurement and production to delivery and service. The goal of supply chain management is to ensure that the right products are delivered to the right place at the right time. This can be accomplished through good logistics planning and execution.

(URL: <https://scmedu.org/logistics/>)

II. Answer the following questions according to the text.

1. What is logistics and what is its primary purpose?
2. What aspects are included in logistics management?
3. What role do logisticians and supply chain management specialists play in business?
4. What are the main goals of logistics?
5. What factors need to be considered in the logistics process?
6. How does logistics contribute to a business's efficiency and profitability?
7. What is the relationship between logistics and supply chain management?
8. What activities are involved in the supply chain from order to delivery?
9. How can good logistics planning and execution impact product delivery?
10. What are some specific elements of logistics mentioned in the text?

III. Translate the words and word combinations from Russian into English using the dictionary and memorize them.

Логистика; процесс; планирование; реализация; контроль; эффективный поток; хранение товаров; услуги; информация; точка происхождения; потребление; управление цепочкой поставок; производитель; оптовик; складирование; розничные точки; поставщики; клиенты; транспортировка; управление запасами; безопасность; прибыльность; оптимизация ресурсов; доставка; цепочка действий.

IV. Translate the words and word combinations from English into Russian using the dictionary and memorize them.

Logistics; planning; implementing; controlling; efficient; effective flow; storage; goods; services; related information; point of origin; point of consumption; supply chain management; manufacturer; wholesaler; supplier; warehousing; retail locations; vendors; customers; transportation; inventory management; well-run logistics department; more efficient;

profitable; sequence of activities; procurement; production; delivery; right products; right place; right time.

V. Make up your own sentences with the following words and word combinations.

Logistics; optimize costs; transportation; distribution; profit; resource allocation; planning; Just In Time; supply; production planning; materials requirements planning; distribution requirements planning; lean production; inventory reduction; quick response; consumer demand; production losses; coordination; retailers; wholesalers.

VI. Insert the missing words and word combinations.

1. Logistics is the process of ... , implementing, and controlling the ... , effective flow and storage of ... , services, and related information from point of ... to point of ... in order to meet customer

2. Put simply, the term logistics refers to the ... of the supply chain.

3. It encompasses all aspects of getting a product or service from ... to wholesaler or supplier, from ... to retail locations, from vendors to

4. This can include things like ... , warehousing, and ... management.

5. Logistics and supply chain ... are essential to any business.

6. Large and small businesses use supply chain management companies to ... their resources and meet client ... from the point of origin to the point of consumption.

7. The goal of logistics is to ensure that goods are delivered in a ... and timely manner, making maximum use of an organization's ... , resources, suppliers, distribution network, and

8. There are many different aspects of logistics that need to be ... , such as transportation, packaging, supplies and ... management, and security.

9. A well-run logistics department can help a business to be more ... and profitable.

10. Logistics management is an essential part of ... chain management.

11. The supply chain is the sequence of activities that takes place from the time a product is ... until it is delivered to the customer or point of

12. It includes everything from ... and production to delivery and service.

13. The goal of supply chain management is to ensure that the right products are delivered to the ... place at the right

14. This can be accomplished through good logistics ... and execution.

15. The ... of logistics is to ensure that goods are delivered in a cost-effective manner.

16. A well-structured logistics process can significantly enhance a company's ... and overall

VII. Translate into English the text B using the dictionary.

БАЗОВЫЕ КОНЦЕПЦИИ ЛОГИСТИКИ

Just In Time (точно в срок). Самая популярная концепция. Она появилась в 50-х годах, когда японская компания «Тойота» начала внедрять систему управления проектами Kanban.

В основе концепции лежит идея планирования всех поставок к определенному времени. Если вы знаете точные сроки отгрузки, то организуете процесс производства и сборки изделий согласно расписанию. У вас нет большого запаса готовой продукции, вы не ждете материалов от поставщиков. Все уже готово к нужной дате.

Requirements / resource planning (планирование производства). На основе данной концепции работают следующие логистические системы в производстве и снабжении:

- MRP I / MRP II – Materials / manufacturing requirements resource planning. Система планирования потребностей в материалах и ресурсах на производстве;

- DRP I / DRP II – Distribution requirements resource planning. Система планирования распределения продукции / ресурсов в дистрибуции.

Самое главное в этих системах – ответить на вопрос, сколько продукции требуется произвести и в какие сроки. Далее определяют количество необходимых ресурсов. При этом MRP ориентируется на потребности производства, а DRP – на потребительский спрос.

Lean production (точнее производство). Базируется на идее сокращения запасов и снижении объемов партий товаров. Высокое качество продукции обеспечивается за счет квалифицированного персонала и современного оборудования. Производственные потери и риски сводятся к минимуму.

Quick response (быстрый ответ). Предполагает быструю координацию между ритейлерами и оптовиками, что позволяет мгновенно реагировать на изменение спроса. Продавцы мониторят продажи и передают данные об объемах оптовикам и производителям. Запасы готового товара практически отсутствуют, компания удовлетворяет текущий спрос.

(URL: <https://www.unisender.com/>)

VIII. Be ready to give the summary of the text orally. Pay attention to the following expressions and using them make up your own sentences based on the text A.

The text deals with (the problem of)...

It touches upon...

The extract from the article is concerned with.

The article is about.

The text centres round the problem of...

The article focuses on the problem of.

According to the text...

According to the author...

It further says that...

According to the figures (data, information, opinions) from the text...

It is clear from the text that...

The problem of the text is of great importance...

To sum it up...

On the whole...

In conclusion it is possible to say that...

IX. Discuss the following statements.

1. Retailers and wholesalers respond instantly to changing demand.
2. A stimulating factor for the development of new decisions in wholesale trade.
- 3 A stimulating factor for the development of new decisions in retail trade.
4. The supply chain is the sequence of activities.
5. Logistics and supply chain logisticians are essential to any business.

X. Make up your own presentation on the topic: “Basic logistics concepts”.



GRAMMAR FOCUS

The Continuous Tenses

The Present Continuous (Progressive) Tense

The Present Continuous образуется при помощи вспомогательного глагола **to be** в соответствующем времени, лице и числе (*I – am; He / she / it – is; They / we / you – are*) и глагола-сказуемого в форме инфинитива **без частицы to** с окончанием **-ing**.

The Present Continuous означает: 1) длящийся процесс, действие которого происходит в момент речи (*I’m waiting for the train I’m at the station now*); 2) середину какого-либо процесса, пусть даже он происходит не в момент речи (*I’m quite busy these days; I’m doing a course at*

university); 3) встречи, события, запланированные на ближайшее будущее; то, что, возможно, занесено в ваш ежедневник; часто с глаголами *go, come, see, meet, stay, have, leave* (*I'm meeting Henry at six o'clock; We're having a party tomorrow*).

Positive / Negative			Question		
I	<i>am (not)</i>		<i>Am</i>	I	
He / She / It	<i>is (isn't)</i>	<i>living</i>	<i>Is</i>	he / she / it	<i>living?</i>
We / You / They	<i>are (aren't)</i>	<i>doing</i>	<i>Are</i>	we / you / they	<i>doing?</i>
		<i>watching</i>			<i>watching?</i>

Часто употребляются такие обстоятельства времени, как: ***now*** – сейчас; ***at the moment*** – в данный момент; ***at present*** – в настоящее время, теперь; ***these days*** – теперь.

С глаголами, которые обозначают не действие, а состояние (non-continuous verbs), ***Present Continuous*** обычно не употребляется: *to be, to feel, to forget, to live, to love, to like, to want, to think, to hear, to see, to remember, to know, to stay, to mean, to understand, to believe, to belong, to sound, to smell, to prefer, to have(=possess) и т. д.*

GRAMMAR EXERCISES

1. What's happening at the moment? Make up true sentences.

Pattern: (I / eat). – *I'm not eating.*

1. I / learn / English.
2. The sun / shine.
3. My teacher / sit / on a chair.
4. You / listen / to music.
5. Students / wear / shoes.

2. Fill in the blank spaces with the Present Continuous tense of the verbs in the brackets.

1. He (*fix*) my bike in the garage.
2. I (*help*) Mom in the kitchen.
3. My sister and I (*watch*) television in our bedroom.
4. They (*come*) with us to the museum.
5. We (*paint*) some pictures for Aunt Susan.

3. Translate into English.

1. Не входите в аудиторию! Студенты пишут там контрольную работу.
2. Этот писатель пишет новую книгу.
3. Не мешайте мне. Я готовлюсь к докладу.
4. О чем вы думаете?
5. Осторожно! Та машина едет с огромной скоростью!

4. What can you say in these situations? Add a sentence with the Present Continuous.

Pattern: A friend rings you up in the middle of your favourite film. – *Is it important? I'm watching the most impressive blockbuster.*

1. A friend is at your flat and suggests going out, but you can see rain outside. – I don't want to go out now. Look, ____ .
2. A friend rings you up at work. – Sorry, I can't talk now. ____ .
3. You want to get off the bus, but the old lady next to you is sitting on your coat. – Excuse me, ____ .
4. A friend of yours wants to discuss the latest news with you, but you've just started to make a report. – Can I talk to you later? ____ .
5. You have been ill, but you're better now. – I'm OK now. ____ .

5. Complete the sentences. Put in the Present Continuous or Present Simple of the verbs in the brackets.

Pattern: (*I / write*) *I'm writing* to my parents. (*I / write*) *I write* to them every weekend.

1. (*It / snow*) outside. (*It / come*) down quite hard, look.

2. Normally (*I / start*) work at eight o'clock, but (*I / start*) at seven this week. We're very busy at the moment.

3. I haven't got a car at the moment, so (*I / go*) to work on the bus this week. Usually (*I / drive*) to work.

4. The sun (*rise*) in the east, remember. It's behind us so (*we / travel*) west.

5. I'm afraid I have no time to help just now (*I / write*) a report. But (*I / promise*) I'll give you some help later.

6. (*I / want*) a new car (*I / save*) up to buy one.

6. Complete the following sentences with either the Simple Present form or the Present Continuous form of the verbs in the brackets.

1. The teacher always (*give*) us interesting project work.
2. The wind (*blow*) very strongly today.
3. I (*like*) chocolate ice cream.
4. Be quiet! We (*try*) to listen to the radio.
5. Let's go inside now. It (*begin*) to rain.
6. Penguins (*eat*) fish.
7. Dad never (*let*) us play in the street when it's dark.
8. The children (*go*) swimming every day.
9. We're trying to catch the ball that (*roll*) down the hill.
10. My teacher (*know*) a lot about plants and animals.

Unit 7. MODERN TRENDS IN LOGISTICS

I. Read and translate the text A.

LOGISTICS: DEFINITION, IMPORTANCE AND MODERN TRENDS

Logistics is a key function in supply chain management that encompasses all aspects of the movement and storage of goods, services, and information from the point of origin to the end consumer. In the context

of globalization and rapid technological advancement, logistics is becoming increasingly important for ensuring the competitiveness of companies. In this text, we will explore the main aspects of logistics, its significance, modern challenges, and trends.

Logistics involves the planning, implementation, and control of the efficient and economical flow of goods, services, and information. It is not just about the transportation of goods but also includes inventory management, packaging, warehousing, and distribution. Logistics covers all stages, from receiving raw materials to delivering finished products to the end consumer. Logistics plays a critical role in business success. Effective management of logistics processes allows companies to:

1) Reduce Costs: Optimizing logistics operations helps lower expenses related to transportation, storage, and inventory management;

2) Increase Delivery Speed: Fast and reliable delivery of goods enhances customer satisfaction and encourages repeat purchases;

3) Improve Inventory Management: Effective logistics enables the maintenance of optimal inventory levels, reducing the risk of shortages or excess stock.

4. Enhance Competitiveness: Companies with efficient logistics systems can respond more quickly to changes in demand and offer better terms to customers.

Key components of logistics are the following:

1) Transportation: This is one of the most important aspects of logistics. The choice of appropriate transportation modes and routes affects the speed and cost of delivery. Modern technologies, such as GPS and transportation management systems, help optimize this process;

2) Warehousing: Effective warehouse management minimizes storage costs and speeds up order processing. Implementing automated warehouse management systems (WMS) improves accuracy and speed of operations;

3) Inventory Management: This includes planning and controlling inventory levels to ensure the availability of necessary goods without excess. Methods such as Just-in-Time (JIT) help reduce storage costs;

4) Information Technology: Modern logistics systems rely on accurate and timely information. Using supply chain management (SCM) software

and tracking systems enhances visibility and control over logistics processes;

5) Packaging: Proper packaging of goods not only protects them during transportation but also influences brand perception. Packaging should be functional and appealing to consumers.

Despite the importance of logistics, the industry faces several challenges:

- Changing Consumer Expectations: With the rise of e-commerce, customers expect fast and transparent delivery. This requires companies to adapt their logistics processes;

- Globalization: Managing international shipments is complicated by differences in legislation, customs procedures, and transportation systems;

- Technological Changes: The adoption of new technologies, such as automation and artificial intelligence, requires significant investment and staff training;

- Sustainability: More companies are striving to reduce their carbon footprint by implementing environmentally friendly logistics practices, such as using electric vehicles and optimizing routes.

The future of logistics will be shaped by further technological advancements and changing consumer preferences. Automation and the use of big data are expected to play a key role in optimizing logistics processes. Additionally, sustainability will become an important aspect as companies seek more eco-friendly ways of operating.

Logistics is a complex and multifaceted field that plays a crucial role in business success. Effective management of logistics processes allows companies to reduce costs, increase delivery speed, and improve customer satisfaction. In a rapidly changing world, logistics continues to evolve, and companies that can adapt to new challenges will thrive.

II. Answer the following questions according to the text.

1. What is the primary function of logistics in supply chain management?

2. How has the definition of logistics evolved over time?

3. What are the key components of logistics mentioned in the text?

4. Why is logistics considered critical for business success?

5. How can effective logistics management help reduce costs for a company?
6. In what ways does logistics contribute to increasing delivery speed?
7. What role does inventory management play in logistics?
8. How does transportation impact the logistics process?
9. What technologies are mentioned as helpful for optimizing transportation in logistics?
10. Why is proper packaging important in the logistics process?
11. What modern challenges does the logistics industry face?
12. How do changing consumer expectations affect logistics operations?
13. What is the significance of sustainability in the future of logistics?
14. How can companies adapt their logistics processes to meet global challenges?
15. What are some expected trends in logistics as the industry continues to evolve?

III. Translate the words and word combinations from Russian into English using the dictionary and memorize them.

Логистика; цепочка поставок; транспортировка; складирование; управление запасами; доставка; оптимизация; расходы; эффективность; информационные технологии; автоматизация; упаковка; клиентская удовлетворенность; глобализация; устойчивое развитие; транспортные средства; системы управления; поставщики; заказы; складские операции; логистические процессы; анализ данных; экологические практики; конкуренция; потребительские ожидания.

IV. Translate the words and word combinations from English into Russian using the dictionary and memorize them.

Logistics; supply chain management; movement; storage; goods; services; information; point of origin; end consumer; globalization; technological advancement; business success; cost reduction; delivery speed; inventory management; packaging; warehousing; transportation; efficiency; tracking systems; visibility; sustainability; consumer

expectations; international shipments; automation; artificial intelligence; carbon footprint; eco-friendly practices; challenges; trends.

V. Make up your own sentences with the following words and word combinations.

Efficient supply chain; freight transportation; inventory turnover; last-mile delivery; logistics network; demand forecasting; supply chain optimization; distribution center; shipping costs; order fulfillment; reverse logistics; transportation management; warehouse management system; cross-docking operations; just-in-time inventory; procurement process; cold chain logistics; supply chain visibility; risk management in logistics; lean logistics; freight forwarding; customs clearance; supply chain resilience; integrated logistics solutions; e-commerce logistics; transportation routes; product handling; logistics performance metrics; vendor management; sustainable logistics practices.

VI. Insert the missing words and word combinations.

1. Logistics ... a critical component of the... economy, serving as the backbone of ... chains.
2. In an era of rapid ... and technological ..., the importance of efficient logistics overstated.
3. Logistics ... the planning, implementation, and ... of the flow of ..., services, and information.
4. The ... of logistics ... to ensure that products ... delivered to the right ... , at the right ..., and in the right... .
5. One of the ... trends ... logistics today ... the increasing use of ...
6. Innovations artificial intelligence, big ... analytics, and the Internet of transforming the logistics landscape.
7. These technologies to optimize their ... , reduce costs, and improve ... satisfaction.
8. Real-time allow businesses to monitor... and respond quickly to ... disruptions.
9. The rise of ... has significantly ... logistics.
10. consumers shopping ... , companies must adapt their logistics ... to meet the growing ... for fast and reliable... .
11. This ... led ... the development of ... fulfillment centers and last-mile ... solutions.

12. Logistics plays a in the functioning of the global... .
13. As technology evolve and consumer expectations ... , the logistics ... must remain competitive.
14. ... that invest in efficient will be better positioned in the fast-paced ... of commerce.
15. The process ... various activities transportation, warehousing, and ... management.
16. The ... of logistics ensure that products ... delivered in the right

VII. Translate into English the text B using the dictionary.

**ЛОГИСТИКА: ОСНОВА СОВРЕМЕННЫХ
ЦЕПОЧЕК ПОСТАВОК**

Логистика – важнейший компонент мировой экономики, служащий основой цепочек поставок, которые связывают производителей и потребителей по всему миру. В эпоху стремительной глобализации и технологического прогресса важность эффективной логистики трудно переоценить.

Логистика включает в себя планирование, реализацию и контроль потока товаров, услуг и информации от места происхождения до места потребления. Этот процесс предполагает различные виды деятельности, такие как транспортировка, складирование, управление запасами и выполнение заказов. Цель логистики – обеспечить доставку продукции в нужное место, в нужное время и в нужном состоянии.

Одна из ключевых тенденций в логистике в настоящее время – все более широкое использование технологий. Такие инновации, как искусственный интеллект, аналитика больших данных и Интернет вещей (IoT), меняют логистический ландшафт. Эти технологии позволяют компаниям оптимизировать свои цепочки поставок, снижать затраты и повышать удовлетворенность клиентов. Например, системы отслеживания в режиме реального времени позволяют компаниям отслеживать поставки и быстро реагировать на любые сбои.

Развитие электронной коммерции существенно повлияло на логистику. Поскольку все больше потребителей совершают покупки онлайн,

компаниям приходится адаптировать свои логистические стратегии для удовлетворения растущего спроса на быструю и надежную доставку. Это привело к созданию новых центров фулфилмента и систем «последней мили», обеспечивающих быструю доставку продукции клиентам.

Логистика играет важную роль в функционировании мировой экономики. Поскольку технологии продолжают развиваться, а ожидания потребителей меняются, логистическая отрасль должна адаптироваться, чтобы оставаться конкурентоспособной. Компании, инвестирующие в эффективные логистические системы, получают больше возможностей для достижения успеха в быстро меняющемся мире коммерции.

VIII. Be ready to give the summary of the text orally. Pay attention to the following expressions and using them make up your own sentences based on the text A.

The text deals with (the problem of)...

It touches upon...

The extract from the article is concerned with.

The article is about.

The text centres round the problem of...

The article focuses on the problem of.

According to the text...

According to the author...

It further says that...

According to the figures (data, information, opinions) from the text...

It is clear from the text that...

The problem of the text is of great importance...

To sum it up...

On the whole...

In conclusion it is possible to say that...

IX. Discuss the following statements.

1. Companies are having to adapt their logistics strategies to meet the growing demand for fast and reliable delivery.

2. Companies investing in efficient logistics systems will have more opportunities to succeed.

3. Artificial intelligence, big data analytics, and the Internet of Things (IoT) are changing the logistics landscape.

4. Logistics is a complex and multifaceted field that plays a crucial role in business success.

5. The future of logistics will be shaped by further technological advancements and changing consumer preferences.

X. Make up your own presentation on the topic: “The role of artificial intelligence in the logistics landscape”.



GRAMMAR FOCUS

The Continuous Tenses

The Past Continuous (Progressive) Tense

The Past Continuous образуется при помощи вспомогательного глагола **to be** в соответствующем прошедшем времени, лице и числе (I / He / she / it – **was**; They / we / you – **were**) и глагола-сказуемого в форме инфинитива **без частицы to** с окончанием **-ing**.

The Past Continuous означает: 1) действие в процессе, которое совершалось в определенный момент или протекало в течение четко ограниченного периода времени в прошлом (*I was watching television at 17.30 yesterday; We were all dancing at the party the whole night*); 2) два и более действия, которые происходили в одно время в прошлом (*They were dancing while he was playing the guitar*); 3) действие в процессе, которое совершалось в прошлом (*Past Continuous*), пока другое однократное действие его не прервало (*Past*

Simple) (*He was painted the bedroom* (процесс в прошлом) *when suddenly he fell off the ladder* (однократное действие)).

Глаголы состояния (non-continuous verbs) в Past Continuous не употребляются.

Positive / Negative			Question		
I / He / She / It	<i>was</i> (<i>wasn't</i>)	<i>living</i> <i>doing</i>	<i>Was</i>	I / he / she / it	<i>living?</i> <i>doing?</i>
We / You / They	<i>were</i> (<i>weren't</i>)	<i>watching</i>	<i>Were</i>	we / you / they	<i>watching?</i>

Часто употребляются такие обстоятельства времени, как: *at... o'clock yesterday* – вчера в... часов; *at that time* – в то время; *from 5 till 6 last Sunday (from 5 to 6 o'clock)* – с 5 до 6 в прошлое воскресенье; *the whole evening* – весь вечер.

GRAMMAR EXERCISES

1. Answer the questions using the words from the round brackets

Pattern: – Where were you at 6 o'clock? (*Library / read a book.*)

– *I was reading a book in the library.*

1. Where were you at this time last week? (*Spain / stay at the hotel.*)
2. What was your grandmother doing the whole yesterday evening? (*Armchair / watch a serial.*)
3. What were you doing from 2 to 3? (*Home / make lunch.*)
4. Where was your brother at midday? (*Walk with his dog / park.*)

2. Complete the sentences with the past progressive tense of the verbs in brackets.

1. At the party lots of people (*dance*) in the street while our neighbours (*have*) a barbecue.
2. I (*sit*) in my bedroom and (*read*) a book from 4 till midnight.

3. Someone (*make*) a very loud noise in the street.
4. Why you all (*laugh*) when I came in?
5. Sally (*practice*) the piano the whole morning.

3. Translate into English.

1. Где вы работали сегодня в 9 часов утра?
2. Он с друзьями занимался английским весь день.
3. Мы смотрели телевизор, а они слушали радио.
4. Во время обеда она читала научный журнал.
5. Автобус стоял на остановке с 3 до 4, а затем уехал.

4. Add a sentence with the past continuous to say that an action lasted a long time.

Pattern: You had to work yesterday. The work went on all day. –
I was working all day.

1. You had to make phone calls. The calls went on all evening.
2. Students had to wait in the rain. The rain lasted for half an hour.
3. We had to make sandwiches. This went on all afternoon.
4. The lorry had to stay in a traffic jam. It was there for two hours.
5. Your neighbour played loud music. This went on all night.

Past Continuous or Past Simple?

5. Put in the correct form of the verbs in the brackets using the Past Continuous or Past Simple.

Pattern: When Martin (*arrive*) **arrived** home, Anna was (*talk*) **talking** to someone on the phone. Martin (*start*) **started** to get the tea.

1. I (*lie*) in the bath when the phone (*ring*). It (*stop*) after a few rings.
2. It (*be*) cold when we (*leave*) the house that day, and a light snow (*fall*).
3. Your friend who (*come*) here the other day (*seem*) very nice. I (*enjoy*) meeting her.
4. When I (*open*) the cupboard door, a pile of books (*fall*) out.
5. I (*walk*) along the street when I suddenly (*feel*) something hit me in the back. I (*not / know*) what it was.

6. Each of these sentences has a mistake, correct them.

Pattern: The hotel were very quite. – *The hotel was very quiet.*

1. It was peaceful, and the birds were sing.
2. I washed my hair when the phone rang.
3. You came to the club last night?
4. As I was watching him, the man was suddenly running away.
5. Everything was seeming OK.
6. Where bought you that bag.

Unit 8. THE OBJECTIVES OF LOGISTICS MANAGEMENT

I. Read and translate the text A.

CONCEPT OF LOGISTICS MANAGEMENT

Logistics management is an essential component of supply chain management that aims at catering to customer demands. Logistics management involves planning, controlling and implementing of the movement and storage of goods and services from the point of origin to the ultimate customer.

The objectives of logistics management are as follows:

- effectively maintain an uninterrupted flow of materials in the supply chain to ensure the desired level of customer satisfaction and achieve the organization's goals by minimizing costs as much as possible;
- to coordinate with third-party logistics;
- to ensure timely despatch of the products;
- to devise policies and procedures for successful implementation of logistics system;
- to create and maintain customer support;
- to have stable integration among the vendors, service providers and transport carriers;

- to provide a competitive edge to an organisation through increased sales and better customer service;
- to ensure cost reduction and maximise return from products/services.

The genesis of the term “logistics” was military-based that encompasses how military personnel procured, stored and moved army equipment and supplies. The term is now pervasively used across the business industry, especially by organisations in the manufacturing sectors.

The process of logistics management is initiated from garnering raw materials to the final stage of delivering finished products for customers to avail. Logistics management entails formulating strategy, planning and implementing it to address customers’ demand while also considering prevailing market condition. Logistics management also strives to maintain ethical integrity throughout the organisation.

For example, in various instances, personnel responsible for transporting valuable merchandise falsely report theft of missing of merchandise and sell it in the market. It is the responsibility of the logistics department to monitor and control such unethical practice

Since activities involved in the logistics management are often intricate and demand a high level of specialisation, there is a need for professional staff to manage logistics. For example, the use of forklift trucks, cranes and lifts while handling products at a warehouse can be a dangerous affair. If such equipment are operated by untrained or amateur employees, then can result in serious injury or fatal.

Logistics management collaborates activities, such as raw materials procurement, production process, and distribution of finished products. It aims at providing an organisation competitive and increased product value for fulfilling customers’ expectations. It also looks at minimizing holding excess of inventory and supply costs.

The five R’s of logistics are as follows:

- right products;
- right place;
- right time;
- right condition;
- right cost.

– Some of the elements related to logistics management are as follows:

– it helps in choosing the right supplier for providing transportation facilities;

– it assists in choosing the most effective channel for product distribution;

– it measures the customer and market needs;

– it helps in cutting down on inventory and storage costs;

– it focusses on maximizing organizational profits.

Logistics undertakes the task of safe delivery of the product from one point to another, and, thus, it is responsible for the security of the product. Most logistics organisation take insurance on the products being transported. Logistics comprises material handling, warehousing, transportation and packaging the goods and controlling the inventory. Logistics involves dealing with both finished and unfinished products.

Logistics can affect an organisation in more than one way. If the logistics of the organisation is not efficient enough, it would lead to increased costs and low customer satisfaction. On the other hand, efficient logistics serves to reduce the costs for the organisation and increase the customer service, therefore, helping in increasing the profitability. When the satisfaction level of the customer is high, the customer will further create a word of mouth for the organisation and would promote the product of the organisation.

It is extremely important for every organization to have in-depth knowledge of logistics systems in order to make high profits and be able to provide customers with the most positive product experience.

(URL: <https://iimm.org/wp-content/uploads/2019/12/Logistics-and-Warehousing-Management.pdf>)

II. Answer the following questions according to the text.

1. What is the definition of logistics management given in the text?
2. How did the term “logistics” originate historically and how is it applied in business today?
3. What are the main objectives of logistics management?

4. What are the main stages of the logistics management process?
5. What is meant by the “five rules” (5R) of logistics?
6. How does effective logistics management affect company costs and customer satisfaction?
7. What ethical issues can arise in logistics and how can they be prevented?
8. Why is it important to attract qualified specialists in logistics?
9. How does logistics contribute to the creation of a company’s competitive advantage?
10. How is logistics related to supply chain management?

III. Translate the words and word combinations from Russian into English using the dictionary and memorize them.

Транспортная инфраструктура; рыночная среда; выбор поставщика; внешняя среда; перемещение груза; оптимальные маршруты; транспортная логистика; цепочка поставок; погрузочно-разгрузочные работы; таможенное оформление; информационное сопровождение груза; железнодорожный транспорт; автомобильные перевозки; нехватка квалифицированных специалистов; финансирование отрасли; законодательная база; износ транспортных средств; мониторинг транспорта; безопасность перевозок; идентификация груза; речной транспорт; морской транспорт; авиаперевозки; автодорожное полотно; грузовой терминал; перегруженность автомобильных дорог.

IV. Translate the words and word combinations from English into Russian using the dictionary and memorize them.

Political fall-out; ultra-intelligent systems; artificial intelligence; buying patterns; end-to-end visibility; contingency plans; unforeseen events; internet of things; physical impact monitoring; goods tampering; spoilage prevention; machine learning algorithms; strategic decision-making; full system integration; continuous improvement; horizontal collaboration; vertical partnerships; cloud technologies; product traceability; supply chain responsiveness; fresh produce supply chains; emerging technologies; track and trace systems; goods in transit; predictive capabilities; fluctuations in

demand; multi-tiered supplier networks; best-practice logistics; super-intelligent capacity; transportation; customer needs; technology companies.

V. Make up your own sentences with the following words and word combinations.

Supply chain management; competitive edge; raw materials procurement; material handling; inventory management; product distribution; warehousing; cost reduction; customer support; finished products; customer satisfaction; artificial intelligence; super-intelligent capacity; machine learning algorithms; internet of things; goods tampering; contingency planning; cloud technologies; supply chain responsiveness; strategic decision-making; horizontal/vertical collaboration; product traceability; consumer behavior patterns; political fall-out; continuous improvement; word-of-mouth promotion; profit maximization; transportation security; supply chain; uninterrupted flow, goods in transit.

VI. Insert the missing words and word combinations.

1. ... is an essential component of ... that aims at catering to ... demands.
2. The objectives of logistics management include maintaining ... in the supply chain and ensuring ... while minimizing ...
3. Logistics management involves coordinating with ... and ensuring ... of products.
4. The term “logistics” originated from ... practices where military personnel managed the ..., storage and ... of equipment.
5. The process begins with ... and ends with delivering ... to customers.
6. Unethical practices like false reporting of ... must be monitored by the ... department.
7. The five R’s of logistics are: right ..., right ..., right ..., right ... and right ...
8. Effective logistics helps choose proper ... and optimize ... channels while reducing ... costs.

9. Poor logistics leads to increased ... and low ..., while efficient logistics improves ... and increases ...

10. The ... of logistics management includes ... with vendors, service providers and ...

11. Customer ... grows when logistics ensures products arrive in ... condition at the ... time.

12. Logistics management requires formulating ... while considering ... and maintaining ... throughout the organization.

VII. Translate into English the text B using the dictionary.

ПОВЫШЕНИЕ ЭФФЕКТИВНОСТИ ЦЕПОЧКИ ПОСТАВОК С ПОМОЩЬЮ ИСКУССТВЕННОГО ИНТЕЛЛЕКТА

Серьезные проблемы, возникшие на фоне пандемии Covid-19 и Brexit, привели к развитию интуитивно понятных цепочек поставок, основанных на данных и оцифровке. Благодаря применению искусственного интеллекта (ИИ) появилась возможность эффективно управлять цепочкой поставок, используя и анализируя значительные объемы данных о бизнес-функциях, поставщиках и конкурентах.

Ключевое преимущество ИИ заключается в том, что он интуитивно распознает все ситуации, влияющие на цепочку поставок, способен прогнозировать непредсказуемые события (даже погодные и политические изменения) и мгновенно реагировать на колебания спроса, считывая меняющееся поведение потребителей и модели покупок.

Улучшение видимости

Сверхинтеллектуальные возможности также обеспечивают прозрачность всей цепочки поставок (отсутствие этого показателя как раз стало причиной многих проблем во время пандемии). Деятельность розничных продавцов и производителей все больше зависит от информации, касающейся многоуровневых сетей поставщиков, товаров, которые проходят через них, и уровня запасов в ключевых точках на складах, производственных точках или розничной торговле. Обладая этой информацией, руководители цепочки поставок могут интуитивно составлять планы действий в чрезвычайных ситуациях в ответ на

непредвиденные события, будь то внутренние (неисправность на производственной линии) или внешние (задержка поставок).

Преимущества для продуктового сектора

Интуитивно понятная цепочка поставок также использует возможности ИИ и Интернета вещей для наилучшего управления логистикой в продуктовом секторе, например для мониторинга факторов, влияющих на физическое состояние товаров при транспортировке. К таким факторам относятся удары, наклон, влажность, освещенность, температура и давление, которые предупреждают цепочку поставок о возможной порче, повреждениях и фальсификации товара. Эта функциональность выводит качество обслуживания клиентов на совершенно новый уровень и значительно сокращает расходы, связанные с повреждением товаров. Будущая цепочка поставок будет полностью ориентирована на прогнозирование возможных проблем и их предотвращение, а не только на отслеживание движения товаров.

Этот тип инноваций в цепочке поставок проявляется в системе Navisphere, которая работает с алгоритмами машинного обучения, позволяя использовать возможности более чем двух петабайт данных. Она удовлетворяет потребности клиентов, информируя о принятии стратегических решений, чтобы сделать цепочку поставок более эффективной за счет полной интеграции с собственными системами клиентов.

Однако ни одна технологическая компания не может иметь всех решений для постоянного совершенствования. В следующем десятилетии, вероятно, будет достигнут беспрецедентный уровень партнерства и совместной работы не только по горизонтали в секторе логистики, но и по вертикали с технологическими компаниями – например с технологическим гигантом Microsoft Corporation для интеграции системы Navisphere с облачными технологиями Microsoft Azure.

Аналогичные альянсы в секторе логистики позволят ИТ-подразделениям вплотную заняться проблемами, стоящими перед цепочками поставок свежих продуктов, включая отслеживание продукции, комплексное сотрудничество и повышение оперативности цепочки поставок.

VIII. Be ready to give the summary of the text orally. Pay attention to the following expressions and using them make up your own sentences based on the text A.

The text deals with (the problem of)...

It touches upon...

The extract from the article is concerned with...

The article is about...

The text centres round the problem of...

The article focuses on the problem of...

According to the text...

According to the author...

It further says that...

According to the figures (data, information, opinions) from the text...

It is clear from the text that...

The problem of the text is of great importance...

To sum it up...

On the whole...

In conclusion it is possible to say that...

IX. Discuss the following statements.

1. No technology company can have all the solutions for continuous improvement.

2. The process of logistics management is initiated from garnering raw materials.

3. Logistics management also strives to maintain ethical integrity throughout the organisation.

4. What factors, in your opinion, influence the formation of logistics to-day.

5. It is the responsibility of the logistics department to monitor and control such unethical practice

6. The use of forklift trucks, cranes and lifts while handling products at a warehouse can be a dangerous affair.

X. Make up your own presentation on the topic: “The Problem of logistics and implementation of artificial intelligence (AI)”.



GRAMMAR FOCUS

The Continuous Tenses

The Future Continuous (Progressive) Tense

The Future Continuous Tense образуется при помощи вспомогательного глагола **to be** в соответствующем будущем времени (**will be**) и глагола-сказуемого в форме инфинитива **без частицы to** с окончанием **-ing**.

The Future Continuous употребляют для выражения действия, которое будет длиться в точно указанный момент или период в будущем (*This time tomorrow I'll be working at home*).

Глаголы состояния (non-continuous verbs) в Future Continuous не употребляются.

Positive / Negative			Question			
I	will be	living	I			living?
He / She / It	(won't	doing	Will	he / she / it	be	doing?
We / You / They	be)	watching		we / you / they		watching?

Часто употребляются такие обстоятельства времени, как: *this time tomorrow* – в это время завтра; *from 8 till 9 tomorrow* – с 8 до 9 завтра; *tomorrow at 6 o'clock* – завтра в 6.

GRAMMAR EXERCISES

1. Write these sentences in question and negative forms.

1. We will be relaxing on the beach at this time on Saturday.
2. Students will be answering the teacher's questions at 10 o'clock tomorrow.
3. You will be taking an exam from 8 to 12 on Wednesday.
4. Bill will be making a report on economy the whole day tomorrow.
5. I will be fixing a car at 5.

2. Describe your tomorrow day. Begin with:

1. Tomorrow at 9 am I will be...
2. At midday I...
3. My best friend from 10 to 2 pm...
4. At 6 o'clock in the evening my parents...
5. At midnight our group mates...

3. Make the questions according to the answers.

1. ... will you be doing at 6? – I'll be taking an exam.
2. ... will Steve be writing the article? – Tomorrow.
3. ... will they be making the presentation tomorrow at 1 o'clock? – They were absent yesterday.
4. ... will my mother be planting flowers after breakfast? – In the garden.
5. ... will we be watching after supper? – A new documentary about our planet.

Unit 9. AREAS OF LOGISTICS APPLICATION

I. Read and translate the text A.

THE IMPORTANCE OF LOGISTICS IN THE MODERN WORLD

The fundamental role that logistics plays in our everyday lives has never been more evident than during the pandemic. One of the inevitable questions now being posed is: what will the “new normal” look like? And, therefore, how does this industry adapt itself and change to these new circumstances? Flexibility will be the watch word moving forward, and the ability to deliver solutions to match the customer’s new needs will be key.

The original use of the word “logistics” is of course military: a term which personnel used to refer to how they obtained, stored and moved equipment and supplies. Today, the use of the word is much wider and covers all aspects of the flow of goods between point of origin and point of consumption, and along the supply chain.

The management of logistics is about having the right resources in place at the right time to get the goods delivered to the right location in the correct condition. It sounds simple but with ever more complex, longer supply chains around the world it only takes one part of the world to sneeze and your entire supply chain can catch a cold.

The sophisticated just-in-time supply chain format has been shown to have many failings when you add in a global pandemic, where no nation remains untouched. This may well result in a reformatting and readjusting of the entire logistics industry as we enter the new normal. But whatever the new normal is, logistics will still play a key role in how the world recovers from a time of planetary economic collapse.

In the past, economic downturns have tended to hit the logistics industry hard; but at the same time we need to recognize that the industry has broadly benefitted from the key trends of the last half century – globalization, the growth of just-in-time supply chains and the exponential growth of internet shopping.

E-commerce is likely to continue to boom on a global basis. As McKinsey points out in its 2020 report on how consumer goods companies

are preparing for the new normal: “In the medium term, we expect shoppers to prefer the “safe” experience of shopping online to the prospect of shopping in crowded stores”.

Shopping from the safety of our own homes – be they in Auckland, Abu Dhabi, Aix-en-Provence or Albuquerque – appeals as long as we can rely on the logistics provider to deliver what we ordered on time and in tiptop condition. The ability of the logistics provider to do that relies on knowledge, planning and experience – because business cycles and economic upturns and downturns are notoriously unpredictable.

Embracing the best digital technology has also increased customer expectation of what can be delivered – with the result that the average consumer expects a level of transaction transparency and delivery capability which were rare just a decade ago. So, the onus is on the logistics provider to deliver a service to an e-tailer which matches up to these customer demands. Digital workforce tools, the use of robots in warehouses, advanced analytics and warehouse management all combine to make meeting those demands a reality, while at the same time maintaining firm control over operational costs and efficiencies.

(URL: <https://www.cevalogistics.com/en/ceva-insights/the-importance-of-logistics-in-the-modern-world>)

II. Answer the following questions according to the text.

1. When did logistics become especially important?
2. How has the meaning of logistics evolved from its military origins?
3. What does modern logistics cover?
4. What are the three “rights” in logistics management?
5. What supply chain model showed weaknesses during the pandemic?
6. What three things do logistics providers rely on?
7. What has increased customer expectations?
8. What do modern customers expect from deliveries?
9. What four digital tools help logistics providers?
10. Why is logistics important for economic recovery?

III. Translate the words and word combinations from Russian into English using the dictionary and memorize them.

Стеллаж; грузоперевозки; цепочка поставок; складское хозяйство; паллетные стеллажи; гравитационные стеллажи; многоярусные конструкции; автоматизированные системы; оптимизация пространства; точность отбора; производительность труда; логистический оператор; электронная коммерция; управление запасами; грузовое отделение; погрузочно-разгрузочные работы; транспортная логистика; складская техника; система хранения; грузоподъемность; зона комплектации; автоматизированный склад; логистический процесс; товарные запасы; складская логистика.

IV. Translate the words and word combinations from English into Russian using the dictionary and memorize them.

Modern shelving; speeding up the process; selecting goods in the warehouse; efficiency of a warehouse; organization of space; modern technologies; optimization of processes; shelving systems; speed and accuracy; product selection; structure divided into compartments; cargo storage; distribute the load; convenient handling; pellet shelving; most common types; warehouse shelving; high capacity; palletized loads; gravity racks; principle of gravity; selection area; minimizes the likelihood of errors; mezzanines; multi-level structures; elevator equipment; carousel racks; quick access; limited space; frontal racks; boxed and packaged products; collapsible system; unique shelving designs; acceleration of the selection process; rational arrangement; space optimization; increasing capacity; automated systems; human error; increase productivity; order processing; logistics processes; storage volume; processing speed.

V. Make up your own sentences with the following words and word combinations.

The importance of Logistics in the modern world; the fundamental role; the pandemic; new normal; supply chain; point of origin; point of consumption; right resources; right time; right location; correct condition; just-in-time supply chain; global pandemic; economic collapse; economic downturns; internet shopping; e-commerce; shopping online; logistics

provider; digital technology; transaction transparency; delivery capability; digital workforce tools; robots in warehouses; advanced analytics; warehouse management; operational costs; modern shelving; selecting goods in the warehouse; organization of space; modern technologies; optimization of processes; shelving systems; speed and accuracy; product selection; cargo storage; distribute the load; convenient handling; pallet shelving; warehouse shelving; palletized loads; gravity racks; selection area; minimizes the likelihood of errors; mezzanines; carousel racks; quick access; limited space; frontal racks; boxed and packaged products; collapsible system; unique shelving designs; acceleration of the selection process; rational arrangement; space optimization; increase productivity; order processing; logistics processes; processing speed.

VI. Insert the missing words and word combinations.

1. One of the inevitable questions now being posed is: what will the “... ..” look like?
2. Flexibility will be the watch word moving forward, and the ability to deliver solutions to match the will be key.
3. The original use of the word “logistics” is of course ... : a term which personnel used how they obtained, stored and moved ... and
4. The ... of logistics ... about ... the right resources in place at the right time to get the ... delivered to the in the correct condition.
5. It ... simple but with ever ... complex, longer ... chains around the world it ... takes ... part of the ... to sneeze and your entire can catch a cold.
6. The sophisticated ... supply chain format to have many failings when you add in a, where no nation remains untouched.
7. This may well ... in a reformatting and ... of the entire as we enter the new normal.
8. In the ... , economic ... have tended to hit the hard; but at the we need to recognize that the ... has broadly benefitted from the key ... of the last... century – ..., the growth of and the exponential growth of
9. ... is likely to continue to boom on a

10. In the medium term, we ... shoppers to prefer the “safe” experience of ... to the prospect of shopping in

11. Shopping ... the safety of our ... – be they in Auckland, Abu Dhabi, Aix-en-Provence or Albuquerque – ... as long as we ... rely ... the logistics provider ... what we ordered on ... and in

12. The ... of the logistics ... to do that ... knowledge, ... and experience – because ... cycles and economic ... and ... are notoriously unpredictable.

13. ... the best digital ... has also increased ... expectation of what ... be delivered – with the ... that the ... consumer expects a level of ... and ... which ... rare just a decade ago.

14. So, the onus ... on the logistics ... to deliver a service to an e-tailer which matches up to

15. Digital ... tools, the use of ... in warehouses, ... and ... all combine ... make meeting those ... a reality.

VII. Translate into English the text B using the dictionary.

СОВРЕМЕННЫЕ СТЕЛЛАЖИ, УСКОРЯЮЩИЕ ПРОЦЕСС ОТБОРА ТОВАРОВ НА СКЛАДЕ

Эффективность работы склада зависит от многих факторов, в том числе от организации пространства, использования современных технологий и оптимизации процессов. Правильно подобранные стеллажные системы – один из ключевых элементов, влияющих на скорость и точность выбора товара.

Стеллаж в логистике – конструкция, разделенная на отсеки для хранения грузов. Он позволяет распределять нагрузку на нескольких уровнях от пола до потолка, обеспечивая удобство транспортировки.

Основные виды современных стеллажей

1. Паллетные стеллажи – один из наиболее распространенных видов складских стеллажей. Они обеспечивают высокую вместимость и удобство работы с паллетными грузами. Такие стеллажи особенно эффективны для хранения больших объемов однотипной продукции.

2. Гравитационные стеллажи используют принцип действия силы тяжести для автоматической доставки товаров ближе к зоне выбора. Это значительно сокращает время, необходимое для поиска нужного товара, и сводит к минимуму вероятность ошибок.

3. Антресоли – многоуровневые конструкции, позволяющие эффективно использовать высоту помещения. Они подходят для хранения мелких предметов и могут включать в себя подъемное оборудование для перемещения между уровнями.

4. Карусельные стеллажи автоматически доставляют товары оператору, обеспечивая быстрый доступ ко всем товарам внутри системы. Эти стеллажи идеально подходят для небольших складов с ограниченной площадью.

5. Фронтальные стеллажи используют для размещения штучной и упакованной продукции. Внешне они выглядят как многоуровневые конструкции, на которых закреплены поддоны. Благодаря разборной системе и сочетанию различных компонентов можно получить уникальные конструкции стеллажей.

Преимущества современных стеллажей:

- ускорение процесса выбора: благодаря рациональному расположению товаров и автоматизации процесс выбора происходит быстрее и точнее;

- оптимизация пространства: некоторые типы стеллажей позволяют максимально эффективно использовать складские площади за счет увеличения вместимости;

- снижение вероятности ошибок: автоматизированные системы снижают риск человеческих ошибок при выборе товаров;

- повышение производительности: время, затрачиваемое на обработку каждого заказа, сокращается, а количество заказов, обрабатываемых в единицу времени увеличивается.

(URL: <https://proflogistik52.ru/stati/sovremennye-stellazhi-dlya-sklada-kak-oni-uskoryayut-proczech-otbora-tovarov.html?ysclid=m8mexlq211455412936>; https://logard.su/catalog/stellazhi/gravitatsionnye_stellazhi/)

VIII. Be ready to give the summary of the text orally. Pay attention to the following expressions and using them make up your own sentences based on the text A.

The text deals with (the problem of)...

It touches upon...

The extract from the article is concerned with...

The article is about...

The text centres round the problem of...

The article focuses on the problem of...

According to the text...

According to the author...

It further says that...

According to the figures (data, information, opinions) from the text...

It is clear from the text that...

The problem of the text is of great importance...

To sum it up...

On the whole...

In conclusion it is possible to say that...

IX. Discuss the following statements.

1. Warehouse performance factors.

2. The original use of the word 'logistics'.

3. The fundamental role that logistics plays in our everyday lives.

4. In the past, economic downturns have tended to hit the logistics industry hard.

5. Globalization, the growth of just-in-time supply chains and the exponential growth of internet shopping.

6. We can rely on the logistics provider to deliver what we ordered on time and in tiptop condition.

X. Make up your own presentation on the topic: "Warehouse work efficiency".



GRAMMAR FOCUS

The Perfect Tenses

The Present Perfect Tense

The Present Perfect образуется при помощи вспомогательного глагола **to have / to has** (в 3-м лице ед. ч.) и причастия прошедшего времени **Participle II (-ed / III форма неправильного глагола)** глагола-сказуемого.

The Present Perfect употребляется: 1) когда виден результат того, что происходило в прошлом (опыт, события, новости) (*I have done my report on history; She has already cooked the birthday cake*); 2) чтобы рассказать о действиях, которые начались в прошлом и все еще продолжают в настоящем (*I have known Mary for ten years; Bob has been in love since last year*); 3) говоря о событии, которое произошло в неистекший отрезок времени (*today, this week, this month*) (*I have bought a book today*).

Positive	Negative	Question
I / You / We / They <i>have</i> washed	I / You / We / They <i>haven't</i> washed	<i>Have</i> I / you / we / they washed?
He / She / It <i>has</i> washed	He / She / It <i>hasn't</i> washed	<i>Has</i> he / she / it washed?

Часто употребляются такие обстоятельства времени, как: **already** – уже (что-то сделано, произошло); **yet** – уже (что-то сделано, произошло);

just – только что (что-то произошло); *never* – никогда (не делал, не совершал за все это время); *ever* – когда-либо (за все это время) – вопросительные предложения; *for (ten years)* – в течение (десяти) лет; *recently* – недавно, за последнее время; *so far* – до сих пор, пока, до настоящего времени; *since Friday* – с пятницы (и до настоящего времени). ‘*How long have you known him?*’ ‘*I have known him for ten years.*’ – ‘Как долго / Сколько лет ты его знаешь?’ ‘Я знаю его десять лет’.

GRAMMAR EXERCISES

1. Change the sentences into Present Perfect and translate them.

1. Students are writing a dictation.
2. They are having tea.
3. We are looking for more CDs with good music.
4. Molly is translating a difficult article from German into Russian.
5. I’m telling my friends an interesting story.

2. Complete the sentences using word in brackets.

Pattern: My friend (open) **has opened** a shop in the village.

1. I (not /do) my homework yet.
2. (You / send) aunt Mary a birthday card yet?
3. Nalini (not / hear) from his brother for two months.
4. We (have) a lot of work to do recently.
5. They (be) in France for two years.

3. Translate into English.

1. Я никогда не видел таких прекрасных картин.
2. Мы только что говорили с деканом о моем новом проекте.
3. Твой друг когда-нибудь был в Волгограде?
4. Студенты недавно успешно сдали сложный экзамен.
5. Где вы были все это время?

4. Make a sentence. Use the present perfect.

Pattern: I’m tired. (I / walk / miles.) – **I’ve walked miles.**

1. Emma’s computer is working now. (She / repair / it.)

2. It's cooler in here now. (*I / open / the window.*)
3. The visitors are here at last. (*They / arrive.*)
4. Mark's car isn't blocking us in now. (*He / move / it.*)
5. We haven't got any new videos. (*We / watch / all these.*)

Present Perfect or Past Simple?

5. Put in the correct verb form.

Pattern: (*I / do*) ***I've done*** all the housework. The flat is really clean now.

A young couple (*buy*) ***bought*** the house next door. But they didn't live there long.

1. Our visitors (*arrive*). They're sitting in the garden.
2. There's still a problem with the television. Someone (*repair*) it, but then it broke down again.
3. (*I / lose*) my bank card. I can't find it anywhere.
4. The match (*start*). United are playing well.
5. My sister (*run*) away from home. But she came back two days later.
6. (*We / plant*) an apple tree in the garden. Unfortunately it died.
7. Prices (*go*) up. Everything is more expensive this year.
8. (*I / make*) a cake. Would you like a piece?

6. Choose the best sentence a) or b).

Pattern: – Have you heard about the woman walking across the US?

– Yes, *she's reached* the Rockies.

a) The walk is continuing; b) *The walk has finished.*

1. – Have you ever played beach volleyball?

– Yes, we played it on holiday.

a) The holiday is still going on; b) The holiday is over.

2. – Did you know old Mr. Blacsmith?

– No, I never met him.

a) Mr. Blacsmith is probably alive; b) Mr. Blacsmith is probably dead.

3. – David Green is a great footballer.

– Yes, he's scored 200 goals for United.

a) David Green still plays for United; b) David Green has left United.

Unit 10. TECHNOLOGICAL PROGRESS OF LOGISTICS

I. Read and translate the text A.

DEVELOPMENT OF MODERN LOGISTICS

In today's world, logistics plays a key role in ensuring a stable economy and meeting consumer demand. Globalization, technological progress, and changing consumer preferences significantly impact logistics processes, requiring constant adaptation and the implementation of innovative solutions. Therefore, studying current trends in the development of logistics is a relevant and important task.

Modern logistics is undergoing significant changes due to the impact of digitalization and the automation of warehouse operations. Big Data and analytics enable route optimization, demand forecasting, inventory management, and the identification of bottlenecks in the supply chain, increasing the efficiency of decision-making. Artificial intelligence and machine learning automate processes, improve warehouse management, forecast needs, and detect irregularities, enhancing the speed and accuracy of operations. Blockchain technologies ensure transparency and security by tracking the origin of goods and simplifying calculations between stakeholders in the supply chain.

The growth of e-commerce is driving the development of "last-mile" logistics, allowing consumers to choose delivery options, track orders, and receive real-time information about the location of their goods.

Sustainable logistics is becoming increasingly important, reflecting growing concerns about environmental and social issues. This is expressed in the use of environmentally friendly transport, the optimization of routes to reduce emissions, the recycling and reuse of materials, the provision of safe working conditions, and compliance with ethical standards.

Innovative technologies play a key role in optimizing logistics processes. Warehouse automation, robotic recognition systems, and warehouse management systems (WMS) enhance the speed, accuracy, and efficiency of warehouse operations.

Optimization of transportation operations, supported by transport management systems (TMS), GPS navigation, and telematics, reduces transportation costs, shortens delivery times, and increases reliability. The use of predictive technologies enables more accurate demand forecasting and inventory optimization.

Integration and collaboration between participants in the supply chain are essential conditions for increasing efficiency and reducing costs. Companies strive to create integrated systems, while horizontal integration fosters cooperation between logistics companies. The development of logistics platforms simplifies interaction.

In a dynamic world, modern logistics must constantly adapt and innovate. A focus on integration, robotization, automation, “green” technologies, data, and customer orientation defines the trajectory of the industry's development. The future of logistics lies in flexible, technologically advanced, and customer-oriented solutions that provide a competitive edge in a rapidly changing business landscape.

II. Answer the following questions according to the text.

1. What is the primary role of logistics in the modern world?
2. What three key factors are driving changes in modern logistics?
3. How do Big Data and analytics improve logistics operations?
4. What four benefits do AI and machine learning provide in logistics?
5. How does blockchain technology enhance supply chain operations?
6. What is “last-mile” logistics and why is it important for e-commerce?
7. What two main concerns are driving sustainable logistics practices?
8. Name five ways companies implement sustainable logistics.
9. What three technologies improve warehouse operations?
10. How do TMS, GPS and telematics improve transportation?
11. What two benefits come from supply chain integration?
12. What six elements define modern logistics development?
13. What three characteristics will future logistics solutions have?
14. What will give companies a competitive advantage in logistics?
15. Why must logistics constantly adapt to changes?

III. Translate the words and word combinations from Russian into English using the dictionary and memorize them.

Цифровизация; автоматизация складов; большие данные; искусственный интеллект; машинное обучение; блокчейн; электронная коммерция; логистика «последней мили»; устойчивая логистика; экологичный транспорт; оптимизация маршрутов; сокращение выбросов; переработка материалов; безопасные условия труда; этические стандарты; роботизированные системы; система управления складом; система управления транспортом; GPS-навигация; телематика; прогнозирование спроса; оптимизация запасов; цепочка поставок; горизонтальная интеграция; логистические платформы; клиентоориентированность.

IV. Translate the words and word combinations from English into Russian using the dictionary and memorize them.

Globalization; technological progress; consumer preferences; innovative solutions; decision-making efficiency; demand forecasting; inventory management; supply chain bottlenecks; warehouse automation; real-time information; environmentally friendly; route optimization; emission reduction; material recycling; working conditions; ethical compliance; robotic recognition; warehouse management system; transport management system; predictive technologies; supply chain integration; logistics platforms; business landscape; competitive edge; rapidly changing.

V. Make up your own sentences with the following words and word combinations.

Modern logistics; stable economy; consumer demand; technological progress; innovative solutions; digital transformation; Big Data analytics; artificial intelligence; machine learning; blockchain technology; e-commerce growth; last-mile delivery; sustainable practices; green transportation; route optimization; emission control; recycling programs; workplace safety; ethical standards; warehouse robots; WMS implementation; TMS software; GPS tracking; demand prediction; inventory optimization; supply chain integration; logistics platforms; customer orientation; competitive advantage; business adaptation.

VI. Insert the missing words and word combinations.

1. In today's world, logistics plays a key role in ensuring a and meeting
2. Globalization, , and changing significantly impact logistics processes.
3. Big Data and analytics enable , , inventory management, and bottleneck identification.
4. AI and machine learning automate processes, improve , forecast needs, and detect
5. Blockchain technologies ensure and by tracking goods origin.
6. The growth of is driving logistics development.
7. Sustainable logistics addresses concerns about and issues.
8. Companies implement sustainability through transport, route optimization, , safe workplaces, and
9. Warehouse , robotic systems, and enhance operations.
10. TMS, , and improve transportation efficiency.
11. Supply chain and increase efficiency and reduce costs.
12. Modern logistics focuses on , , automation, green tech, data, and
13. Future solutions will be , , and
14. Constant and are necessary in dynamic markets.
15. solutions provide a in changing business environments.

VII. Translate into English the text B using the dictionary.

**ИННОВАЦИОННЫЕ ТЕХНОЛОГИИ
В СОВРЕМЕННОЙ ЛОГИСТИКЕ**

Современная логистика активно внедряет инновационные технологии для повышения эффективности операций. Автоматизация складов с использованием роботизированных систем и искусственного интеллекта позволяет значительно ускорить процессы обработки заказов

и повысить точность операций. Системы управления складом (WMS) интегрируются с технологиями компьютерного зрения для автоматического распознавания товаров.

Большие данные и аналитику используют для оптимизации маршрутов доставки, прогнозирования спроса и управления запасами в режиме реального времени. Машинное обучение помогает выявлять закономерности в цепочках поставок и предсказывать потенциальные сбои.

Технология блокчейн обеспечивает прозрачность и безопасность логистических операций, позволяя отслеживать происхождение товаров на всех этапах поставки. Это особенно важно для международных перевозок и контроля качества продукции.

Развитие интернета вещей (IoT) позволяет оснащать транспортные средства и контейнеры датчиками для мониторинга местоположения, температуры и других параметров груза в реальном времени. Это значительно повышает надежность доставки скоропортящихся товаров.

Цифровые логистические платформы объединяют всех участников цепочки поставок, обеспечивая Seamless взаимодействие и обмен информацией. Клиенты получают возможность отслеживать свои заказы на всех этапах их выполнения.

Будущее логистики связано с дальнейшей автоматизацией, использованием дронов и автономных транспортных средств для доставки, а также внедрением квантовых вычислений для оптимизации сложных логистических моделей.

VIII. Be ready to give the summary of the text orally. Pay attention to the following expressions and using them make up your own sentences based on the text A.

The text deals with (the problem of)...

It touches upon...

The extract from the article is concerned with...

The article is about...

The text centres round the problem of...

The article focuses on the problem of...

According to the text...

According to the author...

It further says that...

According to the figures (data, information, opinions) from the text...

It is clear from the text that...

The problem of the text is of great importance...

To sum it up...

On the whole...

In conclusion it is possible to say that...

IX. Discuss the following statements.

1. The future of logistics is linked to further digitalization and automation.

2. Machine learning helps identify patterns in supply chains and predict potential disruptions.

3. Modern logistics is actively implementing innovative technologies to improve the efficiency of operations.

4. In a dynamic world, modern logistics must constantly adapt and innovate.

5. A focus on integration, robotization, automation, “green” technologies, data, and customer orientation defines the trajectory of the industry's development.

6. Blockchain technologies ensure transparency and security by tracking the origin of goods.

X. Make up your own presentation on the topic: “Priority areas of modern logistics”.



GRAMMAR FOCUS

The Perfect Tenses

The Past Perfect Tense

The Past Perfect Tense образуется с помощью вспомогательного глагола **to have** в прошедшем времени **had** и **Participle II (-ed / III форма неправильного глагола)** глагола-сказуемого.

Глагол в *Past Perfect* обозначает действие, законченное к определенному моменту в прошлом или до начала другого действия (*He had read the book by 10 o'clock yesterday; When we came to the airport the plane had already landed*).

Время употребляется в предложениях, в которых одно действие завершилось до другого действия, длящегося в прошлом (*He had read the book and was watching TV when I came*).

Positive	Negative	Question
I / You / We / They / He / She / It <i>had</i> washed	I / You / We / They / He / She / It <i>hadn't</i> washed	<i>Had</i> I / you / we / they / he / she / it washed?

Часто употребляются такие обстоятельства времени, как: **by the time** – к этому времени; **already** – уже; **till / until** – до (какого-то времени).

GRAMMAR EXERCISES

1. Put these sentences in the question and negative forms.

1. You had studied English before you entered the University.
2. They had arrived at the station by 6 o'clock.
3. James had finished reading the book by last Sunday.
4. I had done my lessons by the time you called me up.
5. The teacher had given the students their homework before the bell rang.

2. Read the situation and write the sentences from the words in brackets.

Pattern: You went to Sue's house, but she wasn't there. (*She / go / out.*) – ***She had gone out.***

1. You went back to your home town after many years. It wasn't the same as before. (*It / change / a lot.*)
2. I invited Ian to the party but he couldn't come. (*He / arrange / to do something else.*)
3. You went to the cinema last night. You got to the cinema late. (*The film / already / begun.*)
4. It was nice to see Dan again after such a long time. (*I / not / see / him / for five years.*)
5. I offered my parents something to eat, but they weren't hungry. (*They / just / have breakfast.*)

3. Translate into English.

1. Когда вы пришли, я уже перевел весь текст.
2. К тому времени как вы позвонили, гости еще не собрались.
3. Вы изучали английский перед тем, как поступили на эти курсы?
4. Дождь уже прекратился, когда мы вышли из дома.
5. Сколько страниц этой книги твой брат прочитал к концу прошлой недели?

4. Make the questions to the underlined words.

1. The people went home after they had finished their work.
2. The young man has decided to buy the new vase after the old one had fallen down and broken to pieces.
3. The lecture has begun by the time I entered the room.

Unit 11. KEY LOGISTICS TECHNOLOGY TRENDS

I. Read and translate the text A.

THE LOGISTICS INDUSTRY IN RUSSIA

Key Logistics Technology Trends Reshaping the Industry in 2025

The logistics industry is undergoing a massive transformation driven by cutting-edge technologies. In 2025, automation and robotics continue to dominate, with nearly 80 % of logistics companies investing in these solutions to boost efficiency. Warehouses are increasingly adopting robotic palletizers, automated picking systems, and autonomous guided vehicles (AGVs) to minimize errors and optimize inventory management. Giants like Amazon, Alibaba, and DHL are leading the charge, with DHL's \$15 million investment in Boston Dynamics robotics expected to increase productivity by 50 – 100 % and warehouse throughput by 30 %.

Artificial Intelligence (AI) and Machine Learning (ML) are revolutionizing transportation logistics. AI-powered predictive analytics help companies reduce costs by 15 %, optimize inventory by 35 %, and improve service levels by 65 %. UPS's ORION system uses ML to optimize delivery routes, while DHL's Resilience360 platform enhances demand forecasting and warehouse automation. These advancements ensure faster deliveries and smarter supply chain decisions.

Blockchain is another game-changer, projected to grow at a staggering 39.19 % CAGR through 2032. It provides unmatched transparency by tracking products from origin to destination, reducing fraud, and automating compliance via smart contracts. Companies like Maersk (with IBM's TradeLens)

and Walmart (via Food Trust) use blockchain to enhance traceability and sustainability in their supply chains.

The Internet of Things (IoT) is transforming warehousing and fleet management. Over 80 % of logistics firms are adopting IoT sensors to monitor shipments in real-time, prevent spoilage of perishable goods, and maintain vehicle health. Schneider Electric, Volvo, and Nissan are leveraging IoT to optimize energy use, track shipments, and manage warehouse operations more efficiently.

Augmented Reality (AR) and Virtual Reality (VR) are enhancing workforce training and operational efficiency. AR reduces errors by 40 % and improves productivity by 32 %, while VR training increases retention and performance. Companies like DB Schenker use AR for guided picking, and Walmart employs VR to simulate high-demand scenarios like Black Friday sales.

Big data analytics is critical for logistics in 2025, with the market expected to grow at over 21.5 % annually. Real-time insights help companies streamline inventory, forecast demand, and track shipments with precision. CMA CGM uses AI-powered analytics from Google to optimize shipping routes, while DHL relies on big data for faster, more accurate deliveries.

Sustainability is no longer optional – 66 % of consumers prefer eco-friendly brands, and over 40 % of logistics providers win business through green initiatives. Companies like Maersk (investing in wind-assisted propulsion), Amazon (expanding electric fleets), and UPS (adopting hydrogen-powered trucks) are setting new standards in sustainable logistics.

Autonomous vehicles and drones are making last-mile delivery more efficient. While drone delivery costs are still high (\$1.50 – \$2 per drop in the future), companies like UPS (partnering with TuSimple and Waymo) and Walmart (already completing 6.000+ drone deliveries) are pioneering this space.

Finally, digital twins -virtual replicas of physical supply chains are improving real-time monitoring and decision-making. DHL uses them to optimize warehouses, while FedEx Office collaborates with Accenture to enhance printing and delivery efficiency.

As 2025 unfolds, logistics companies must embrace these technologies to stay competitive. From AI-driven automation to blockchain-enabled

transparency and sustainable practices, the future of logistics is smarter, faster, and greener than ever.

(URL: <https://acropolium.com/blog/top-logistics-technology-trends/>)

II. Answer the following questions according to the text.

1. What percentage of logistics companies are investing in automation and robotics in 2025?
2. How much can AI reduce logistics costs according to 2025 projections?
3. What growth rate is predicted for blockchain in supply chain through 2032?
4. What are two main benefits of IoT in logistics operations?
5. Which companies are mentioned as leaders in implementing warehouse robotics?
6. How does AR improve productivity in logistics operations?
7. What percentage of consumers prefer eco-friendly brands according to sustainability data?
8. What are the projected future costs for drone deliveries?
9. Which two technologies does UPS use for autonomous deliveries?
10. What improvement have companies seen from using digital twins?

III. Translate the words and word combinations from Russian into English using the dictionary and memorize them.

Грузоперевозки; склад; доставка; цепочка поставок; транспорт; инвентаризация; упаковка; маршрутизация; экспедирование; таможня; погрузка; разгрузка; заказ; поставщик; клиент; логистическая компания; грузовик; складские запасы; товарный поток; распределение; курьер; отслеживание груза; сроки доставки; транспортные расходы; логистические процессы; изменение тарифов; поиск новых маршрутов; ключевые вызовы для рынка логистических услуг; перевозчики; переосмысливают; старые модели ценообразования; искать новые возможности; сократить издержки; с помощью цифровизации; автоматизация бизнес-процессов.

IV. Translate the words and word combinations from English into Russian using the dictionary and memorize them.

Shipping; warehouse; delivery; supply chain; transportation; inventory management; packaging materials; route optimization; freight forwarding; customs clearance; loading dock; unloading process; order fulfillment; supplier network; customer demand; logistics provider; trucking company; stock levels; cargo movement; distribution center; courier service; shipment tracking; delivery timeframe; transportation costs; logistics operations; last-mile delivery; cross-docking operations; reverse logistics process; order fulfillment center; dispatch management.

V. Make up your own sentences with the following words and word combinations.

Logistics industry; automation and robotics; warehouse operations; autonomous guided vehicles (AGVs); inventory management; demand forecasting; artificial intelligence (AI); machine learning (ML); route optimization; predictive analytics; blockchain technology; supply chain transparency; smart contracts; Internet of Things (IoT); real-time tracking; fleet management; temperature-controlled solutions; augmented reality (AR); virtual reality (VR); workforce training; big data analytics; shipment tracking; sustainability strategy; electric vehicles; reverse logistics; autonomous vehicles; drone delivery; digital twins; predictive maintenance; supply chain disruptions; logistics efficiency.

VI. Insert the missing words and word combinations.

1. In 2025, ... remains the leading ... differentiator, with ... 80 % of logistics ... planning investments.

2. AI/ML algorithms ... vast datasets for ..., leading to 15 % reduction ... logistics

3. The ... market ... expected ... grow ... a 39.19 % CAGR through 2032.

4. ... enable real-... tracking of ... and prevention of perishable ... spoilage.

5. Companies... Amazon and DHL demonstrate ... increases of 50 – 100 % through... .

6. ... provides unparalleled ... through unique ... identities for products.

7. AR boosts ... by 32 % and reduces errors by 40 % in ... operations.

8. Over 80 % of logistics ... plan to adopt ... for monitoring shipments.

9. ... helps optimize ... routes and ... container handling ... global companies.

10. ... is becoming ... with 66 % of consumers preferring eco-friendly

11. Future ... costs ... expected to drop to \$1.50 – \$2 per ... delivery.

12. UPS partners with ... for autonomous ... solutions.

13. Digital ... help companies ... 30 % reduction in ... according to Gartner.

14. ... creates safe training ... through simulation of ... - ... scenarios.

15. ... algorithms improve demand ... accuracy by 35 % in supply

VII. Translate into English the text B using the dictionary.

ЛОГИСТИЧЕСКИЕ ПРОЦЕССЫ В БИЗНЕСЕ

В бизнесе происходят десятки процессов: поиск поставщиков, производство, работа склада, доставка заказов покупателям. Логистика помогает оптимально организовать все эти процессы.

Многие думают, что логистика связана только с доставкой грузов. Но на самом деле она затрагивает все процессы – от планирования производства до доставки товара покупателю.

Логистика управляет разными производственными потоками, то есть перемещением груза на пути от производства к потребителю. Пример материального потока: предприятие закупило сырье, на производстве его превратили в готовый продукт и продали покупателю.

Цель логистики – минимизировать затраты, оптимизировать процессы, а значит, снизить расходы и увеличить прибыль.

Приведем пример. В мебельной мастерской небольшого города занимаются производством стульев в стиле 60-х. Раньше дерево и фанеру заказывали в Москве, потому материалы шли долго и приходилось много платить за доставку. Недавно директор нашел другого поставщика из соседнего города. Теперь дерево и фанеру везут быстрее,

а за оптовые заказы даже предложили скидку 15 %. В результате затраты на производство уменьшились, а объемы производства выросли.

В небольшой компании логистикой может заниматься собственник или руководитель, а крупный бизнес нанимает для этих целей логиста или собирает целый отдел.

Простыми словами, логистика – это разные способы оптимизирования производственных процессов, чтобы бизнес тратил меньше и при этом зарабатывал больше. Например, налаживание процессов доставки товаров или их хранения на складе.

(URL: <https://secrets.tbank.ru/glossarij/logistika/>)

VIII. Be ready to give the summary of the text orally. Pay attention to the following expressions and using them make up your own sentences based on the text A.

The text deals with (the problem of)...

It touches upon...

The extract from the article is concerned with...

The article is about...

The text centres round the problem of...

The article focuses on the problem of...

According to the text...

According to the author...

It further says that...

According to the figures (data, information, opinions) from the text...

It is clear from the text that...

The problem of the text is of great importance...

To sum it up...

On the whole...

In conclusion it is possible to say that...

IX. Discuss the following statements.

1. Tariff changes and the search for new routes are becoming key challenges for the logistics services market.
2. Carriers are rethinking old pricing models and looking for new ones.

3. Logisticians are trying to reduce costs through digitalization and automation of business processes.

4. The transportation industry is actively transforming at the present stage: to support trade in Asian markets, and is also developing routes to the East.

5. Import substitution has created conditions for the growth of domestic transportation volumes.

X. Make up your own presentation on the topic: “The expansion of online commerce and the introduction of IT technologies as key factors in logistics”.



GRAMMAR FOCUS

The Perfect Tenses

The Future Perfect Tense

The Future Perfect – сложная временная форма, образуемая при помощи вспомогательного глагола **to have** в *Future Simple (will have)* и *Past Participle (-ed / III форма неправильного глагола)* глагола-сказуемого. *Future Perfect* обозначает действие, которое будет закончено до определенного момента в будущем (*By the end of the term we'll have read four English books*).

Positive	Negative	Question
I / You / We / They / He / She / It	<i>will not</i> <i>(won't)</i> <i>have</i> It	I / you / we / they / he / she / it
<i>will</i> <i>have</i> asked		<i>Will</i> <i>have</i> asked?

GRAMMAR EXERCISES

1. Put these sentences in the question and negative forms.

1. Trevor and Laura *will have lived* here for four years next April.
2. This chess game is going to last ages. They *won't have finished* it until midnight.
3. *I will have read* this book by the time it's due back to the library.
4. My husband *will have finished* his work by half past eight, so he should be home about nine.
5. Phone me after 8 o'clock. *We'll have finished* dinner by then.

2. Translate into English.

1. Моя сестра вернется домой к 10 часам. Позвоните позднее.
2. К концу сентября мы получим хорошую премию.
3. Я плохо себя чувствую, но к концу недели я выздоровею.
4. На следующей неделе у меня будет больше времени, так как я сдам все экзамены.
5. Когда мой папа вернется домой, он будет очень усталым.

3. Paul wants to be an artist. He's reading about a famous artist called Winston Plummer.

Winston Plummer was a great artist, who had a wonderful career. He won lots of prizes before he was twenty. By the age of twenty-five he had had his own exhibition. He was the subject of a TV documentary by the time he was thirty. By the age of thirty-five he had become world-famous. He made millions of pounds from his pictures before he was forty.

Paul is daydreaming about his own future career. What is he thinking?

Pattern: I hope I'll *have won lots of prizes* before I'm twenty.

1. Perhaps ... my own exhibition by the age of twenty-five.
2. I wonder if ... by the time I'm thirty.
3. Maybe ... by the age of thirty-five.
4. I hope ... by the age of forty.

4. How good is your maths? Can you work out the answers?

Pattern: It's quarter to six. Melanie is putting something in the oven. It needs to be in the oven for an hour and a half. *When will it have cooked?* It will have cooked **at quarter past seven.**

1. It's seven o'clock in the evening, and Andrew is starting to write an essay. He writes one page every fifteen minutes. He plans to finish the essay at midnight. *How many pages will he have written?* He will have written ... pages.

2. It's Monday morning, and Sarah is travelling to work. It's twenty miles from her home to the office. *How far will she have travelled to and from work by the time she gets home on Friday?* She will have traveled ... miles.

3. Matthew is doing press-ups – one every two seconds. *How many will he have done after five minutes?* He will have done ... press-ups.

Unit 12. DIGITAL TECHNOLOGIES AND LOGISTICS

I. Read and translate the text A.

WHY AI IS THE FUTURE OF SUPPLY CHAIN

Artificial intelligence is becoming a key driver in supply chain management. By analyzing large volumes of data and identifying trends, AI helps companies make better decision and improve productivity. One major

advantage is in supplier relationship management AI can assess supplier performance based on factors like cost, quality, and reliability, helping businesses choose the best partners and build stronger supply chains. This ability to analyze data in real time ensures businesses can respond quickly to potential issues. With this data, companies can fix problems before they grow.

AI is also highly effective for demand forecasting. By analyzing sales data, market trends, and external factors like weather, AI can predict customer demand more accurately. This helps companies manage inventory efficiently, avoiding overstock and shortages. Better forecasting supports better planning, this is essential in today's fast-moving markets. AI helps companies stay prepared for unexpected changes.

AI automation removes tasks like processing orders and creating bills. Automating these processes reduces human error, speeds up operations, and allows employees to focus on tasks that add more value to the business. This makes the supply chain more agile and efficient, able to respond quickly to changes.

What makes AI so powerful for supply chains is its ability to optimize processes from start to finish. From sourcing materials and managing suppliers to forecasting demand and improving customer experience, AI enables smarter, faster decisions. With tools like machine learning and generative AI, businesses can gain real-time insights and make better predictions. These tools help companies adapt quickly, reduce disruptions, and operate more sustainably. AI helps companies make better choices every day. As more AI-powered platforms are developed for supply chains, businesses using them gain a competitive advantage, positioning themselves for long-term success.

(URL: <https://supplychaindigital.com/technology/why-ai-is-future-of-supply-chain>)

II. Answer the following questions according to the text.

1. How does AI help companies in supply chains?
2. What is one advantage of AI in supplier relationship management?
3. How does AI help predict demand?
4. What tasks does artificial intelligence do?

5. How does artificial intelligence help make decisions in supply chains?
6. Why is artificial intelligence important for companies in fast-changing markets?
7. How does artificial intelligence help companies be better than competitors?
8. How does artificial intelligence improve inventory management?
9. What does artificial intelligence help companies avoid?
10. What does artificial intelligence allow employees to focus on?
11. What logistics tools help companies adapt quickly, reduce disruptions, and operate more sustainably?
12. How does artificial intelligence help companies make better decisions every day?
13. Do companies using artificial intelligence gain a competitive advantage?
14. What is one of the main advantages of supplier relationship management?
15. What allows companies to respond quickly to potential problems?

III. Translate the words and word combinations from Russian into English using the dictionary and memorize them.

Оптимальное управление; потоки ресурсов; цепочка поставок; задержка производства; увеличение затрат; репутационные потери; срыв контрактов; прикладная дисциплина; планирование закупок; контроль запасов; функциональная единица; перевозка грузов; морские перевозки; контейнерные грузы; негабаритный груз; сборный груз; международные поставки; планирование производства; передача данных; безопасное хранение; добавленная стоимость; управление бизнес-процессами; оптимизация маршрутов; складские запасы; координация поставок.

IV. Translate the words and word combinations from English into Russian using the dictionary and memorize them.

Supply chain; ancient trade; transportation systems; storage facilities; supply chains; distribution networks; trade guilds; industrial revolution; steam locomotives; steamships; mass production; global markets; communication technologies; supply chain management; just-in-time system; digital technologies; process control; management systems; software solutions; barcode scanning; radio-frequency identification; real-time tracking; route optimization; warehouse automation; operational speed; reliability; flexibility; business resilience; disruption management; technological advancement.

V. Make up your own sentences with the following words and word combinations.

Artificial intelligence; intelligent systems; supply chain management; analyzing large volumes of data; supplier relationship management; assess supplier performance; cost, quality, reliability; real-time data analysis; demand forecasting; sales data; market trends; predict customer demand; manage inventory efficiently; avoid overstock and shortages; process automation; processing orders; reduce human error; speed up operations; agile and efficient supply chain; sourcing materials; machine learning; logistics; ancient civilizations; transporting and storing goods; warehouses; trade routes; Industrial Revolution; locomotives and steamships; mass production; digital technologies; barcode scanning.

VI. Insert the missing words and word combinations.

1. Automating these ... reduces human ..., speeds up ..., and allows employees to focus on ... tasks.

2. One major advantage is in supplier ... management AI can assess ... performance.

3. AI helps companies make better ... and improve

4. This ability to analyze ... in real time ensures businesses can respond ... to potential

5. AI can predict ... demand more ... by analyzing sales ... and ... factors.

6. AI removes tasks like ... orders and creating
7. With tools like ... learning and generative ..., businesses can gain ... insights.
8. Better ... supports better planning, which is essential in today's fast- ... markets?
9. This helps companies manage ... efficiently, avoiding ... and
10. From sourcing ... and managing ... to forecasting ..., AI enables smarter, faster
11. These tools help companies adapt quickly, reduce ..., and operate more
13. By analyzing large volumes of ... and identifying ..., AI supports better
14. AI helps companies stay prepared for unexpected
15. Businesses using AI-powered ... gain a ... advantage.
16. AI improves the ... chain by making it more ... and

VII. Translate into English the text B using the dictionary.

СТАНОВЛЕНИЕ И РАЗВИТИЕ ЛОГИСТИКИ

Логистика – область, которая развивалась вместе с человеческим обществом и технологиями. В древних цивилизациях, таких как Месопотамия, Египет, Китай и Рим, уже существовали продуманные системы транспортировки и хранения товаров: использовались повозки, суда и животных для перевозки грузов, строились склады и прокладывались маршруты, что позволяло эффективно снабжать товарами армию и население.

В Средние века развитие торговли способствовало формированию торговых гильдий и налаживанию важных торговых путей. На рынках появились устойчивые методы хранения и распределения товаров. В период промышленной революции XVIII века изобретение паровозов и пароходов, а также внедрение машинной промышленности значительно ускорили перевозку и обработку грузов.

В XX веке логистика стала самостоятельной научной дисциплиной. Развитие массового производства, глобальных рынков и новых средств связи – телефона, радио и интернета – усложнило управление

и потребовало новых подходов к процессу поставки. Появились системы just in time и комплексное управление цепочками поставок.

С развитием цифровых технологий логистика получила новые возможности для контроля и управления процессами. Современные программные комплексы, системы штрихкодирования и радиочастотной идентификации позволяют отслеживать движение товаров в реальном времени, оптимизировать маршруты и автоматизировать склады. Это повышает скорость, надежность и гибкость логистики, что особенно важно для устойчивости бизнеса в условиях изменений и сбоев.

(URL: <https://www.mecalux.com/blog/logistics-history-origin>)

VIII. Be ready to give the summary of the text orally. Pay attention to the following expressions and using them make up your own sentences based on the text A.

The text deals with (the problem of)...

It touches upon...

The extract from the article is concerned with...

The article is about...

The text centres round the problem of...

The article focuses on the problem of...

According to the text...

According to the author...

It further says that...

According to the figures (data, information, opinions) from the text...

It is clear from the text that...

The problem of the text is of great importance...

To sum it up...

On the whole...

In conclusion it is possible to say that...

IX. Discuss the following statements.

1. Key factors stimulating the transformation of the industry.
2. Logistics market research and serious personnel problems.
3. Staff shortages and rising operating costs.

4. The industry is being transformed by technological innovations and changes in business management strategy.

5. The introduction of unmanned technologies as a tool to reduce operating costs.

6. Competition and digitalization of the market help to curb price spikes.

X. Make up your own presentation on the topic: “Diversification of routes and suppliers”.



GRAMMAR FOCUS

The Perfect Continuous Tenses

The Present Perfect Continuous (Progressive) Tense

The Present Perfect Continuous Tense образуется при помощи вспомогательного глагола **to be** в *Present Perfect (have been, has been)* и глагола-сказуемого с окончанием **-ing**. *The Present Perfect Continuous* обозначает действие или состояние, которое началось в прошлом и продолжалось в течение определенного периода до момента речи и либо все еще продолжается в этот момент, либо закончилось непосредственно перед ним (*I have been waiting for him for two hours*).

Глаголы состояния (non-continuous verbs) в Present Perfect Continuous не употребляются.

Positive	Negative	Question
I / You / We / They He / She / It	<i>have been</i> <i>washing</i> <i>has been</i> <i>washing</i>	I / You <i>haven't</i> / We / <i>been</i> They <i>washing</i> He / <i>hasn't been</i> She / It <i>washing</i>
		I / you / <i>Have</i> we / <i>been</i> washing? they he / <i>Has</i> she / it <i>been</i> washing?

Часто употребляются такие обстоятельства времени, как: **for (ten years)** – в течение (десяти) лет; **for a long time** – на протяжении долгого времени; **all day long** – в течение всего дня; **since Friday** – с пятницы (и до настоящего времени).

GRAMMAR EXERCISES

1. Write a question for each situation.

Pattern: You ask: (You / swim?) – **Have you been swimming?**

You meet Sam as he is leaving the swimming pool.

1. You have just arrived to meet a friend who is waiting for you.

You ask: (You / wait / long?)

2. You meet a friend in the street. His clothes are completely wet.

You ask: (What / you / do?)

3. A friend of yours is now working in a supermarket.

You ask: (How long / you / work / there?)

4. The fellow student tells you about his job – he sells computers. You want to know how long.

You ask: (How long / you / sell / computers?)

2. Translate into English.

1. Как долго вы изучаете испанский язык?

2. Мы живем здесь только год.

3. Дождь идет с раннего утра.

4. Чем он занимается с тех пор, как мы виделись с ним в последний раз?

5. Я пытаюсь отремонтировать компьютер на протяжении всего дня.

3. Put in the verbs. Use the present perfect continuous.

Pattern: Ilona: Sorry I'm late.

Emma: It's OK. (*I / not / wait.*) – *I haven't been waiting long.*

Emma: What (*you / do*)?

Nelly: I've been with Mrs. King. (*She / help*) me with my English.

Nelly: Your English is very good. You don't need lessons, surely.
How long (*you / study*) English?

Ilona: Er, eight years now. But my accent wasn't so good before I came to England. (*I / try*) to improve it. I think (*it / get*) better lately.

Nelly: Your accent is fine, Ilona. Honestly.

Unit 13. THE FUNDAMENTAL FUNCTIONS OF LOGISTICS MANAGEMENT

I. Read and translate the text A.

WHAT ARE THE FUNCTIONS OF LOGISTICS?

Transportation and warehousing are the two major functions of the logistics industry. Transportation management focuses on planning, optimizing and executing the use of vehicles to move goods between warehouses, retail locations and customers. The transportation is multimodal and can include ocean, air, rail and roads.

Not surprisingly, transportation management is a complex process that involves planning and optimizing routes and shipment loads, order management, freight auditing and payment. It can also extend to yard management, a process which oversees the movement of vehicles and fleet management through the yards outside manufacturing plants, warehouses and distribution centers. Carrier management is an important aspect since the price, availability and capacity of transportation carriers varies widely.

Logistics companies typically use transportation management system (TMS) software to help meet the demands of transport-related logistics. There are also niche applications, such as yard management systems and warehouse management systems (WMSes).

Warehousing, or warehouse management, includes functions such as inventory management and order fulfillment of customer demand. It also involves managing warehouse infrastructure and processes; for example, in a fulfillment center, orders for goods are received, processed and shipped to the customer. Most companies use WMS software to manage the flow and storage of goods and track inventory. Enterprise resource planning software vendors typically offer TMS and WMS modules, as well as specialized components for inventory control and other logistics functions.

Customs management, also known as global trade management, is often considered part of logistics. The paperwork to show compliance with government regulations usually is processed where goods cross national borders or enter shipping ports.

(URL: <https://www.techtarget.com/searcherp/definition/logistics>)

II. Answer the following questions according to the text.

1. What are the two major functions of the logistics industry mentioned in the text?
2. How does transportation management contribute to the logistics process?
3. What modes of transportation are included in multimodal transportation?
4. What are some of the key activities involved in transportation management?
5. What is yard management, and why is it important in logistics?
6. How do logistics companies utilize transportation management system (TMS) software?
7. What are the primary functions of warehousing in logistics?
8. How does warehouse management software (WMS) assist companies in managing inventory?
9. What role does customs management play in the logistics process?
10. Why is compliance with government regulations significant in logistics, particularly at national borders?
11. What do you mean by the term "customs administration"?

12. How are documents processed when goods cross national borders or at ports of delivery?
13. What does the transportation management process include?
14. What does a freight audit mean?
15. Why do prices, availability, and capacity of transportation companies vary so much?

III. Translate the words and word combinations from Russian into English using the dictionary and memorize them.

Управление транспортом; складское хозяйство; управление запасами; выполнение заказов; логистическая цепочка; распределение товаров; оптимизация маршрутов; грузоперевозки; мультимодальные перевозки; управление грузами; система управления транспортом; система управления складом; управление поставками; контроль за запасами; обработка заказов; логистика поставок; планирование логистики; управление перевозками; таможенное оформление; международная логистика; складская логистика; управление флотом; аудит грузоперевозок; управление грузовыми перевозками; инфраструктура логистики.

IV. Translate the words and word combinations from English into Russian using the dictionary and memorize them.

Logistics; modern business; speed, efficiency; goods delivery; digitalization; technologies; artificial intelligence; Internet of Things; transparency; data integration; supply chains; automating; routine tasks; risk of errors; supply chain management; historical data; forecast demand; warehouse management system; transportation management system; warehouse operations; transportation processes; data processing time; optimize inventory; competitive environment; diverse services; unique services; key indicators; customer satisfaction; lean manufacturing.

V. Make up your own sentences with the following words and word combinations.

Logistics analysis; transportation management; selection of storage facilities; supply chain management; digitalization to day; using artificial

intelligence; Internet of Things; transparency; data integration; goods delivery; inventory management; order fulfillment; warehouse management system; transportation management system; freight auditing; route optimization; risk of errors; historical data; forecast demand; competitive environment; customer satisfaction; lean manufacturing; automating routine tasks; diverse services; unique services; key performance indicators; yard management; customs management; supply chain visibility; process optimization.

VI. Insert the missing words and word combinations.

1. The ... focuses on planning, ... and executing the use of vehicles to move ... between warehouses, ... and customers.
2. The transportation ... and ... include ocean, air, ... and roads.
3. Not surprisingly, transportation management ... a complex process that ... planning and optimizing ... and shipment loads, ... management,
4. It ... also extend to ... , a process ... oversees the movement of ... and fleet management ... the yards outside ... , warehouses and distribution
5. ... is an important the price, availability and ... of transportation carriers ... widely.
6. Logistics ... typically use ... software to help ... the demands of transport-related....
7. There ... also ... , such ... yard management systems and warehouse ... systems (WMSes).
8. ... , or warehouse management, includes ... such ... inventory management and
9. It also ... managing ... and processes; for ... , in a fulfillment center, ... , processed and shipped customer.
10. Most companies use ... software to manage the ... and ... of goods and ... inventory.
11. ... management, also known as ... , is often considered part of
12. The ... to show compliance with ... usually ... processed ... goods cross national borders ... enter shipping
13. Enterprise ... planning software ... typically offer ... and ... modules.

VII. Translate into English the text B using the dictionary.

ТРЕНДЫ ЛОГИСТИКИ

Логистика играет ключевую роль в современном бизнесе, определяя скорость и эффективность доставки товаров. В последние годы возникло несколько значительных тенденций, формирующих будущее этого сектора.

Одна из них – цифровизация логистики. Внедрение таких технологий, как искусственный интеллект и Интернет вещей, увеличивает прозрачность и интеграцию данных в цепочках поставок, автоматизируя рутинные задачи и снижая риск ошибок.

Следующий важный аспект – управление цепочками поставок. Эффективное управление требует использования исторических данных для прогнозирования спроса.

Использование систем WMS и TMS также становится актуальным: WMS управляет операциями на складе, а TMS контролирует транспортные процессы, что сокращает время обработки данных и оптимизирует запасы.

В условиях высокой конкуренции компании стремятся предлагать разнообразные и уникальные услуги, что увеличивает их конкурентоспособность. Ключевые показатели успешной логистики – скорость, качество и цена, которые влияют на удовлетворенность клиентов. Бережливое производство направлено на устранение неэффективных процессов и оптимизацию запасов.

Цифровизация, интегрированные услуги и внимание к качеству обслуживания – основные тенденции, определяющие будущее логистики. Компании, которые быстро реагируют на изменения, получают конкурентные преимущества и увеличивают объем заказов.

(URL: <https://www.mindinventory.com/blog/how-technology-transformed-the-logistics-industry/>)

VIII. Be ready to give the summary of the text orally. Pay attention to the following expressions and using them make up your own sentences based on the text A.

The text deals with (the problem of)...

It touches upon...

The extract from the article is concerned with...

The article is about...

The text centres round the problem of...

The article focuses on the problem of...

According to the text...

According to the author...

It further says that...

According to the figures (data, information, opinions) from the text...

It is clear from the text that...

The problem of the text is of great importance...

To sum it up...

On the whole...

In conclusion it is possible to say that...

IX. Discuss the following statements.

1. Development of domestic cargo transportation by air, especially to remote and hard-to-reach regions.

2. Features and dynamics of the logistics development.

3. Comprehensive support of specialists at all stages of cargo transportation.

4. The main ways to resolve business conflicts.

5. Identify several key trends that determine and will definitely continue to determine the future development of this field.

6. Sanctions and the refusal to supply most goods from Europe and the United States are forcing Russian companies to look for alternative sources of supplies.

X. Make up your own presentation on the topic: “A program to support cargo carriers, to develop new transport routes”.



GRAMMAR FOCUS

The Passive Voice

Глагол-сказуемое в *Passive Voice* (страдательном залоге) показывает, что в предложении подлежащее является объектом действия со стороны другого лица или предмета (*I wrote three letters yesterday* – Past Simple of the Active Voice). (*Three letters were written yesterday* – the Past Simple Passive).

Времена страдательного залога образуются при помощи вспомогательного глагола в соответствующем времени действительного залога и глагола-сказуемого в форме причастия прошедшего времени **Participle II (-ed / III форма неправильного глагола)** глагола-сказуемого – объект действия выражен подлежащим, а субъект действия либо совсем не упоминается, либо указан с предлогами **by** или **with** (*Football is played all over the world; The sky was covered with clouds*).

Времена Perfect Continuous и Future Continuous в страдательном залоге не употребляются.

Tenses	Active	Passive
Present Simple	We <i>bake</i> the bread here	The bread <i>is baked</i> here
Present Continuous	We <i>are baking</i> the bread	The bread <i>is being baked</i>
Present Perfect	We <i>have baked</i> the bread	The bread <i>has been baked</i>
Past Simple	We <i>baked</i> the bread yesterday	The bread <i>was baked</i> yesterday
Past Continuous	We <i>were baking</i> the bread	The bread <i>was being baked</i>
Past Perfect	We <i>had baked</i> the bread	The bread <i>had been baked</i>
Future Simple	We <i>will bake</i> the bread next	The bread <i>will be baked</i> next
To be going to	We <i>are going to bake</i> the bread	The bread <i>is going to be baked</i>
Modals	We <i>should bake</i> the bread soon	The bread <i>should be baked</i> soon

GRAMMAR EXERCISES

1. Open the brackets.

1. Those magazines (*return*) to the library yesterday.
2. Why your home task (*not / do*)?
3. The children (*take*) to the circus this afternoon.
4. Dictionaries may not (*use*) at the examination.
5. This room (*not / use*) for a long time.

2. Translate into English.

1. Его часто посылают за границу.
2. Телеграмма была получена вчера.
3. Когда будет переведена эта книга?
4. Кому поручили это задание?
5. Мне предложили очень интересную работу.

3. Rewrite these sentences beginning with the underlined words.

Pattern: Thieves robbed a woman. – *A woman was robbed.*

1. They may ban the film.
2. They offered Nancy a pay increase.
3. We need to correct the mistakes.
4. Someone reported that the situation was under control.
5. They are testing the new drug.

Unit 14. LOGISTICS AND SUPPLY CHAIN

I. Read and translate the text A.

LOGISTICS AS AN IMPORTANT CHANNEL OF THE SUPPLY CHAIN

Logistics is the management of the flow of goods, information and other resources between the point of origin and the point of consumption in

order to meet the requirements of consumers. Logistics involves the integration of information, transportation, inventory, warehousing, material handling, and packaging, and occasionally security. Logistics is a channel of the supply chain which adds the value of time and place utility.

A professional working in the field of logistics management is called a logistician. Professional logisticians are often certified by professional associations. Some universities and academic institutions train students as logisticians, offering undergraduate and postgraduate programs. The main functions of a qualified logistician include inventory management, purchasing, transportation, warehousing, consultation and the organizing and planning of these activities. Logisticians combine a professional knowledge of each of these functions to coordinate resources in an organization.

The Oxford English Dictionary defines logistics as “the branch of military science having to do with procuring, maintaining and transporting materiel, personnel and facilities.” Another dictionary definition is “the time-related positioning of resources.” As such, logistics is commonly seen as a branch of engineering that creates “people systems” rather than “machine systems”.

Logistics is considered to have originated in the military's need to supply themselves with arms, ammunition and rations as they moved from their base to a forward position. The term logistics comes from the Greek logos (λόγος), meaning “speech, reason, ratio, rationality, language, and phrase.” In ancient Greek, Roman and Byzantine empires, military officers with the title Logistikas were responsible for financial and supply distribution matters.

(URL: [https://kartaslov.ru/книгу/Э И Муртазина Logistics and Supply Chain Management/2](https://kartaslov.ru/книгу/Э_И_Муртазина_Logistics_and_Supply_Chain_Management/2))

II. Answer the following questions according to the text.

1. What is logistics?
2. What does logistics include?
3. Who can be called a logistician?
4. What are the main functions of certified logisticians?
5. How the Oxford English Dictionary defines the term logistics?
6. How logistics is usually considered?

7. Why did logistical support arise?
8. What word does the term logistics comes from?
9. What were the military officers with the title logistics responsible for?
10. What history has shown?
11. What can the lack of combat fores lead to?
12. Why logistics evolved in the 1950s?
13. What is business logistics?
14. What is the term production logistics used for?
15. What is the difficulty of production logistics?

III. Translate the words and word combinations from Russian into English using the dictionary and memorize them.

Экспорт; мультимодальные перевозки; складирование; импорт; цепочка поставок; планирование; реализация; управление запасами; инновации; снижение затрат; системы отслеживания; доставка; точно в срок; логист; срочность; схемы хранения; избыток; рычаги воздействия; прогнозировать; запасы; точка отправления; точка реализации; связана с закупкой; консолидация грузов; внешнеэкономическая деятельность; таможенная декларация; импортная пошлина; контроль; материальные ресурсы; потребитель.

IV. Translate the words and word combinations from English into Russian using the dictionary and memorize them.

Logistics is the basis; movement and storage of goods; ensures smooth and efficient delivery; a well-organized symphony; control work; point of departure; final destination; a wide range of activities; transportation routes; managing inventory levels; storing products; warehouses; goods are delivered; intended destination; entire process; to meet customer needs; control costs; maintain smooth operation; several reasons; key role; business success; efficiency; timely delivery; meet customer expectations; customer satisfaction; raw materials; manufacturing facility; finished products being delivered; timely delivery; vital.

V. Make up your own sentences with the following words and word combinations.

Cost-effectiveness; logistics management; contributes; optimizing transportation routes; logistics helps reduce operational costs; to remain; competitive; attractive prices; customers; procurement; attractive prices; efficient use of resources; careful planning; coordination of resources; transportation; to describe logistic processes; right quantity; customer satisfaction; logistics system improves; strengthening trust and loyalty; delay; can lead to dissatisfaction; global reach and market expansion; a well-organized logistics; functions.

VI. Insert the missing words and word combinations.

1. Logistics is the ... of the ... , information and ... between the point of origin and ... in order to meet the ...
2. Logistics ... the integration of ... , inventory, warehousing, material handling, and ... , and ...
3. A professional ... in the field of ... is called a logistician.
4. Some universities and ... train students as ... , offering ... and postgraduate programs.
5. ... is a channel of the ... which ... the value of time and place utility.
6. Professional ... certified by ... associations.
7. ... combine ... of each of these functions to ... in an organization.
8. The main functions of a ... include inventory management, purchasing, ..., warehousing, consultation and the ... of these activities.
9. The ... logistics as the ... having to do with ..., maintaining and transporting materiel,... and facilities.
10. As such, logistics is ... as a branch of engineering that creates “ ... ” rather than machine systems.
11. The term logistics comes from ... logos (λόγος), meaning “ ... ”.
12. In ... , Roman and Byzantine empires, ... with the title ... were responsible for ... and supply distribution matters.
13. Logistics is ... to have originated in the ... to supply themselves with arms, ... as they moved from their base to a

VII. Translate into English the text B using the dictionary.

ЛОГИСТИКА: ЗНАЧЕНИЕ, ВАЖНОСТЬ, ФУНКЦИИ

В основе логистики лежит организация компаниями перемещения и хранения своих товаров, услуг и информации. Логистика как невидимая рука, которая обеспечивает бесперебойную и эффективную доставку необходимых товаров из точки А в точку Б. Логистика охватывает широкий спектр деятельности от начальной точки отправления до конечного пункта назначения: определение оптимальных маршрутов для транспортировки; управление уровнем запасов; хранение продукции на складах и обеспечение доставки товаров по назначению. По сути, логистика – искусство организации доставки товаров, позволяющее компаниям удовлетворять потребности клиентов, контролировать расходы и поддерживать бесперебойную работу от начала до конца.

Логистика всего процесса играет ключевую роль в успехе и эффективности бизнеса: она обеспечивает своевременную доставку товаров в пункты назначения, будь то сырье, поступающее на производственное предприятие, или готовая продукция, доставляемая конечному потребителю, что имеет решающее значение для удовлетворения ожиданий клиентов.

Эффективное управление логистикой способствует экономии средств для предприятий. Оптимизируя транспортные маршруты и управляя уровнем запасов, логистика помогает сократить операционные расходы. Это позволяет предприятиям оставаться конкурентоспособными и предлагать клиентам более привлекательные цены.

Логистика предполагает тщательное планирование и координацию таких ресурсов, как транспорт, складские помещения и персонал. Эффективное использование ресурсов позволяет избежать затрат времени, денег или рабочей силы. Это помогает сократить время простоя, уменьшить избыточные запасы и повысить общую производительность.

Логистика напрямую влияет на удовлетворенность клиентов, обеспечивая доступность товаров в то время и в том месте, где они

необходимы. Надежная система логистики улучшает общее впечатление клиентов, укрепляя доверие и лояльность. Задержки или сбои в логистике могут привести к неудовлетворенности и потенциальной потере клиентов.

В современном взаимосвязанном мире логистика способствует развитию глобальной торговли и расширению рынка. Она позволяет компаниям получать материалы по всему миру, выходить на новые рынки и обслуживать разнообразную клиентскую базу. Хорошо организованная логистическая сеть имеет решающее значение для компаний, занимающихся международной торговлей, помогая ориентироваться в сложных цепочках поставок и различных нормативно-правовых средах.

(URL: <https://www.geeksforgeeks.org/business-studies/logistics-meaning-importance-functions-and-types/>)

VIII. Be ready to give the summary of the text orally. Pay attention to the following expressions and using them make up your own sentences based on the text A.

The text deals with (the problem of)...

It touches upon...

The extract from the article is concerned with...

The article is about...

The text centres round the problem of...

The article focuses on the problem of...

According to the text...

According to the author...

It further says that...

According to the figures (data, information, opinions) from the text...

It is clear from the text that...

The problem of the text is of great importance...

To sum it up...

On the whole...

In conclusion it is possible to say that...

IX. Discuss the following statements.

1. An important role in the logistics of domestic manufacturers and new logistics centers.
2. The development of domestic production of various goods will lead to the development of internal logistics chains throughout the country.
3. Warehouses and various transportation companies are reorganizing their operations to accommodate new supply routes.
4. Attracting domestic software products to import substitution.
5. Tools for effective supply chain management and transportation of goods without using foreign software.
6. The importance of investments in the development of logistics infrastructure in Russia.

X. Make up your own presentation on the topic: “The importance of investments in the development of logistics infrastructure in Russia”.



GRAMMAR FOCUS

The Infinitive

Инфинитив, являясь неличной формой глагола, имеет свойства как существительного, так и глагола. Инфинитив может выполнять функции подлежащего, дополнения, обстоятельства, определения, а также может быть именной частью составного сказуемого (*To make mistakes is easy; It is easy to make mistakes.* – Ошибиться легко

(в функции *подлежащего*); *His task was to complete the work in time.* – Его задача состояла в том, чтобы закончить работу вовремя (в функции *именной части сказуемого*); *He likes to read English.* – Ему нравится читать по-английски (в функции *дополнения*); *He stopped for a minute to rest (in order to rest).* – Он остановился, чтобы передохнуть (в функции *обстоятельства цели*); *He's looking for a place to live in.* – Он ищет себе жилье. (в функции *определения*) (буквально: место, где он может жить)).

Если определение выражено инфинитивом в пассивной форме, то на русский язык оно переводится придаточным определительным предложением с оттенком долженствования (*The texts to be typed today are on your desk.* – Тексты, которые следует напечатать сегодня, на Вашем столе (в функции *определения*)).

Формы инфинитива

Voice Tense	Active	Passive
Indefinite	He is glad to help his friend – Он рад <i>помочь</i> своему другу	He is glad to be helped – Он рад, что ему <i>помогают</i>
Continuous	He is glad to be helping his friend – Он рад, что <i>помогает</i> своему другу (сейчас)	–
Perfect	He is glad to have helped his friend – Он рад, что <i>помог</i> своему другу	He is glad to have been helped – Он рад, что ему <i>помогли</i>

Инфинитив в функции определения после слов *the first, the last* и т. п. переводится на русский язык глаголом в личной форме в том времени, в каком стоит глагол-сказуемое английского предложения (*He was the first to come.* – Он *пришел* первым.)

Употребление форм инфинитива

Инфинитив может выражать характер действия (длительность, законченность) и имеет залог.

1. *Indefinite Infinitive (Active и Passive)* обозначает действие, одновременное действию, выраженному глаголом-сказуемым (*I want to show you a new picture (Active)*). – Я хочу **показать** вам новую картину; *I want to be shown a new picture (Passive)*. – Я хочу, чтобы мне **показали** новую картину).

2. *Continuous Infinitive (Active)* обозначает действие, которое развивается одновременно с действием, выраженным глаголом-сказуемым (*Why's she so late? She can't still be working*. – Почему она опаздывает? Не может быть, чтобы она все еще работала).

3. *Perfect Infinitive (Active и Passive)* обозначает действие, предшествовавшее действию, выраженному глаголом-сказуемым (*She said she was sorry to have missed you*. – Она сказала, что сожалеет, что не встретила с вами).

The Objective Infinitive Construction

Объектный инфинитивный оборот (сложное дополнение Complex Object) представляет собой *существительное* (в общем падеже) или *местоимение* (в объектном падеже: *me, him, her, us, you, them*) + + *инфинитив смыслового глагола*.

Объектный инфинитивный оборот равнозначен придаточному предложению и поэтому имеет два элемента: имя (существительное или местоимение), обозначающее лицо или предмет, которое совершает действие (соответствует подлежащему придаточного предложения), и инфинитив, выражающий действие, совершаемое лицом или предметом (соответствует сказуемому придаточного предложения). Поэтому объектный инфинитивный оборот переводится на русский язык придаточным дополнительным предложением, вводимым союзами *что, чтобы, как* (*I expect that she will come tomorrow; I expect her to come tomorrow*. – Я ожидаю, что она придет завтра).

Объектный инфинитивный оборот употребляется после глаголов, выражающих:

1) желание или потребность: **want, wish, desire, should like** (*He wants **me to help** him. – Он хочет, чтобы я помог ему; I wish **my friends to come** on Sunday. – Я хочу, чтобы мои друзья пришли в воскресенье*);

2) предположение, мнение, суждение: **suppose, expect, consider, assume, prove, believe, understand, think** (*I consider **him to be** dangerous. – Я считаю, что он опасен; They expect **the ship to arrive** tonight. – Они ожидают, что пароход прибудет сегодня вечером*);

3) физическое восприятие и ощущение: **watch, observe, notice, see, hear, feel**. После всех этих глаголов, а также после глаголов **to make, to cause** в значении **заставлять, вынудить** инфинитив употребляется **без частицы to** (*We did not see **the teacher enter** the room. – Мы не видели, как преподаватель вошел в комнату; Have you heard **him play** the piano? – Вы слышали, как он играет на пианино?*);

4) знание, осведомленность, утверждение, констатацию факта: **note, find, claim, state** (*We found **him (to be)** dishonest. – Мы обнаружили, что он нечестен*);

5) принуждение, разрешение или запрет: **make, cause, force, allow, permit, order, to command, to enable**. Объектный инфинитивный оборот после этих глаголов не переводится развернутым придаточным предложением (*Our English teacher makes us **learn** the words for every lesson. – Наш преподаватель английского языка заставляет нас учить слова к каждому уроку*).

The Subjective Infinitive Construction

Субъектный инфинитивный оборот (сложное подлежащее Complex Subject) состоит из **существительного** (в общем падеже) или **местоимения** (в именительном падеже: **I, you, he, she, it, we, they**) + **инфинитива смыслового глагола**, стоящего после сказуемого (***The results obtained** are considered **to be** satisfactory. – Считают, что полученные результаты удовлетворительны*).

Субъектный инфинитивный оборот употребляется:

1) когда сказуемое выражено следующими глаголами в страдательном залоге: *to know* – знать; *to consider* – считать, рассматривать; *to say* – говорить; *to state* – заявлять, сообщать; *to report* – сообщать; *to think* – думать, считать; *to believe, to find* – полагать, считать; *to suppose, to assume* – предполагать; *to expect* – ожидать и др. (*The atom is known to emit rays of different length.* – Известно, что атом испускает лучи различной длины. Или: Атом, как известно, испускает лучи различной длины);

2) когда сказуемое выражено глаголами, которые употребляются в действительном залоге: *to seem, to appear* – казаться; *to prove* – оказываться; *to happen* – оказываться, случаться (*The capacity of this mobile power station seems to range from 600 to 700 kilowatts.* – Мощность этой передвижной электростанции, как оказывается, колеблется от 600 до 700 киловатт).

Глагол *to appear* в таких предложениях часто переводится «по-видимому» (*This laboratory appears to be working out new possible applications of a laser.* – По-видимому, в этой лаборатории разрабатываются новые возможные применения лазера);

3) когда сказуемое выражено прилагательными: *likely* – вероятный, *unlikely* – маловероятный; *certain* – несомненный; *sure* – верный в сочетании с глаголом *to be* (*Under these conditions the output of the plant is likely to increase.* – При этих условиях производительность завода, вероятно, увеличится; *The application of this device is certain to give better results.* – Применение этого прибора несомненно даст лучшие результаты).

Предложение с субъектным инфинитивным оборотом переводится на русский язык:

1) сложноподчиненным предложением. Сказуемое английского предложения, которое стоит в страдательном залоге (*is said, was considered*), переводится на русский язык глаголом в 3-м лице множественного числа (*говорят, полагали* и т. д.), за которым следует придаточное дополнительное предложение с союзом *что*;

2) простым предложением с вводными словами: *как известно, как считали, вероятно, по-видимому.*

Как уже говорилось, перфектные формы инфинитива выражают действие, предшествующее действию глагола-сказуемого, и переводятся на русский язык глаголом в прошедшем времени (*The new device is reported to have been put into mass production.* – *Сообщают, что этот новый прибор уже запущен в массовое производство*).

Предложный инфинитивный оборот *for* + существительное (местоимение) + инфинитив с *to* выполняют роль любого члена предложения – дополнения, обстоятельства, части сказуемого и так далее и переводятся придаточным предложением, вводимым союзами *что, чтобы, для того чтобы*, подлежащим которого становится существительное или местоимение, стоящее перед инфинитивом, а сказуемым – инфинитив (*Everybody waited for the new data of the experiment to be published.* – *Все ожидали, что новые данные эксперимента будут опубликованы*).

Возможен перевод этого оборота существительным или инфинитивом (*It was important for us to solve this problem as soon as possible.* – *Нам было важно решить эту проблему как можно скорее*).

Grammar Exercises

1. Translate paying attention to the form and function of the Infinitive.

My hobby is to read books. I like to read books everywhere – at home, at the institute, but mostly in the bus on my way home or to the institute. If I want to read a book I always remember that some books are to be tasted, others to be swallowed, and some few to be chewed and digested. I also know well that there is a great difference between the eager man who wants to read a book, and the tired man who wants a book to read.

2. Translate the phrases given below paying attention to the form and function of the infinitives.

I am happy to help you.

I am glad to be helping them.

I am glad to have helped him.

I am glad to be helped.

He was glad to have been helped.

To send the letter to inform them.

The house to be built.

I am glad to be helping them.

To build the road to connect two

I am glad to be helped.

towns.

3. Translate the phrases and say how the attribute is expressed.

The remark made.

The problem to be solved.

The distance travelled.

The new device to be introduced.

The money paid.

The theory to be considered.

The delayed train.

The instrument to be used.

The translated article.

The bridge to be constructed.

4. Translate the sentences below paying attention to the form and function of the infinitives.

1. They were happy to take part in our expedition. 2. She wanted to be answered at once. 3. He was happy to be working with the famous scientist. 4. It's very difficult to drive a car in a big city. 5. Water may be used to drive dynamos which generate electricity. 6. Sputniks do not need any additional energy to move along their orbit. 7. Newton made use of the three laws of motion to explain the movement of the Moon around the Earth and of the planets around the Sun. 8. To extend the main street they had to destroy some old buildings. 9. The workers will use powerful machinery to assemble these huge units. 10. He was saving money to travel about the country.

5. Translate the sentences below paying attention to the form and function of the infinitives.

1. The problem to be discussed is connected with the city water supply system. 2. This method is not good enough to be used everywhere. 3. A new comfortable coach was developed to transport people over long

distances. 4. It did not take much time to pave the road. 5. The internal combustion engine to be used in this lorry is of a new design. 6. The road surface to be repaired was destroyed many years ago by heavy vehicles. 7. Goods to be transported to the north are stored at the railway station. 8. He was too tired to be asked any questions. 9. England looks like one well-ordered park. Englishmen like to preserve various old trees. There are some trees which were even too old to be cut for building ships in the seventeenth century. 10. A high speed electronic machine has introduced great changes in carrying out various mathematical calculations. This electronic machine works according to a programme to be prepared in advance and can carryout several thousand arithmetic operations per second.

6. Translate the sentences below paying attention to the Complex Object with the infinitive used with and without to.

1. He wanted us to visit the art exhibition. 2. I expect you to tell me everything. 3. I suppose her to be about 50. 4. The teacher does not consider him to be a good student. 5. The engineer expected the work to be done in time. 6. We expect you to show good results. 7. We know him to have graduated from the Institute two years ago. 8. Everybody knows him to be working on a new book. 9. We thought him to have taken part in their experiment. 10. She felt somebody touch her. 11. We heard him come in and close the door behind him. 12. She watched the boy buy a newspaper, open it, look it through and then throw it away. 13. I heard him mention my sister's name. 14. Many people like to watch the sun rise. 15. She saw her son fall and shouted.

7. Translate the sentences below paying attention to the Complex Subject.

1. The lecture was said to be very interesting. 2. The members of the committee are reported to come to an agreement. 3. The English delegation is believed to come at the end of the month. 4. She seems to know English and French. 5. He proved to be a good teacher. 6. This school is considered to be the best in the town. 7. The weather appears to be improving. 8. The

doctor happened to be there at the time of the accident. 9. She seems to be waiting for you. 10. Lake Baikal is said to be the deepest in the world.

8. Translate the sentences below paying attention to the infinitive constructions (Complex Object and Complex Subject).

1. A lot of people came to watch the ocean liner return home after a long voyage. 2. Everybody thought him to be quite a reliable person. 3. The captain declared the load to be too much for his small boat. 4. He seems to know a great deal about the history of navigation. 5. The boat, though very small, proved to be quite reliable. 6. The 20th century is considered to be the century of space travels. 7. The motor proved to be quite efficient. 8. Atomic ice-breakers are known to operate on a negligible quantity of atomic fuel. 9. The results of the test were found to be very interesting. 10. I know them to be working on the problem of protecting the cosmonauts from the effect of sun radiation. 11. Rubber is known to have been brought from America. 12. Ink is supposed to have been invented in Egypt. 13. We expected him to be appointed director of a new automobile plant. 14. This question appears to be of great importance. 15. The plan proved to be a great success.

9. Translate into Russian paying attention to the translation of the infinitive and infinitive constructions.

1. The child wanted to be taken seriously. 2. He didn't hear the boy enter the room. 3. The dog was the first to feel danger. 4. This question is too complicated to be answered at once. 5. To explain the problem the students were interested in, the engineer demonstrated some diagrams. 6. A delegation is expected to arrive in the capital of the country to discuss the creation of a shipping line to operate between the two countries. 7. The computer is said to be able to do computation in milliseconds. 8. He seemed to be completely exhausted after a whole day of hard work. 9. His knowledge of the subject proved to be both deep and many-sided. 10. Nothing could make him change his decision. 11. I tried to make him understand that his behaviour was no good. 12. He knows the language well enough to read English newspapers and magazines.

Part II. TEXTS FOR ADDITIONAL READINGS

Text 1. HIGHER EDUCATION IN RUSSIA



I. Study and memorize the following words and expressions:

- 1) **the jurisdiction** – юрисдикция;
- 2) **the Ministry of Science and Higher Education** – Министерство науки и высшего образования;
- 3) **responsible for** – ответственный за;
- 4) **the accreditation and licensing** – аккредитация и лицензирование;
- 5) **State Educational Standards** – государственные образовательные стандарты;
- 6) **to maintain** – поддерживать;
- 7) **to construct** – создавать, придумывать;
- 8) **at least** – по крайней мере;
- 9) **a secondary education** – среднее образование;
- 10) **pursuit** – стремление;
- 11) **prestigious** – престижный;
- 12) **demands** – требования;
- 13) **educational establishments** – образовательные заведения;
- 14) **annually** – ежегодно;
- 15) **to involve** – включать (в себя);
- 16) **to employ** – предоставлять работу, нанимать;
- 17) **an applicant** – кандидат, соискатель;
- 18) **public and non-public (nonState)** – государственный и негосударственный;
- 19) **postgraduate higher education** – послевузовское высшее образование;
- 20) **to receive** – получать;
- 21) **to be capable** – быть способным;

- 22) **mutual recognition** – общее признание;
- 23) **validation** – признание законной силы;
- 24) **seal** – гарантия, доказательство;
- 25) **irrespective** – независимо от, несмотря на;
- 26) **ownership pattern** – формы собственности;
- 27) **assessment week** – зачетная неделя;
- 28) **assignment works** – задания, работы;
- 29) **to defend course projects** – представлять к защите дипломные проекты;
- 30) **in recent years** – в (за) последние годы;
- 31) **drastic changes** – кардинальные перемены;
- 32) **comprehensive transformation** – всестороннее преобразование;
- 33) **diversification** – расширение области деятельности;
- 34) **emergence** – ученый.

II. Find Russian equivalents to the following words and word combinations.

The jurisdiction; State Educational Standards; basic higher education; postgraduate higher education; in the middle of the 18th century; very prestigious; began to change; academic year; each semester; the national emblem; similar to that of Britain; in Soviet times; evolutionary reformation; open for everything new; another type of education; the international educational organizations; people are employed in the sphere of education; levels of higher education; major international experts.

III. Find English equivalents to the Russian words and word combinations.

Образовательная система России; поступать в вуз; сдавать единый государственный экзамен; участие в конкурсе; самый образованный народ; государственные образовательные учреждения; частные школы; учиться в гимназии; быть ответственным за что-либо; требование времени; учиться на бакалавра; получать степень магистра; увлекаться спортом; стать широко образованной личностью; поступать в

аспирантуру; заниматься наукой; принимать участие в российских и международных симпозиумах; публиковать научные работы; выступать на различных научных конференциях.

IV. Insert the missing words and word combinations.

<p>1. The system was ... similar to that of</p> <p>2. The ... of higher education was and still is considered to be</p> <p>3. There are ... educational establishments of in the Russian Federation.</p> <p>4. More than are employed in the</p> <p>5. ... has the most in the world.</p> <p>6. I wash the dishes, go shopping and ...</p> <p>7. About 300.000 applicants from of the world come to study at</p> <p>8. in Russia is provided by accredited higher education institutions.</p> <p>9. Major... . . . have noted that Russian is one of the most educational systems in the world.</p> <p>10. The starts on 1st of September and ends at</p> <p>11. Russian educational system is that is why it is always open for everything new.</p>	<p>Constructed;</p> <p>very flexible;</p> <p>Germany; pursuit;</p> <p>very prestigious;</p> <p>180.000 academic year;</p> <p>all types and categories;</p> <p>6 million people;</p> <p>sphere of education;</p> <p>Russia;</p> <p>educated population;</p> <p>the end of June;</p> <p>all the countries; Russian universities; Higher Education; public and non-public (non-State); international experts; educational; system developed and advanced.</p>
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V. Read and translate the text A.

HIGHER EDUCATION IN RUSSIA

History of education in Russia

Russia's higher education system started with the foundation of the universities in Moscow and St. Petersburg in the middle of the 18th century. The system was constructed similar to that of Germany. In Soviet times, all of the population in Russia had at least a secondary education. The pursuit

of higher education was and still is considered to be very prestigious. Due in great part to demands of the international educational organizations, the system of education in Russia began to change over the past four to five years. Universities began transitioning to a system similar to that of Britain and the USA: 4 years for the Bachelor's degree and 2 years for a Master's degree.

Educational establishments

There are 180.000 educational establishments of all types and categories in the Russian Federation. About 35 million people or 25 % of the total population of the country are annually involved in one or another type of education. More than 6 million people are employed in the sphere of education. Russia has the most educated population in the world. More than half of Russians have higher education qualification. About 300.000 applicants from all the countries of the world come to study at Russian universities. Higher Education in Russia is provided by public and non-public (non-State) accredited higher education institutions. There are two levels of higher education:

- Basic higher education (4 years) leading to the Bakalavr's degree, the first university level degree. This is equivalent to the B. Sc. degree in the US or Western Europe;

- Postgraduate higher education (5 – 6 years or more). After two years, students are entitled to receive a Magistr's degree. This is equivalent to a Master's Degree (M. Sc, M. A.) in the US or Western Europe. After a Master's degree, students can continue to study towards a doctoral degree: Kandidat Nauk degree (the first level, equivalent to Ph. D.) and Doktor Nauk degree (the second, highest level, equivalent to Professor).

In the Russian Federation there are:

- More than 700 State Higher Educational Institutions;
- More than 15 million students;
- More than 350.000 foreign students studying at Russian State Universities.

Russian system of higher education

Major international experts have noted that Russian educational system is one of the most developed and advanced educational systems in the world. In the context of a changing society, the educational system proved to be capable of adapting to rapid transformations of new realities and to the phase of prolonged evolutionary reformation. Only accredited higher education establishments have the right to issue state diplomas and degrees ensuring full vocational and academic rights, and are covered by the international agreements on mutual recognition and validation of education documents. Only accredited higher education establishments have the right to use the seal with the national emblem of the Russian Federation. All state degrees award specific qualifications to a graduate, irrespective of the type of educational institution (University, Academy, and Institute) and the ownership pattern (state, municipal, non-state), are equal in status.

Academic year and semester

The academic year starts on 1st of September and ends at the end of June. It is divided into an autumn and spring semester. A study period of 16 weeks in autumn term and a study period of 15 – 16 weeks in spring term. Each semester ends with one assessment week during which students take course tests and present assignment works and defend course projects.

Exam session: Two or three weeks' period of examinations and final assessments take place each semester.

In recent years, the system of education of the Russian Federation has been undergoing drastic changes in the framework of the comprehensive transformation of the country as a whole. The main changes have been proceeding along the diversification: emergence of new types of educational institutions, introduction of a multi-level higher education system (Bachelor's and Master's Degrees in addition to the traditional Diploma – Specialist Degree), and profound changes in curricula. Russian educational system is very flexible that is why it is always open for everything new.

VI. Comprehension check. Answer the following questions.

1. Under whose jurisdiction is higher education in Russia?
2. What is the Ministry of Science and Higher Education in the Russian Federation responsible for?

3. What did Russia's higher education system start with and when did it start?
4. What was the higher education system constructed similar to?
5. What education did the population in Russia have in Soviet time?
6. Is the pursuit of higher education considered to be very prestigious or not?
7. Why did the system of education in Russia begin to change over the past years?
8. How did universities begin transitioning?
9. How many educational establishments of all types and categories are there in the Russian Federation?
10. How many people are employed in the sphere of education?
11. What part of the population in Russia has higher education qualification?
12. How many levels of higher education are there and what are they?
13. How many Higher Educational Institutions are there in Russia?
14. What is the number of students in Russia?
15. How many foreign students are studying at Russian State Universities?
16. What have international experts noted about Russian educational system?
17. What did the Russian educational system prove in the context of a changing society?
18. What education establishments have the right to issue state diplomas and degrees ensuring full vocational and academic rights and mutual recognition and validation of education documents?
19. What qualifications do all state degrees award to graduates?
20. When does the academic year start and end? How many semesters are academic years divided?
21. How does each semester end?
22. What main changes have been proceeding along the diversification of the education system?

VII. Find the English equivalents of the following words and expressions in the text A.

Государственные образовательные стандарты; Министерство науки и высшего образования Российской Федерации; среднее образование; стремление получить высшее образование; степень бакалавра; степень магистра; государственные и негосударственные аккредитованные высшие учебные заведения; выдавать дипломы государственного образца; тип учебного заведения; учебный год; многоступенчатая система высшего образования.

VIII. Match the words and expressions with their translation.

- | | |
|-------------------------|--|
| 1) responsible; | a) переход; |
| 2) accrediting; | b) сфера образования; |
| 3) changing society; | c) конструировать,
образовывать, строить; |
| 4) construct; | d) меняющееся общество; |
| 5) demand; | e) ежегодно; |
| 6) transitioning; | f) взаимное признание; |
| 7) annually; | g) аккредитация; |
| 8) sphere of education; | h) претерпевать,
подвергаться; |
| 9) mutual recognition; | i) возникновение; |
| 10) validation; | j) требование; |
| 11) adapting; | k) рамки; |
| 12) framework; | l) легализация;
подтверждение; |
| 13) emergence; | m) ответственный; |
| 14) undergo. | n) приспособление,
адаптация. |

IX. Tell whether the sentences below true or false. Start your corrections with the words: it is true, it is false. Correct the false statements.

1. Higher education is under the jurisdiction of various ministries. 2. Russia's higher education system started with the foundation of the universities in the 12th century. 3. In Soviet times, all of the population in Russia had at least a secondary education. 4. Universities began transitioning to a system similar to that of Germany. 5. There are more than 200.000 educational establishments of all types and categories in the Russian Federation. 6. Russia has the most educated population in the world. 7. Higher Education in Russia is provided only by public higher education institutions. 8. In the Russian Federation there are more than 1000 State Higher Educational Institutions. 9. Only universities have the right to issue state diplomas and degrees ensuring full vocational and academic rights. 10. The academic year is divided into three semesters; a study period of 4 weeks in each semester.

X. Translate sentences into English.

1. Высшее образование находится в ведении Министерства науки и высшего образования Российской Федерации, которое отвечает за аккредитацию и лицензирование высших учебных заведений, а также за разработку и поддержание государственных образовательных стандартов. 2. В советское время у всего населения России было как минимум среднее образование. 3. Во многом благодаря требованиям международных образовательных организаций за последние четыре-пять лет система образования в России начала меняться. 4. В Российской Федерации насчитывается 180 000 образовательных учреждений всех типов и категорий. 5. На обучение в российские вузы приезжают около 300 000 абитуриентов со всех стран мира. 6. Крупнейшие международные эксперты отмечают, что российская система образования – одна из самых развитых и передовых в мире. 7. Только аккредитованные высшие учебные заведения имеют право использовать печать с государственным гербом Российской Федерации. 8. Экзаменационные сессии с двух- или трехнедельным периодом экзаменов и итоговых оценок проводятся каждый семестр. 9. В последние годы система образования

Российской Федерации претерпевает кардинальные изменения в рамках комплексной трансформации страны в целом. 10. Российская система образования очень гибкая, поэтому всегда открыта для всего нового.

XI. Divide the text into logical parts and speak briefly about Russia's higher education.

XII. Make up your own presentation on the topic: "Education in Russia".

Text 2. EDUCATION IN BRITAIN

I. Read and translate the text.

EDUCATION IN BRITAIN'S UNIVERSITIES

The academic year in Britain's universities, Polytechnics, *Colleges of Education* is divided into three terms, which usually run from the beginning of October to the middle of December, from the middle of January to the end of March, and from the middle of April to the end of June or the beginning of July.

There are 109 recognized universities in Britain. The oldest and best-known universities are located in Oxford, Cambridge, London, Leeds, Manchester, Liverpool, Edinburgh, Southampton, Cardiff, Bristol, Birmingham.

Good A-level results in at least two subjects are necessary to get a place at a university. However, good exam passes alone are not enough. Universities choose their students after interviews. For all British citizens a place at a university brings with it *a grant* from their local education authority.

English universities greatly differ from each other. They differ in date of foundation, size, history, tradition, general organization, methods of instruction, way of student life.

After three years of study a university graduate will leave with the Degree of *Bachelor of Arts*, Science, Engineering, Medicine, etc. Later he may continue to take *a Master's Degree* and then *a Doctor's Degree*. Research is an important feature of university work.

The Oxford and Cambridge Universities date from the 12th and 13th centuries.

The Scottish universities of St. Andrews, Glasgow, Aberdeen and Edinburgh date from the 15th and 16th centuries.

In the 19th and the early part of the 20th centuries the so-called *Red-brick universities* were founded. These include London, Manchester, Leeds, Liverpool, Sheffield, and Birmingham. During the late sixties and early seventies some 20 “new” universities were set up. Sometimes they are called “concrete and glass” universities. Among them are the universities of Sussex, York, East Anglia and some others.

During these years the Government set up thirty Polytechnics. The Polytechnics, like the universities, offer first and higher degrees. Some of them offer full-time and *sandwich courses*. Colleges of Education provide two-year courses in teacher education or sometimes three years if the graduate specializes in some particular subject.

Some of those who decide to leave school at the age of 16 may go to a further education college where they can follow a course in typing, engineering, town planning, cooking, or hairdressing, full-time or part-time. Further education colleges have strong ties with commerce and industry.

There is an interesting form of studies which is called *the Open University*. It is intended for people who study in their own free time and who “attend” lectures by watching television and listening to the radio. They keep in touch by phone and letter with their tutors and attend summer schools. The Open University students have no formal qualifications and would be unable to enter ordinary universities.

Some 80.000 overseas students study at British universities or further education colleges or train in nursing, law, banking or in industry.

References

1. **College of Education** – педагогический колледж (*трехгодичный педагогический институт; в 1965 году такие колледжи получили статус университетов*).

2. **Grant** – стипендия (*обычно выплачивается студентам из средств государственного бюджета или местных органов власти*).

3. **Bachelor of Arts** – бакалавр искусств (*обладатель степени бакалавра по одной из гуманитарных или математических наук в университете*).

4. **Master's Degree** – ученая степень магистра (*присуждается университетом лицам, успешно завершившим по крайней мере год учебы и выполнившим исследовательскую работу после окончания университета*).

5. **Doctor's Degree** – ученая степень доктора.

6. **Redbrick universities** – «краснокирпичные» университеты (*разговорное название университетов, появившихся в XIX – начале XX века*).

7. **Sandwich course** – курсы «сэндвич» (*для работающих; обычно при техническом колледже, где занятия чередуются с работой на предприятии*).

8. **Open University** – открытый университет, университет для всех (*функционирует с 1971 года*).

II. Comprehension check. Answer the following questions.

1. How many terms is the academic year in Britain's universities, Polytechnics, Colleges of Education divided into?

2. How long do the terms usually run?

3. How many universities are there in Britain?

4. Where are the oldest and best-known universities located?

5. What is necessary to get a place at a university?

6. How do universities choose their students?

7. What does a place at a university bring with it for all British citizens?

8. How do English universities differ from each other?

9. What degree will a university graduate leave with after three years of study?
10. What other degrees can university graduates get?
11. What is an important feature of university work?
12. What centuries do Oxford and Cambridge Universities date from?
13. What centuries do the Scottish universities of St. Andrews, Glasgow, Aberdeen and Edinburgh date from?
14. When were the so-called Redbrick universities founded?
15. When were 20 “new” universities set up? How are they sometimes called?
16. What degrees and courses did the Polytechnics offer?
17. What courses do Colleges of Education provide?
18. Where may those who decide to leave school at the age of 16 go?
19. What can they study at further education colleges?
20. Who is the Open University intended for?
21. How do people study and attend lectures at the Open University?
22. How do they keep in touch with their tutors?
23. How many overseas students study at British universities or further education colleges?

III. Give a short summary of the text B using the following words and word combinations.

The academic year; Britain’s universities; divided into; terms; usually run; recognized universities; the oldest and best-known universities; A-level results; at least two subjects; necessary; greatly differ from each other; The Scottish universities; date from the fifteenth and sixteenth centuries; the Government set up; full-time and sandwich courses; the graduate specializes; strong ties with commerce and industry; the Open University; study in their own free time; by watching television; listening to the radio; be unable to enter; overseas students; further education; train in nursing, law, banking or in industry.

IV. Translate into English.

1. Образование – важная часть современной жизни. 2. Быть образованным – значит знать много необходимых и полезных вещей для жизни. 3. В последнее время происходит положительная динамика роста числа иностранных студентов. 4. После окончания 11-го класса средней школы, лицея или гимназии ученики могут получить высшее образование. 5. Учиться в России престижно и выгодно. Вы можете быть уверены, что получите все необходимые знания по выбранной специальности. 6. Получать образование можно как на коммерческой основе, так и бесплатно, при поддержке Правительства России. 7. История высшего образования в России возвращает нас к 1755 году, когда в Москве был основан первый университет по инициативе Михаила Ломоносова. 8. Многие учебные заведения предлагают степень бакалавра с четырехлетней программой и степень магистра с двухлетней программой обучения. 9. После получения высшего образования можно дополнительно поступать в аспирантуру и учиться еще в течение трех лет. 10. Высшее образование – это своеобразный признак интеллигентности и высокого уровня культуры личности.

V. Make up your own dialogue with your group-mates using the following words and word combinations.

Nice to meet you; University; enter exams; favorite subjects; years old; friendly; good looking; canteen; party; curriculum; tutor; teaching staff; mark; mid-sessional exam; sessional exam; a freshman; tuition; paid by the students; free of charge; the term of studying.

VI. Tell about your institution using the following sentences.

1. My name is I'm a ... year student at the ... institute of the ... university. 2. I study these subjects: 3. After I graduate from the university, I'll be ... (a teacher, an engineer, a lawyer, ... etc.) 4. My university was founded in 5. It's one of the ... (oldest, newest, largest) higher education establishments in Russia. 6. The university campus consists of a number of big buildings, including the teaching blocks, administrative

block, libraries and hostels. 7. There are ... institutes at university, including the faculty of ... and 8. The overall number of students studying at University in the daytime, evening and extra-mural departments is about ... thousand (hundred). 9. Most of them live in the hostel, the others live either with their families or rent rooms. 10. We students take an active part in social work. Most of us also go in for sport.

VII. Discuss the following statements.

1. Higher education plays a very important role in our life. 2. There are many good universities in our country. 3. I think that choosing a future profession and university is a serious step in every person's life. 4. Higher education gives many future possibilities. 5. Higher education gives the chance to find an interesting and well-paid job after graduating from the university. 6. Education makes people kin, helps them understand each other better. 7. Human progress mostly depended upon well-educated people.

VIII. Give a short summary of the text "Education in Britain". Use active words and word combinations from the text.

IX. Make up your own presentation on the topic: "Higher Education in Great Britain".

Text 3. ENGLISH-SPEAKING WORLD



I. Study and memorize the following words and expressions:

- 1) **adult population** – взрослое население;
- 2) **aeronautical and maritime communications** – авиационные и морские системы связи;
- 3) **approximately** – приблизительно;
- 4) **estimate** – оценивать;

- 5) **in descending order** – в убывающем порядке;
- 6) **international treaty** – международный договор;
- 7) **native speaker** – носитель языка;
- 8) **percentage** – процентное отношение;
- 9) **taught as a foreign language** – преподаваемый как иностранный язык;
- 10) **the European Union** – Европейский Союз;
- 11) **the United Nations / the United Nations Organisation / the UN** – Организация Объединенных Наций;
- 12) **widely spoken language** – широко распространенный язык.

II. Find Russian equivalents to the English words and word combinations.

The following percentage; multiple regional varieties; feed back into the language; open to language shift; lead to; increasing use of the English language; web content; English literature predominates; came from authors; articles; magazines and journals; approximately; 330 to 360 million people; speak English; as their first language; more than half; a majority of native English speakers; the first place where English was spoken; the most widely spoken language worldwide; non-native speakers; native English speakers.

III. Find English equivalents to the Russian words and word combinations.

Открытый для изменения язык; написанные авторами; многочисленные местные диалекты; подпитывать язык; увеличение использования английского языка; приводить к чему-либо; информационное наполнение сайта; английская литература доминирует; статьи и журналы (популярные и научные периодические издания); следующее процентное соотношение; огромный импульс; превосходить численно; подсчитывать; огромное заблуждение; неизвестные диалекты; не до конца изученный; влияющий на; современная наука; изучение движения языков; известные ученые-лингвисты; существующий века.

IV. Read and translate the text.

ENGLISH-SPEAKING WORLD

Approximately 330 to 360 million people speak English as their first language. More than half of these (231 million) live in the United States, followed by some 60 million in the United Kingdom, the first place where English was spoken.

English is the third largest language by number of native speakers, after Mandarin and Spanish.

Estimates that include second language speakers vary greatly, from 470 million to more than 1 billion. David Crystal calculates that non-native speakers as of 2003 outnumbered native speakers by a ratio of 3 to 1. When combining native and non-native speakers, English is the most widely spoken language worldwide.

There are six large countries with a majority of native English speakers that are sometimes grouped under the term Anglosphere. They are, in descending order of English speakers, the United States (at least 231 million), the United Kingdom (60 million), Canada (19 million), Australia (at least 17 million), Ireland (4.2 million), and New Zealand (3.7 million).

India has the largest number of second-language speakers of English, India has more people who speak or understand English than any other country in the world.

Because English is so widely spoken, it has often been referred to as a “world language”, the lingua franca of the modern era, and while it is not an official language in most countries, it is currently the language most often taught as a foreign language. It is, by international treaty, the official language for aeronautical and maritime communications. English is one of the official languages of the United Nations and many other international organizations, including the International Olympic Committee.

English is studied most often in the European Union, and the perception of the usefulness of foreign languages among Europeans is 67 % in favour of English ahead of 17 % for German and 16 % for French (as of 2012).

Among some of the non-English-speaking EU countries, the following percentages of the adult population claimed to be able to converse in English in 2012: 90 % in the Netherlands, 89 % in Malta, 86 % in Sweden and Denmark, 73 % in Cyprus and Austria, 70 % in Finland, and over 50 % in Greece, Luxembourg, Slovenia and Germany. In 2012, excluding native speakers, 38 % of Europeans consider that they can speak English.

Books, magazines, and newspapers written in English are available in many countries around the world, and English is the most commonly used language in the sciences with Science Citation Index reporting as early as 1997 that 95 % of its articles were written in English, even though only half of them came from authors in English-speaking countries.

In publishing, English literature predominates considerably with 28 % of all books published in the world and 30 % of web content in 2011 (from 50 % in 2000).

This increasing use of the English language globally has had a large impact on many other languages, leading to language shift and even language death, and to claims of linguistic imperialism. English itself has become more open to language shift as multiple regional varieties feed back into the language as a whole.

V. Match the adjectives with the nouns:

- | | |
|--------------------|-----------------|
| 1) largest; | a) communities; |
| 2) federal; | b) territories; |
| 3) dependent; | c) language; |
| 4) modern; | d) government; |
| 5) linguistic; | e) colony; |
| 6) international; | f) era; |
| 7) former British; | g) treaty; |
| 8) foreign. | h) imperialism. |

VI. Match the words and word combinations in A with their synonyms in B.

A: native, to publish, to complain, official, to exclude, to understand, to teach, to study, to claim, indeed.

B: natural, to grumble, keep out, ceremonial, to train, comprehend, to demand, to lean, make public, certainly.

VII. Comprehension check. Answer the following questions.

1. How many people speak English as their first language?
2. Where do more than half of them live?
3. Where was English first spoken?
4. How does English rate in the world by number of native speakers?
5. What is the number of the second language speakers of English?
6. How did the number of non-native English speakers outnumber native ones in 2003?
7. How does English rate in the world when combining native and non-native speakers?
8. What is the term “Anglosphere” mean?
9. What country has the largest number of second-language speakers of English?
10. Why has English often been referred to as a “world language”?
11. In what fields is English the official language by international treaty?
12. In what international organizations is English one of the official languages?
13. How is English treated in the European Union?
14. What percent of Europeans considers that they can speak English?
15. Are books, magazines, and newspapers written in English available in many countries around the world?
16. What language is the most commonly used in sciences?
17. What did Science Citation Index report as early as 1997?
18. What situation with the English language can be observed in publishing?
19. What will the increasing use of the English language globally lead to?
20. How has English changed?

VIII. Arrange the following sentences in the order they appear in the text.

1. There are six large countries with a majority of native English speakers that are sometimes grouped under the term Anglosphere. 2. English is the third largest language by number of native speakers, after Mandarin and Spanish. 3. Estimates that include second language speakers vary greatly, from 470 million to more than one billion. 4. Approximately 330 to 360 million people speak English as their first language. 5. English is one of the official languages of the United Nations and many other international organizations, including the International Olympic Committee. 6. India has the largest number of second-language speakers of English, India has more people who speak or understand English than any other country in the world.

IX. Translate the sentences into English.

1. Английский язык широко распространен в странах Европейского Союза. 2. Согласно данным Французской академии наук, современное человечество говорит почти на трех тысячах языков. Все языки делятся на семьи. 3. Английский язык относится к германским языкам индоевропейской группы языков. 4. Английский язык – официальный язык Великобритании, Новой Зеландии, Австралии и 31 штата Америки. 5. Сегодня английский язык становится популярным во всем мире. 6. Насчитывается около 500 млн человек носителей английского языка в 12 англоговорящих странах, а людей, использующих английский в качестве второго языка, – около 600 млн человек. 7. Современному образованному человеку требуется владение хотя бы одним иностранным языком, потому что границы образования, науки, экономики, бизнеса, спорта распространяются далеко за пределы одной страны. 8. Ученые доказали, что дети, которые владеют иностранным языком, намного внимательнее, сообразительнее и организованнее, чем их ровесники, не изучающие иностранный язык. 9. Владение иностранным языком в современном мире – это одна из базовых характеристик успешного человека. 10. Сегодня значение английского языка в науке, где он играет роль языка научной коммуникации, особенно велико. 11. Очевидно, что современная наука в любой

стране не может замыкаться внутри своего национального языка, подобная тенденция ведет к снижению конкурентоспособности в научной сфере и, как следствие, к снижению уровня исследований.

X. Fill in the gaps with an appropriate English words and word combinations and translate sentences into Russian.

1. English is (*изучаться*) most often in the European Union, and the (*осознавать*) of the usefulness of foreign languages among Europeans is 67 (*процент*) in favour of English ahead of 17 percent for (*немецкий язык*) and 16 percent for (*французский язык*). 2. This (*возрастающий*) use of the (*английский язык*) globally has had a large (*толчок*) on many other languages, leading to language (*изменяться*) and even language death, and to (*заявлять*) of linguistic imperialism. 3. English is the most (*как правило*) used language in the (*науках*) with Science Citation Index. 4. (*Приблизительно*) 330 to 360 million people speak English as their (*первый язык*). 5. (*Более половины*) of these (*231 million*) live in the United States, followed by some 60 million in (*Соединенное Королевство Великобритании*), the (*первое место*) where English was spoken. 6. English is the third largest language (*по числу носителей языка*), after Mandarin and Spanish. 7. There are six large countries with (*большинство*) of native English speakers that are (*иногда*) grouped (*под термином*) Anglosphere. 8. They are, (*в порядке убывания*) of English speakers, (*Соединенные Штаты Америки*) at least 231 million, the United Kingdom – 60 million, (*Канада*) – 19 million, (*Австралия*) – (*как минимум*) 17 million, (*Ирландия*) – 4.2 million, and (*Новая Зеландия*) – 3.7 million. 9. (*Индия*) has the largest number of (*носители второго языка*) of English, India has more people who (*говорить*) or (*понимать*) English than (*любая другая страна в мире*). 10. Books, magazines, and newspapers (*написанные на английском языке*) are (*доступны*) in many countries (*во всем мире*). 11. It is, (*согласно Международному договору*), the official language for (*аэронавигационный*) and (*морской*) communications. 12. English is one of the official languages of (*Организация Объединенных Наций*) and many other international organizations, (*включать*) the International (*Олимпийский комитет*).

XI. Discuss the following statements.

1. International English is the concept of the English language as a global means of communication in numerous dialects, and the movement towards an international standard for the language. 2. There have been many proposals for making International English more accessible to people from different nationalities. 3. The modern concept of International English does not exist in isolation, but is the product of centuries of development of the English language. 4. English language teaching is almost always related to a corresponding culture, e. g., learners either deal with American English and therefore with American culture, or British English and therefore with British culture. 5. International English sometimes refers to English as it is actually being used and developed in the world; as a language owned not just by native speakers, but by all those who come to use it. 6. International English reaches toward cultural neutrality. 7. Many non-native English speakers study the subject with the goal of doing business with English-speaking countries, or with companies located outside the English-speaking world.

XII. Give a short summary of the text “English-Speaking World”. Use active words and word combinations from the text.

XIII. Make up your own presentation on the topic: “English as an International Language”.

CONCLUSION

Учебное пособие предназначено для формирования у студентов умений читать, переводить оригинальную литературу, обсуждать насущные проблемы в области логистического сервиса на английском языке.

Тексты пособия подобраны с учетом их познавательной ценности, актуальности и воспитательного значения. Учебный материал включает историю становления и развития логистики, цели и задачи логистики, как в нашей стране, так и за рубежом.

Знание специальной лексики на английском языке необходимо студентам при подготовке выступлений на международных студенческих форумах и круглых столах, поможет правильно оценить современные научные открытия в области логистического сервиса.

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SUPPLEMENT

LIST OF IRREGULAR VERBS

Infinitive	Past Indefinite	Participle II	Перевод
1) to be	was, were	been	быть
2) to bear	bore	born	рождать
3) to beat	beat	beaten	бить
4) to become	became	become	становиться
5) to begin	began	begun	начинать(ся)
6) to blow	blew	blown	дуть
7) to break	broke	broken	ломать, разбивать
8) to bring	brought	brought	приносить
9) to broadcast	broadcast; ~ed	broadcast; ~ed	передавать по радио
10) to build	built	built	строить
11) to burn	burnt	burnt	гореть, жечь
12) to buy	bought	bought	покупать
13) to catch	caught	caught	ловить, хватать
14) to choose	chose	chosen	выбирать
15) to come	came	come	приходить, приезжать
16) to cost	cost	cost	стоять
17) to cut	cut	cut	резать
18) to deal (with)	dealt (with)	dealt (with)	иметь дело с
19) to do	did	done	делать
20) to draw	drew	drawn	рисовать, чертить
21) to dream	dreamt; ~ed	dreamt; ~ed	мечтать
22) to drink	drank	drunk	пить
23) to drive	drove	driven	везти, управлять
24) to eat	ate	eaten	есть (принимать пищу)
25) to fall	fell	fallen	падать
26) to feed	fed	fed	кормить, питать

27) to feel	felt	felt	чувствовать
28) to fight	fought	fought	бороться
29) to find	found	found	находить
30) to fly	flew	flown	летать
31) to foresee	foresaw	foreseen	предвидеть
32) to forget	forgot	forgotten	забывать
33) to freeze	froze	frozen	замерзать, замораживать
34) to get	got	got	получать, становиться
35) to give	gave	given	давать
36) to go	went	gone	идти, ехать
37) to grow	grew	grown	расти, становиться
38) to hang	hung	hung	висеть, вешать
39) to have	had	had	иметь
40) to hear	heard	heard	слышать
41) to hold	held	held	держать, владеть
42) to keep	kept	kept	держать, хранить
43) to know	knew	known	знать
44) to lay	laid	laid	класть
45) to lead	led	led	вести
46) to learn	learnt; ~ed	learnt; ~ed	учиться, узнавать
47) to leave	left	left	оставлять, уезжать
48) to let	let	let	позволять, пускать
49) to lie	lay	lain	лежать
50) to light	lit (lighted)	lit (lighted)	зажигать, освещать
51) to lose	lost	lost	терять
52) to make	made	made	делать
53) to mean	meant	meant	значить, предполагать
54) to meet	met	met	встречать
55) to overcome	overcame	overcome	преодолевать
56) to pay	paid	paid	платить
57) to put	put	put	класть
58) to read	read	read	читать

59) to ring	rang	rung	звонить, звенеть
60) to rise	rose	risen	вставать
61) to run	ran	run	бежать
62) to say	said	said	говорить, сказать
63) to see	saw	seen	видеть
64) to sell	sold	sold	продавать
65) to send	sent	sent	посылать
66) to set	set	set	ставить, устанавливать
67) to shine	shone	shone	сиять, блестеть
68) to show	showed	shown	показывать
69) to sit	sat	sat	сидеть
70) to sleep	slept	slept	спать
71) to speak	spoke	spoken	говорить
72) to spend	spent	spent	тратить, проводить
73) to split	split	split	расщеплять
74) to spread	spread	spread	распространять(ся)
75) to stand	stood	stood	стоять
76) to strike	struck	struck	ударять
77) to swim	swam	swum	плавать
78) to take	took	taken	брать
79) to teach	taught	taught	учить, обучать
80) to tell	told	told	рассказывать
81) to think	thought	thought	думать
82) to throw	threw	thrown	бросать
83) to undergo	underwent	undergone	подвергаться
84) to understand	understood	understood	понимать
85) to wake	woke; ~ed	woken; ~ed	будить, просыпаться
86) to wear	wore	worn	носить
87) to win	won	won	выигрывать
88) to withstand	withstood	withstood	противостоять
89) to write	wrote	written	писать

Учебное электронное издание

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МОЯ СПЕЦИАЛЬНОСТЬ «ЛОГИСТИКА»

Учебное пособие по обучению чтению
и развитию навыков устной речи на английском языке

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