



# 35<sup>th</sup> International Publishers Exhibition

**Athens**

**Divani Caravel Hotel**

**Vas. Alexandrou Ave 2**

**Saturday & Sunday**

**17 & 18 March 2018**

**10.00 - 18.00**

*New books, software,  
teaching materials & examinations*

# PROGRAMME

# International Publishers Exhibition

Dear Foreign Language Professional,

For the **35<sup>th</sup>** time in Greece the IP Exhibitions are hosting a unique event for the FLT community in **Athens**, giving you the chance to inspect the most innovative products and select the best for your students.

Two days to follow the latest **international** trends on technology in class, active learning, gamification, examinations, projects and many others.

We are proud to have Gavin Dudeney, an expert in using Technology in class, presenting during the exhibition. He will also lead a workshop at the end of the day on how to use Mobile Devices to increase the effectiveness of your teaching with your computer literate students. Another highlight is the presentation of Dr. Anastasios Stalikas, founder & President of the Hellenic Association of Positive Psychology, that will help you identify your students' positive emotions and making the best out of them during the learning process.

All prominent **publishers**, examination boards and teacher training centers will welcome you and help you achieve even greater results with coursebooks, supplementary material, digital products for teaching and trainings.

Over the years the Foreign Language School Owners' Discussion Group has become a popular meeting place for a large number of school owners. On Sunday morning you will have once again the opportunity to discuss a variety of issues with your colleagues and attend the presentation of John Protopapadakis on how to increase your clients/parents/students' loyalty.

Spread the word by inviting friends and colleagues to the **exhibition** at the Divani Caravel Hotel on the 17<sup>th</sup> & 18<sup>th</sup> March.

Looking forward to welcoming you to the  
**35<sup>th</sup> Athens International Publishers Exhibition**,

**Philip Dietschi**  
International Publishers Exhibitions

# REINVENT TEACHING

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Get free books.

Attend our talk!

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**Saturday  
17 March**

**35<sup>th</sup> International Publishers Exhibition**

**Athens View**

10.00 – 10.50

*Professional  
Presentation*

**ΤΑ ΟΦΕΛΗ ΤΗΣ ΘΕΤΙΚΟΤΗΤΑΣ ΣΤΗΝ ΕΚΠΑΙΔΕΥΣΗ**

***Dr. Αναστάσιος Σταθίκας***

*Ιδρυτής & Πρόεδρος Ελληνικής Εταιρείας Θετικής Ψυχολογίας  
Καθηγητής Ψυχολογίας στο Πάντειο Πανεπιστήμιο, Συγγραφέας  
DES - DIETSCHI EDUCATIONAL SERVICES, THE STUDY ROOMS*

Τι ρόλο παίζουν τα θετικά συναισθήματα στη ζωή μας; Πώς μπορώ να αναγνωρίζω και να βιώνω θετικά συναισθήματα; Τι χαρακτηρίζει τους ευτυχισμένους ανθρώπους; Ποιος είναι ο ρόλος της θετικότητας στην διαδικασία της μάθησης;

11.00 – 11.50

**ΕΞΕΤΑΣΕΙΣ LRN - ΠΟΥ, ΠΩΣ, ΓΙΑΤΙ;**

***Νάντια Καράμπελα***, *Personal Examination Counsellor, FLS Owner  
LRN Certified Oral Examiner, LRN & AWARDS INTERNATIONAL*

***Εμμανουέλλα Χριστοδούλου***, *BA English, MA Education  
LRN Certified Oral Examiner, LRN & AWARDS INTERNATIONAL*

"Πού να στειλώ τους μαθητές μου για Εξετάσεις;" "Γιατί;" "Πώς θα εξασφαλίσω το μέγιστο αποτέλεσμα;" Η Νάντια Καράμπελα και η Εμμανουέλλα Χριστοδούλου, απλά και πρακτικά, λύνουν όλες τις απορίες σας...

12.00 – 12.25

**HAPPY WORLD 1 & 2 AND GREAT WONDERS 1 - 4.  
THE NEXT GENERATION OF COURSEBOOKS FROM NatGeo**

***Eftychis Kantarakis***, *RSA Dip., Teacher Trainer  
NATIONAL GEOGRAPHIC LEARNING*

*Happy World* for Junior A' and B' and *Great Wonders* for Senior A - D'. National Geographic Learning brings the next generation of coursebooks in Greece. A comprehensive grammar syllabus, combined with spectacular video, inspiring photography, fascinating facts that spark curiosity and online resources, bring the world to the classroom and the classroom to life!

12.30 – 12.55

**ASSESS YOUR STUDENTS' ENGLISH WITH STYLE!**

***Nigel Downey***, *Director Office for Language Assessment  
HELLENIC AMERICAN UNIVERSITY*

A presentation of the concept, levels and format of the Hellenic American University School Tests for Young Learners of English (STYLE). These tests are designed to provide stimulating and motivating objective assessment of young learners of English, while also familiarizing them with the skills they will need for success with higher level tests.

**PROGRAMME**



**Saturday  
17 March**

**35<sup>th</sup> International Publishers Exhibition**

## **Horizon**

10.00 – 10.50

*Professional  
Presentation*

### **TEACHER TRAINING vs CONTINUOUS PROFESSIONAL DEVELOPMENT**

*Marisa Constantinides, Teacher Trainer, Director*

*George Vassilakis, Teacher Trainer, Head of Teacher Education  
CELT ATHENS*

Web conferences, free seminars & webinars, twitter chats, books & journals, teach-meets & even blogs and sharing via social media can all contribute to a language teacher's professional development in ways that only twenty years ago we could not even imagine. So, what more can a training course offer a teacher that they cannot achieve on their own? We will address this question and give practical examples of how an organised training programme can drive a teacher's professional growth and help them make sense of the information overload cluttering our screens.

11.00 – 11.50

### **A GUIDE FOR MARKING YOUR STUDENTS' IELTS WRITING**

*Tina Karalis, Academic Associate, PeopleCert*

A presentation focusing on how to use IELTS Official Writing Descriptors to correct Writing tasks offered by PeopleCert.

12.00 – 12.50

### **CELEBRATING 30 YEARS OF INNOVATION AND EXCELLENCE!**

*Jenny Dooley, Author, EXPRESS PUBLISHING*

*I wonder: The amazing new course for Primary learners!*

*Right On! 1-4: The Right course for the 21<sup>st</sup> Century Learners!*

*On Screen C2: The ideal choice for all C2 exams!*

## **PRESENTATIONS**

Unless otherwise mentioned, presentations are of a commercial nature

At the end of your visit, for environmental reasons, you are kindly requested to **LEAVE YOUR BADGE** in the designated boxes placed at the exit of the exhibition.

# PROGRAMME

**Saturday  
17 March**

## **35<sup>th</sup> International Publishers Exhibition**

### **Athens View**

13.00 – 13.50

#### **HERE COMES JET FOR JUNIOR A AND JUNIOR B!**

*Elena Christea, Editorial Department Junior Levels Manager  
BURLINGTON BOOKS*

*Jet*, the new superhero from Burlington Books, will bring joy, action and motivation to your junior classes and provide creative opportunities to teach values and develop children's 21<sup>st</sup> century life skills.

14.00 – 14.25

#### **TECH IT EASY! - Η ΝΕΑ ΠΡΩΤΟΠΟΡΙΑΚΗ ΣΕΙΡΑ ΓΙΑ ΤΙΣ SENIOR ΤΑΞΕΙΣ!**

*Θωμάς Παρισόπουλος, Marketing Consultant, SUPER COURSE ELT PUBLISHING*

- Με πλούσιο τεχνολογικό υλικό (3D Animation, Video και Video Clip με τραγούδι σε κάθε μάθημα)
  - Διδάσκει τη γραμματική με τραγούδια
  - Βοηθάει ιδιαίτερα τους μαθητές με μαθησιακές δυσκολίες
  - Είναι ευέλικτη, με δυνατότητα διδασκαλίας 2 ή 3 φορές την εβδομάδα
  - Δίνει ιδιαίτερη έμφαση στην προφορική επικοινωνία
- Η σειρά που θα ξετρελάνει τους μαθητές σας!  
Θα διανεμηθούν ΔΩΡΕΑΝ ΔΕΙΓΜΑΤΑ.

14.30 – 14.55

#### **RESTART - ΜΙΑ ΝΕΑ ΣΕΙΡΑ ΓΙΑ ΕΝΗΛΙΚΕΣ ΠΟΥ ΘΕΛΟΥΝ ΝΑ ΚΑΝΟΥΝ "RESTART" ΣΤΑ ΑΓΓΛΙΚΑ ΤΟΥΣ**

*Θωμάς Παρισόπουλος, Marketing Consultant, SUPER COURSE ELT PUBLISHING*

- Ειδικά σχεδιασμένη για ενήλικες που έχουν χάσει την επαφή τους με τα Αγγλικά
- Καλύπτει τα επίπεδα CEFR A1-A2 σε 15 θεματικές ενότητες (Education & Work, Technology, Travel & Tourism, etc.)
- Δίνει ιδιαίτερη έμφαση στην προφορική επικοινωνία μέσα από καθημερινές καταστάσεις
- Καλύπτει τις βασικές γλωσσικές ανάγκες ενός ενήλικα (filling in an application form, sending an e-mail, ordering a meal, making a reservation, etc.)

Θα διανεμηθούν ΔΩΡΕΑΝ ΔΕΙΓΜΑΤΑ.

# PROGRAMME

**Saturday  
17 March**

**35<sup>th</sup> International Publishers Exhibition**

## **Horizon**

13.00 – 14.15

### **HOW TO TURN PASSIVE LEARNING INTO ACTIVE LEARNING**

*Costas Grivas, Author, GRIVAS PUBLICATIONS*

- *WAY UP* is the one and only coursebook series which turns passive learning into active learning. This pioneering approach instils confidence in students and helps them enhance their speaking and writing abilities from the very beginning. *WAY UP* is a new way to teach and a great way to learn English.
- Conflicting Teaching methods
- The broad notion of equivalence in translation
- Advanced Language points

14.30 – 14.55

### **GAMIFICATION & ADDITIVE LEARNING**

*Hani Malouf, Founder & CEO, VELAWOODS ENGLISH, CyEDUCATION CENTRE*

This presentation examines, the use of gaming and film-making principles to create the ultimate learning experience and students' engagement with digital content that will ensure that they successfully complete their courses or modules.

Access to the exhibition and seminar rooms will be permitted only to **REGISTERED** visitors wearing their name badge.

To save time register online, until 12 March 2018, at:  
[www.ip-exhibitions.eu](http://www.ip-exhibitions.eu)



### **Special offer to visitors of the IPE**

The Divani Caravel Hotel offers to out-of-town visitors special room rates (Single Room € 154, Double Room € 174). All rooms are equipped with A/C, TV and minibar. For reservations contact Tel. 210 720 7000. To obtain the special rates please state that you are a visitor of the IPE when making your reservation.

# PROGRAMME

**Saturday  
17 March**

## 35<sup>th</sup> International Publishers Exhibition

### Horizon

15.00 – 15.50

*Professional  
Presentation*

#### **TEACHING ENGLISH TO VERY YOUNG LEARNERS (AGES 4 OR 5):**

pre-K and Kindergarten. Opportunities and Challenges.  
The importance of Phonics (not Phonetics).

#### **THE NON-NATIVE ENGLISH TEACHER**

Work opportunities abroad. Basic requirements and main challenges.

#### **ELT EXAMS UPDATE**

*Andrew Betsis, Author, Publisher, ANDREW BETSIS ELT - COLLINS ELT*  
*Lawrence Mamas, Author, ANDREW BETSIS ELT - COLLINS ELT*

16.00 – 16.50

*Professional  
Presentation*

#### **ENHANCING PROJECT WORK WITH TECHNOLOGY**

*Gavin Dudeney, Director of Technology for the Consultants-E, Speaker*  
*Author, DES - DIETSCHI EDUCATIONAL SERVICES*

#### **THE STUDY ROOMS**

Project work is enjoying a renaissance in many countries, but still seems to be stuck in the 'paper and scissors' era. In this talk we look at how project work can be updated for the digital age, to provide more meaningful, semi-authentic language practice for learners.

17.00 – 17.50

*Professional  
Presentation*

#### **THE GAMING PRINCIPLE - PD FOR QUIET ELT FORCES**

*Christina Chorianopoulou, English Language Educator, Blogger*  
*Board Member & Newsletter Editor, TESOL GREECE*

What is effective PD for language teachers and how can we sustain it? Through this talk we will explore an alternative principle to follow and discuss the steps which ensure engaging continuous development.

18.00 – 21.00

*Workshop*

#### **LEARNING IN HAND - MOBILE DEVICES: THE TOOLS STUDENTS LOVE TO USE**

For details see page 9.

# PROGRAMME

**SATURDAY, 17 MARCH 2018,  
18.00 - 21.00**

DIVANI CARAVEL HOTEL, HORIZON ROOM  
VAS. ALEXANDROU AVE 2, ATHENS

## LEARNING IN HAND - MOBILE DEVICES: THE TOOLS STUDENTS LOVE TO USE

In this highly-practical workshop we will look at what mobile and handheld learning really are, and how they can easily be implemented in any classroom. We start by defining mobile learning and considering the pros and cons of a mobile approach in education, before moving on to consider how mobile devices might be successfully integrated into our daily teaching in a principled way. This active workshop features a number of practical teaching ideas as well as tools and apps which are immediately applicable in any context, with any level of learner.



**Gavin Dudeney**

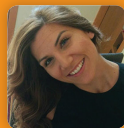
Gavin is Director of Technology for The Consultants-E - working in online training and consultancy in EdTech - and also module leader (MATALL) on the NILE / University of Chichester MAPDLE (MA in Professional Development for Language Education). A former Honorary Secretary and Chair of ElCom at IATEFL (the International Association of Teachers of English as a Foreign Language), he now serves on the International House Trust Board. A regular keynote speaker at conferences worldwide, Gavin is author of (among others) The Internet & The Language Classroom, How To Teach English with Technology, Digital Literacies and Going Mobile.

**SUNDAY, 18 MARCH 2018,  
18.00 - 21.00**

DIVANI CARAVEL HOTEL, VERGINA ROOM  
VAS. ALEXANDROU AVE 2, ATHENS

## ΧΑΡΟΥΜΕΝΟΣ ΜΑΘΗΤΗΣ- ΧΑΡΟΥΜΕΝΟΣ ΔΑΣΚΑΛΟΣ- ΧΑΡΟΥΜΕΝΟΣ ΓΟΝΙΟΣ: ΤΟ ΤΡΙΠΤΥΧΟ ΤΗΣ ΕΠΙΤΥΧΙΑΣ- ΒΙΩΜΑΤΙΚΟ ΣΕΜΙΝΑΡΙΟ

Μαθητής-δάσκαλος-γονιός: πώς η δημιουργία θετικών σχέσεων θα ωφελήσει τους εμπλεκόμενους στην διαδικασία μάθησης; Πώς μπορούμε να αυξήσουμε την αποδοτικότητα των μαθητών; Πώς μπορούμε να ενισχύσουμε το ευζην και την ψυχική ανθεκτικότητα μαθητών και καθηγητών; Ποια η αξία της θετικής εκπαίδευσης και τα οφέλη της στην ολιστική ανάπτυξη του ατόμου?



**Ειρήνη Καρακασίδου, MSc, PhD**

Είναι πτυχιούχος Ψυχολόγος του Παιντίου Πανεπιστημίου και κάτοχος Μεταπτυχιακού διπλώματος (MSc) με ειδίκευση στην Αθλητική Ψυχολογία στα ΣΕΦΑΑ του Πανεπιστημίου Αθηνών. Διδάκτωρ Κλινικής Ψυχολογίας του Παιντίου Πανεπιστημίου.

Έχει ολοκληρώσει την εκπαίδευση στην Συμπεριφοριστική (ΕΠΨΥ) και την Υπαρξιακή Ψυχοθεραπεία ("Γίνεσθαί", Ελληνική Εταιρεία Υπαρξιακής Ψυχολογίας). Είναι ψυχολόγος στο Σωματείο φροντίδας ατόμων με νευρομυϊκές παθήσεις (MDA HELLAS) στο Νοσοκομείο Παιδών «Η Αγία Σοφία» και ακαδημαϊκή υπεύθυνη του Κολλεγίου Ανθρωπιστικών Επιστημών ICPS. Ερευνητικά ενδιαφέρεται για τον τομέα της Θετικής Ψυχολογίας και είναι βασική ερευνητρια σε δύο Ευρωπαϊκά Προγράμματα (Erasmus+) που αφορούν στην Θετική Εκπαίδευση Ανέργων (EAGLES EU) και Δασκάλων (HOPES EU). Συγγραφέας άρθρων σε επιστημονικά περιοδικά, κεφαλαίων σε βιβλία και με πληθώρα παρουσιάσεων και βιωματικών εργαστηρίων σε ελληνικά και διεθνή συνέδρια.

Since the number of participants is limited please book your seat as early as possible at:  
[www.des.org.gr](http://www.des.org.gr)

**DES - Dietschi Educational Services**

Chariton 5, GR 17564 Paleo Faliro, Tel. +30 211 715 7375  
info@des.org.gr | www.des.org.gr

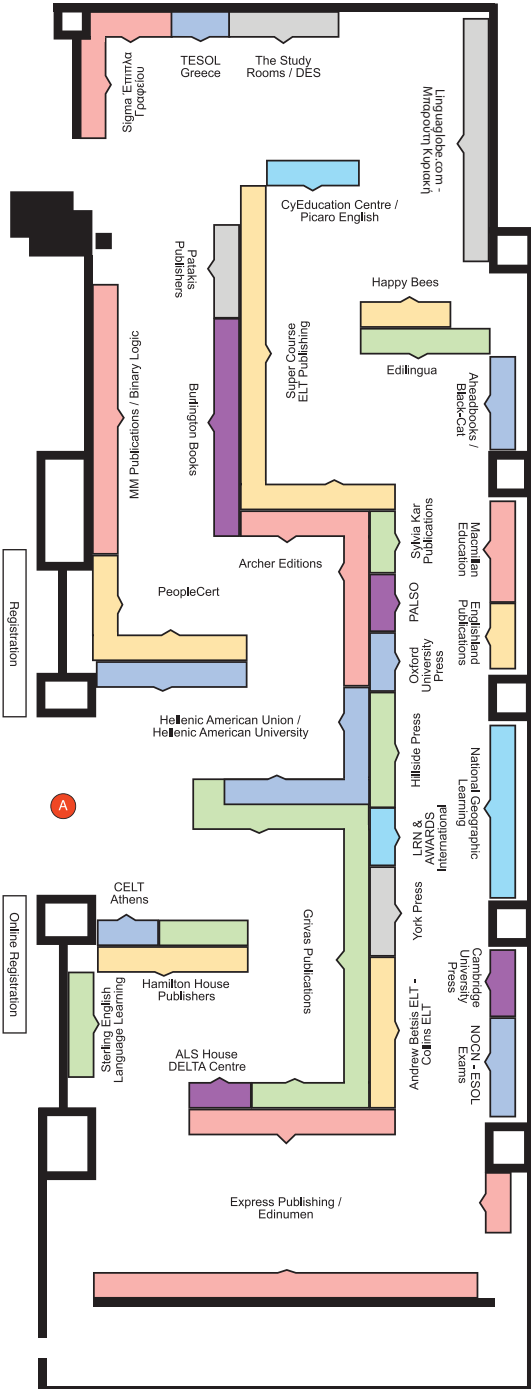
**The Study Rooms**

Kifissias 10, GR 11526 Athens, Tel. +30 210 771 7000  
info@thestudyrooms.gr | www.thestudyrooms.gr

# Exhibition Area: Olympia Hall Divani Caravel Hotel Athens

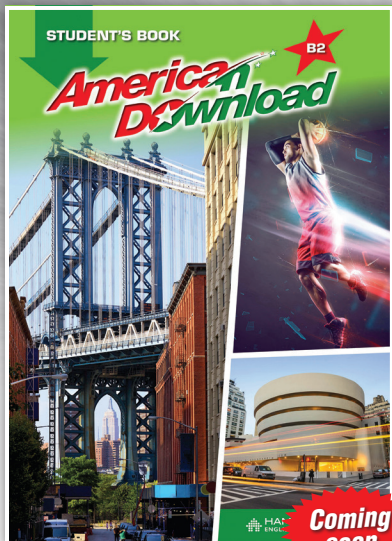
## 35th ATHENS IPE

**A** = Entrance and Exit

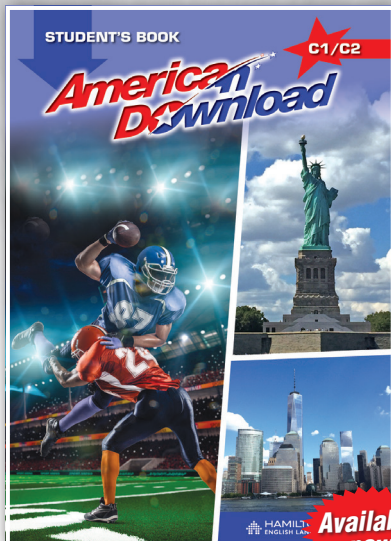


# NEW coursesbooks for ECCE/MSU-CELC & ECPE/MSU-CELP preparation from Hamilton House

 **American English**

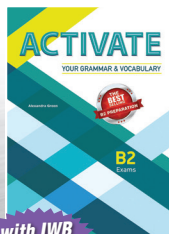


**Coming soon**



**Available now**

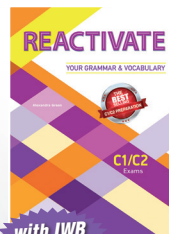
**Perfect Partner**



**with IWB software**

**American Download B2** and **American Download C1/C2** have been designed for students preparing for the CaMLA ECCE or MSU-CELC (B2) and CaMLA ECPE or MSU-CELP (C2) examinations. They contain a wide variety of grammar and vocabulary exercises in exam format which provide students with ample practice when preparing for these examinations.

**Perfect Partner**



**with IWB software**

## Components

- Student's Book
- Workbook
- Test Book
- Companion
- e-book
- Teacher's Book
- Class Audio CD, Workbook Audio CD & Test Book Audio CD
- Interactive Whiteboard Software
- Interactive e-book

**Sunday  
18 March**

**35<sup>th</sup> International Publishers Exhibition**

**Mycenae**

10.00 – 10.50

**Η ΥΠΟΔΕΙΓΜΑΤΙΚΗ ΕΞΥΠΗΡΕΤΣΗ ΠΕΛΑΤΩΝ ΣΕ ΕΝΑ ΚΕΓ - Πώς να δημιουργήσετε έναν συνεχώς αυξανόμενο κύκλο ενθουσιωδών και πιστών πελατών**

*Professional  
Presentation*

*Γιάννης Πρωτοπαπαδάκης, Συγγραφέας, Καθηγητής Μάρκετινγκ και Ποιοτικής Εξυπηρέτησης, DES - DIETSCHI EDUCATIONAL SERVICES*

Ένα απάνθισμα πολύτιμων συμβουλιών και πρακτικών για όσους επιθυμούν να ξεχωρίσουν από τον ανταγωνισμό αφήνοντας τις καλύτερες εντυπώσεις στους πιο δύσκολους κριτές του έργου τους - τους γονείς.

11.00 – 11.50

*Professional  
Presentation*

**TEACHING ENGLISH TO VERY YOUNG LEARNERS (AGES 4 OR 5):**

pre-K and Kindergarten. Opportunities and Challenges.

The importance of Phonics (not Phonetics).

**THE NON-NATIVE ENGLISH TEACHER**

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*Lawrence Mamas, Author, ANDREW BETSIS ELT - COLLINS ELT*

12.00 – 12.50

**HERE COMES JET FOR JUNIOR A AND JUNIOR B!**

*Tracy Huntingford, Editorial Department Upper Levels Manager*

*BURLINGTON BOOKS*

*Jet, the new superhero from Burlington Books, will bring joy, action and motivation to your junior classes and provide creative opportunities to teach values and develop children's 21<sup>st</sup> century life skills.*

**THESSALONIKI IP EXHIBITION**

The MET Hotel

**Sunday 11 March 2017**

10.00 - 18.00

**PROGRAMME**



**Sunday  
18 March**

## 35<sup>th</sup> International Publishers Exhibition

### Vergina

10.30 – 11.50

*Discussion  
Group -  
FOR SCHOOL  
OWNERS  
ONLY*

#### WIN BY SHARING YOUR EXPERIENCE

*If you have an apple and I have an apple and we exchange these apples then you and I will still each have one apple. But if you have an idea and I have an idea and we exchange these ideas, then each of us will have two ideas.*

George Bernard Shaw

School owners will have the chance to express their opinion on problems/difficulties/proposals/opportunities on the following subjects:

**Projects** - Yes or no, how to choose one, how do we include them in the learning process

**Homework** - is there an ideal quantity, how to face students' reactions, should parents be included

**Communication with parents** - when/why/how, most common complaints and how do we deal with them, how do we use it as a marketing tool for future registrations

*Lia Chrissikopoulou, Facilitator*

12.00 – 12.25

#### TECH IT EASY! - Η ΝΕΑ ΠΡΩΤΟΠΟΡΙΑΚΗ ΣΕΙΡΑ ΓΙΑ ΤΙΣ SENIOR ΤΑΞΕΙΣ!

*Θωμάς Παρισόπουλος, Marketing Consultant, SUPER COURSE ELT PUBLISHING*

- Με πλήρως τεχνολογικό υλικό (3D Animation, Video και Video Clip με τραγούδι σε κάθε μάθημα)
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- Είναι ευέλικτη, με δυνατότητα διδασκαλίας 2 ή 3 φορές την εβδομάδα
- Δίνει ιδιαίτερη έμφαση στην προφορική επικοινωνία

Η σειρά που θα ξετρελάνει τους μαθητές σας!

Θα διανεμηθούν ΔΩΡΕΑΝ ΔΕΙΓΜΑΤΑ.

12.30 – 12.55

#### RESTART - ΜΙΑ ΝΕΑ ΣΕΙΡΑ ΓΙΑ ΕΝΗΛΙΚΕΣ ΠΟΥ ΘΕΛΟΥΝ ΝΑ ΚΑΝΟΥΝ "RESTART" ΣΤΑ ΑΓΓΛΙΚΑ ΤΟΥΣ

*Θωμάς Παρισόπουλος, Marketing Consultant, SUPER COURSE ELT PUBLISHING*

- Ειδικά σχεδιασμένη για ενήλικες που έχουν χάσει την επαφή τους με τα Αγγλικά
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Θα διανεμηθούν ΔΩΡΕΑΝ ΔΕΙΓΜΑΤΑ.

# PROGRAMME

**Sunday  
18 March**

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**Mycenae**

13.00 – 14.15

**HOW TO TURN PASSIVE LEARNING INTO ACTIVE LEARNING**

*Costas Grivas, Author, GRIVAS PUBLICATIONS*

- *WAY UP* is the one and only coursebook series which turns passive learning into active learning. This pioneering approach instils confidence in students and helps them enhance their speaking and writing abilities from the very beginning. *WAY UP* is a new way to teach and a great way to learn English.
- Conflicting Teaching methods
- The broad notion of equivalence in translation
- Advanced Language points

14.30 – 14.55

**THE ECCE AND ECPE SPEAKING TESTS: WHAT YOU REALLY NEED TO KNOW FOR A SUCCESSFUL TEST-TAKING EXPERIENCE**

*Dr. Ioannis Petropoulos, Academic Coordinator, HELLENIC AMERICAN UNION*

This presentation focuses on the specific strategies required for the University of Michigan ECCE and ECPE speaking tests and also highlights the fundamental principles of a speaking test experience at these levels.

15.00 – 15.25

**EΙΜΑΙ ΠΟΛΙΤΗΣ ΤΟΥ ΚΟΣΜΟΥ...ταξιδεύω-σπουδάζω Ευρώπη= Ζω!**

*Χριστίνα Ανυφαντή, Ιδιοκτήτρια ΚΕΤ, THE STUDY ROOMS*

Προσφέρουμε νέες υπηρεσίες και προγράμματα που διευκολύνουν τους μαθητές μας να εξηλιξουν την προσωπικότητά τους, να βρουν την ταυτότητά τους, να πραγματοποιήσουν τα όνειρά τους. Μαζί θα ανακαλύψουμε πώς μπορούμε να μετατρέψουμε ένα εκπαιδευτικό ταξίδι σε εμπειρία ζωής για εμάς και τους μαθητές μας αλλά και πώς μπορούμε να προσφέρουμε μια ολοκληρωμένη υπηρεσία για όσους επιλέγουν να σπουδάσουν εκτός Ελλάδας.

15.30 – 16.20

**ΕΞΕΤΑΣΕΙΣ LRN - ΠΟΥ, ΠΩΣ, ΓΙΑΤΙ;**

*Νάντια Καράμπελα, Personal Examination Counsellor, FLS Owner*

*LRN Certified Oral Examiner, LRN & AWARDS INTERNATIONAL*

*Εμμανουέλλα Χριστοδούλη, BA English, MA Education*

*LRN Certified Oral Examiner, LRN & AWARDS INTERNATIONAL*

"Πού να στείλω τους μαθητές μου για Εξετάσεις;" "Γιατί;" "Πώς θα εξασφαλίσω το μέγιστο αποτέλεσμα;" Η Νάντια Καράμπελα και η Εμμανουέλλα Χριστοδούλη, απλά και πρακτικά, ρίχνουν όλες τις απορίες σας...

16.30 – 17.20

**MAKING A DIFFERENCE IN PROFICIENCY CLASSES**

*Professional  
Presentation*

*Tracy Huntingford, Editorial Department Upper Levels Manager*

*BURLINGTON BOOKS*

Tips and strategies to get your students from B2 to C2 level.

**PROGRAMME**

**Sunday  
18 March**

## 35<sup>th</sup> International Publishers Exhibition

### Vergina

13.00 – 13.50

#### **CELEBRATING 30 YEARS OF INNOVATION AND EXCELLENCE!**

*Jenny Dooley, Author, EXPRESS PUBLISHING*

*I wonder*: The amazing new course for Primary learners!

*Right On! 1-4*: The Right course for the 21<sup>st</sup> Century Learners!

*On Screen C2*: The ideal choice for all C2 exams!

14.00 – 14.50

#### **ENTER A NEW WORLD. ENTER PORTAL!**

*MM Publications*

As educators, we must strive to prepare our students for the 'real world'; as English teachers, we aim to help our students communicate successfully in English. *Portal to English* can enable us to do both in our classroom successfully. This brand-new series engages learners and equips them with the necessary skills to excel in the modern, ever-changing world. Based on contemporary ELT methodology, this inspiring course focuses on the systematic development of language skills and comprises motivating and contemporary topics.

15.00 – 15.50

#### **EXPLORING LANGUAGECERT: A COMMUNICATIVE APPROACH TO TESTING**

*John Bardis, Academic Consultant, PeopleCert*

A presentation aiming at familiarising teachers with the next generation of tests offered by PeopleCert.

16.00 – 16.25

#### **BUILDING THE BEDROCK. PLANNING AN INDIVIDUAL LESSON OR A SEQUENCE OF LESSONS**

*Professional  
Presentation*

*Dr. Paschalis Chliaras, Owner & Head, ALS HOUSE DELTA CENTRE*

This paper will discuss what we do when we plan a lesson: the connections between the aims of the lesson, the procedures we use to achieve those aims, the shape of the lesson and the techniques that are most appropriate for a particular group of learners.

16.30 – 17.20

#### **SEWING THE SEEDS OF SUCCESS: CREATING MOTIVATED YOUNG LEARNERS**

*Professional  
Presentation*

*Eftychis Kantarakis, RSA Dip., Teacher Trainer*

*NATIONAL GEOGRAPHIC LEARNING*

We want our students to succeed. But how can we set them up for success? In this session we'll focus on 7 practical strategies to motivate our students and help them become passionate learners of English.

18.00 – 21.00

#### **ΧΑΡΟΥΜΕΝΟΣ ΜΑΘΗΤΗΣ-ΧΑΡΟΥΜΕΝΟΣ ΔΑΣΚΑΛΟΣ- ΧΑΡΟΥΜΕΝΟΣ ΓΟΝΙΟΣ: ΤΟ ΤΡΙΠΤΥΧΟ ΤΗΣ ΕΠΙΤΥΧΙΑΣ - ΒΙΩΜΑΤΙΚΟ ΣΕΜΙΝΑΡΙΟ**

*Workshop*

For details see page 9.

# PROGRAMME

# SPONSORS

**Aheadbooks / Black - Cat** 3 Sevron, 12133 Athens

Tel: 210 574 0892 Fax: 210 574 0701 [www.aheadbooks.com](http://www.aheadbooks.com)

**Andrew Betsis ELT - Collins ELT** 48 El. Venizelou, 18532 Piraeus

Tel: 210 411 8895 Fax: 210 493 3661 [www.betsiselt.com](http://www.betsiselt.com)

**ALS House DELTA Centre** 127 Stratigou Makrigianni, 18345 Moschato

Tel: 210 482 1351 [www.als-edu.com](http://www.als-edu.com)

**Archer Editions** 4 G. Kondyli, 17455 Alimos

Tel: 210 980 3293 Fax: 210 980 3293 [www.archereditions.com](http://www.archereditions.com)

**Binary Logic** 20 Lakonias, 17456 Alimos

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**CELT Athens** 3 Georgiou Genadiou, 10678 Athens

Tel: 210 330 2406 Fax: 210 330 1202 [www.celt.edu.gr](http://www.celt.edu.gr)

**CyEducation Centre** 29A Leondiou Machera, 6012 Larnaka, Cyprus

Tel: +357 99 533 455 [cyeducationcentre.com](http://cyeducationcentre.com)

**DES - Dietschi Educational Services** 5 Chariton, 17564 Paleo Faliro

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**Edilingua** 65 Moroiani, 12133 Athens

Tel: 210 573 3900 Fax: 210 574 0701 [segreteria@edilingua.it](mailto:segreteria@edilingua.it)

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## **Hamilton House Publishers** P.O. Box 70303, 16610 Glyfada

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## **Hellenic American Union** 22 Massalias, 10680 Athens

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## **Hillside Press** 13 Doiranis, 11362 Kypseli

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## **International New York Times - Kathimerini**

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Tel: 210 480 8224 Fax: 210 480 8269 [inytk@ekathimerini.com](mailto:inytk@ekathimerini.com)

## **Kar Sylvia Publications** 15 Marathonos, 15343 Agia Paraskevi

Tel: 210 639 0030 Fax: 210 600 0539 [www.sylviakar.com](http://www.sylviakar.com)

## **Linguaglobe.com - Μηρούτσιν Κυριακή** 10 Marnis, 10433 Athens

Tel: 210 825 6990 Fax: 210 825 6990 [www.linguaglobe.com](http://www.linguaglobe.com)

## **LRN & AWARDS International** 14 Karpathou, 18539 Piraeus

Tel: 211 411 5397 [www.esolnethellas.gr](http://www.esolnethellas.gr)

## **Macmillan Education** c/o Varia Lecto, 50 Omirou, 10672 Athens

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## **MM Publications** 58 Deligiorgi, 17456 Athens

Tel: 210 995 3680 Fax: 210 996 4282 [www.mmpublications.com](http://www.mmpublications.com)

# PROGRAMME

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**NOCN - ESOL Exams** 120 Solonos, 10681 Athens  
Tel: 210 330 0011 Fax: 210 380 1071 [www.examsesol.gr](http://www.examsesol.gr)

**Oxford University Press** 62 Amerikis, 26442 Patra  
Tel: 210 805 5330 [www.elc.oup.com](http://www.elc.oup.com)

**PALSO - Panhellenic Federation of Language School Owners**  
2 Lykavittou, 10671 Athens  
Tel: 210 363 6052 Fax: 210 364 2359 [www.palso.gr](http://www.palso.gr)

**Patakis Publishers** 38 Panagi Tsaldari, 10437 Athens  
Tel: 210 365 0033 Fax: 210 520 5648 [www.patakis.gr](http://www.patakis.gr)

**PeopleCert** 3 Korai, 10564 Athens  
Tel: 210 372 9027 Fax: 210 372 9151 [www.languagecert.gr](http://www.languagecert.gr)

**Picaro English** 29A Leondiou Machera, 6012 Larnaka, Cyprus  
Tel: +357 99 533 455 [cyeducationcentre.com](http://cyeducationcentre.com)

**Sigma Έπιπλη Γραφείου** 31 Anagenniseos, 14342 Nea Philadelphia  
Tel: 210 272 0011 Fax: 210 272 0019 [www.sigmaoffice.gr](http://www.sigmaoffice.gr)

**Sterling English Language Learning** P.O. Box 70303, 16610 Athens  
Tel: 210 968 0517 [www.sterlingenglish.com](http://www.sterlingenglish.com)

**Super Course ELT Publishing** 1 Laodikias, 59100 Veria  
Tel: 23310 73777 Fax: 23310 60827 [www.supercourse.gr](http://www.supercourse.gr)

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Tel. 210 748 8411 [www.tesolgreece.org](http://www.tesolgreece.org)

**The Study Rooms** 10 Kifissias, 11526 Athens  
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# NEW courses for Junior A-B & A-B-C classes from Hamilton House



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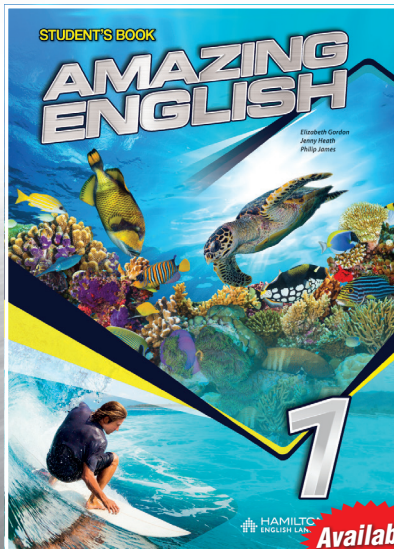


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### Key features:

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- CLIL
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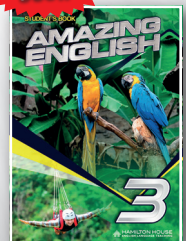
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- Culture
- Values
- School-parent involvement
- Animated comic story
- New IWB software
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soon**

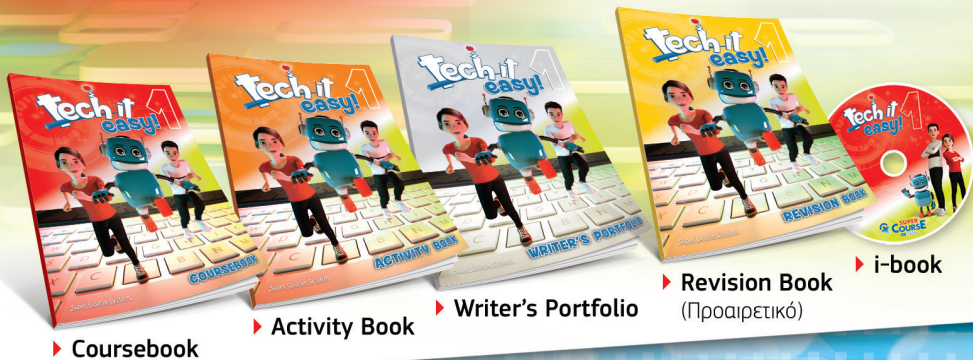




# Tech it easy! 1

Η ΝΕΑ ΠΡΩΤΟΠΟΡΙΑΚΗ ΣΕΙΡΑ  
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