



# International Publishers Exhibition

## Spring '22

### Thessaloniki

The MET Hotel

26th October 48

**Saturday 19 March**

10.00 – 18.00

**Sunday 20 March**

10.00 – 17.00

*New books, software,  
teaching materials & examinations*

# PROGRAMME

# International Publishers Exhibition

Dear Colleagues,

The last two years we had to face a completely new reality. We had to change the way we see, handle, do things. We had to accept what was beyond our imagination and adapt to everything that was way out for our control. Professionally, we faced challenges and we entered a new virtual era, in which the IPEs tried their best to offer you the latest insights in products and opportunities for professional development.

The time has finally come for us to meet in person...and we have organised everything in such a way that it will be worth it!

We have taken extra care to adjust our exhibitions to this new era and to implement all safety protocols. We constantly stay up-to-date with the national regulations and the best practice for exhibitions globally, in order to offer you and the staff a safe experience. Please advise our website a few days before your visit for the latest regulations applied.

The support of exhibitors and presenters is overwhelming. You will have the chance to see the launch of new products, participate in innovative workshops and discuss with colleagues and friends. Once again, we will stage the largest foreign language teaching exhibition in Northern Greece.

The time has come for us to take control over our professional future, over our relationships and our lives. The time has come for us to interact with each other again. The time for the Spring '22 Thessaloniki International Publishers Exhibition has come.

Proudly looking forward to welcoming all of you again,

**International Publishers Exhibitions**

Philip Dietschi

Georgia Vradi

Έλα να ΔΟΚΙΜΑΣΕΙΣ από κοντά

τις **ΝΕΕΣ ΤΕΧΝΟΛΟΓΙΕΣ**

στην εκπαίδευση.

Talking  
Pen

AR

VR  
VIRTUAL REALITY

Ομιλία με θέμα:

**TECHNOLOGY IN EDUCATION IN THE 21<sup>st</sup> CENTURY**

Απογειώστε το μάθημα με μοναδικά τεχνολογικά εργαλεία.

**ΣΑΒΒΑΤΟ 19 ΜΑΡΤΙΟΥ**

13:30 - 14:20 | Sirocco Room

**ΚΥΡΙΑΚΗ 20 ΜΑΡΤΙΟΥ**

12:00 - 12:50 | Zephyros Room

## EdTech Showroom

Αμέσως μετά τις ομιλίες (Σάββατο 14:30 - 14:55 & Κυριακή 13:00 - 13:25), ελάτε να ζήσετε τη μοναδική εμπειρία της χρήσης νέων τεχνολογιών στην εκπαίδευση (VR, AR & Talking Pen) και λάβετε μέρος στην κλήρωση για μοναδικά δώρα (μάσκες VR, Samsung tablets, Talking Pens με Super Readers!)

Θα διανεμηθούν **ΔΩΡΕΑΝ ΔΕΙΓΜΑΤΑ ΒΙΒΛΙΩΝ**



**SUPER COURSE**  
ELT PUBLISHING

+30 23310 73777

www.supercourse.gr

info@supercourse.gr

www.supercourse-eshop.gr

f @ y  
Super Course ELT Publishing

**Saturday  
19 March**

## International Publishers Exhibition

### **Sirocco**

10.00 – 10.50

*Professional  
Presentation*



#### **THE IMPORTANCE OF LEADERSHIP IN EDUCATION: HOW DO LEADERS REALLY INSPIRE THOSE AROUND THEM?**

*Dr. Stathis Stefanidis, Business Consultant, Founder, I-NUCLEUS*

In this talk, Dr Stefanidis will present a simple but important model with which leaders can inspire those around them. His talk will focus on the importance of leadership in education, but will also cite examples from Apple, the Wright brothers and the historic speech by Dr. Martin Luther King Jr.

11.00 – 11.25



#### **"YETI AND FRIENDS!"**

*Nick Anagnostou, Regional Manager, HAMILTON HOUSE PUBLISHERS*

The new Junior course from Hamilton House that will thrill your students. Join *Yeti* in his 3D world and bring English to life on your mobile devices with the Hamilton House Interactive Talking Pen.

11.30 – 12.20



#### **DIGITAL INNOVATIONS IN TESTING - PEARSON ENGLISH INTERNATIONAL CERTIFICATE**

*Carmen Quintana, Associate Product Manager*

*Pearson English International Certificate*

*Klairy Petraki, Managing Director, Pearson English Language Learning*

*PEARSON ENGLISH INTERNATIONAL CERTIFICATE (PTE GENERAL) – UNICERT*

In this session, we will:

- demo a sample test from the new online *Pearson English International Certificate*
- talk about how to securely prepare students for digital tests
- present the 'Guarantee to Pass' program



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**Saturday  
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## International Publishers Exhibition

### Zephyros

10.00 – 10.50

Professional  
Presentation



#### **HOMEWORK WITH A VOICE VIDEO & VOICE APPS FOR SPEAKING HOMEWORK**

**Marisa Constantinides**, Teacher, Teacher Trainer, Author  
Conference Speaker, DOS CELT Athens, CELT ATHENS

Even with the best of intentions, classroom opportunities for developing speaking fluency and accuracy are never enough. Technology can come to the rescue with a variety of easy to use applications and tools that can motivate and maximize student talking time. Our presentation will cover tools and apps for all ages and levels and will be especially useful for preparing for speaking exams.

11.00 – 11.25



#### **OPENING A DOOR FULL OF POSSIBILITIES WITH LANGUAGECERT**

**Petros Apergis**, Business Development Head Southeast Europe  
LANGUAGECERT - PEOPLECERT

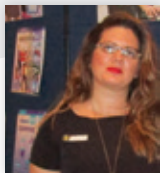
**Marios Molfetas**, LanguageCert Executive Director  
LANGUAGECERT - PEOPLECERT

LanguageCert is committed to bringing to learners and education communities innovative solutions, enhanced services as well as new language qualifications covering every need.

Join Marios Molfetas & Petros Apergis to discover more about

- how *LanguageCert* can transform the assessment experience, offering a perfect fit for teachers and learners through multiple exam delivery methods
- how learners can realise their potential and benefit from
  - our UK Home Office approved *LanguageCert SELT* exams addressing immigration requirements
  - our ASEP recognised *LanguageCert Test of English (LTE)*, addressing professional requirements (now offering a Writing module as well).
  - our increasing international recognition of our *LanguageCert International ESOL* suite

11.30 – 12.20



#### **"LUKE & MYLA"**

**Natasha Polysaki-Kallistratou**, Marketing Manager Northern Greece  
BURLINGTON BOOKS

*Burlington Luke & Myla*, our exciting new three-part coursebook series for A-C classes, is packed with exciting adventure stories with 3D animation, real world information and multimodal learning opportunities. It is accompanied by free interactive webbooks for use in the classroom and online.

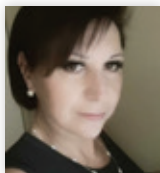
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### Sirocco

12.30 – 13.20



#### **"Hashtag English": ASSISTING FLEXIBILITY, MAXIMISING LEARNING!**

*#English* is a newly created, exciting course for A-C classes with engaging, fun content, designed to motivate students, promote inclusivity and meet the new, emerging educational needs. *#English* offers an effective combination of print and digital resources, allowing for flexible teaching (in-class, Blended or Flipped learning), enhancing student autonomy and boosting the development of real-life skills.

#### **UNLOCK FLEXIBILITY IN THE EFL CLASSROOM WITH THE "EXPRESS DIGIBOOKS" LMS PLATFORM!**

Express Publishing launches the *Express Digibooks Version 4*, which comes with new features to support teaching and learning in a flexible way. *Express Digibooks* is a cross-platform, gamified digital tool that allows the use of our books online and offline on any device. Track students' progress, communicate effectively with parents, motivate learners and bring your classes into the future!

*Jenny Dooley, Author, EXPRESS PUBLISHING*

13.30 – 14.20



#### **TECHNOLOGY IN EDUCATION IN THE 21<sup>st</sup> CENTURY:**

#### **ΑΠΟΓΕΙΩΣΤΕ ΤΟ ΜΑΘΗΜΑ ΜΕ ΜΟΝΑΔΙΚΑ ΤΕΧΝΟΛΟΓΙΚΑ ΕΡΓΑΛΕΙΑ**

*Θωμάς Παρισσόπουλος, Marketing Director, SUPER COURSE ELT PUBLISHING*

- Νέα κυκλοφορία: *Teacher's i-book* με EXTRA printable & interactive material
  - Εμπλουτισμένο *Student's i-book* με 2D, 3D & 360° educational Videos & 3D Games
  - Virtual Reality (VR) - Ταξιδέψτε σε όλο τον κόσμο με τον *Tech*
  - Augmented Reality (AR) - Δείτε τους ήρωες του βιβλίου να ζωντανεύουν
  - Talking Pen - Μαθαίνω Αγγλικά με τέλεια προφορά! Το μαγικό στυλό που «μιλάει» και ξετρεφάει μικρούς και μεγάλους
- Θα διανεμηθούν ΔΩΡΕΑΝ ΔΕΙΓΜΑΤΑ ΒΙΒΛΙΩΝ.

14.30 – 14.55



#### **EdTech SHOWROOM**

*SUPER COURSE ELT PUBLISHING*

Ελάτε να ζήσετε τη μοναδική εμπειρία της χρήσης νέων τεχνολογιών στην εκπαίδευση (VR, AR & Talking Pen) και λάβετε μέρος στην κλήρωση για μοναδικά δώρα\*!

\* Θα κληρωθούν μάσκες VR, Talking Pens με readers και Samsung tablets.

#### **Public Transportation**

The MET Hotel is accessible by bus lines 31 and 40.  
The closest stop to the hotel is ICHTHIOSKALA.

# PROGRAMME

**Saturday  
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## International Publishers Exhibition

### Zephyros

12.30 – 13.20



**GRAMMAR AS THE SYSTEM OF A LANGUAGE AND NOT AS THE RULES OF IT - IF TAUGHT PROPERLY, IT CAN HELP IMPROVE YOUR STUDENTS' COMMAND OF THE LANGUAGE  
NEW "WAY TO GRAMMAR C1/C2" AND NEW "WRITING C1/C2"  
NEW "FOLLOW-US" - JUNIOR SERIES**

*Vivi Kamari, Marketing & Promotion Manager, GRIVAS PUBLICATIONS*

- *Grivas ELT interactive* - JOIN our ever-growing digital environment and ENJOY your alternative classroom for FREE! Get ready for the all-new Digital Era
- *NEW Way to Grammar C1/C2*. Grammar is the weaving that creates the fabric: Context, Accuracy, Communication. It is the Science that lies behind the Art of Literature and Composition.
- *NEW Writing C1/C2*. You cannot teach your students to write, any more than you can teach them to paint, but you can guide them to develop a technique.
- *NEW Junior Series*. Teaching Young Learners can be a rewarding experience! *FOLLOW US ...* and let the adventure begin!

Everyone attending our presentation will be entered into a draw in which two lucky attendees will win the new *Grivas English-Greek Dictionary* (either the two-volume set or the shorter edition).

13.30 – 14.20



**"REVISED ECPE HONORS"**

*Tracy Huntingford, Editorial Manager, BURLINGTON BOOKS*

*Revised ECPE Honors*, the best preparation course for the Michigan ECPE, is now fully up-to-date. Great new features include a brand new writing syllabus and documentary videos for each unit. *Revised Mastermind Grammar and Lexis for C2 exams* provides full coverage of grammar and vocabulary for Proficiency students. It reflects current language usage and latest exam specifications. Both titles are accompanied by whiteboard software and interactive webbooks.

14.30 – 14.55



**"NEW CLOSE-UP"**

*Mona Siksek, ELT Consultant, Teacher Trainer*

*NATIONAL GEOGRAPHIC LEARNING*

*New Close-up* brings learners closer to the world through dynamic photography, video and real-world stories from National Geographic. This series also prepares teenagers for success in the classroom, in exams, and in life.

# PROGRAMME

**Saturday  
19 March**

**International Publishers Exhibition**

**Sirocco**

15.00 – 15.50



**"LANGUAGECERT TEST OF ENGLISH": THE CHALLENGES OF DEVELOPING AND TAKING A COMPUTER-ADAPTIVE TEST (CAT)**

**Dr. Yiannis Papargyris**, Language Assessment Development Director  
**LANGUAGECERT - PEOPLECERT**

LTE is one of the most recent and most popular addition to the *LanguageCert International English* exam portfolio. In this presentation, I will introduce the qualification and trace the difficulties of developing a CAT, from building a bank of calibrated items to accurately measuring candidate ability. We will consider the advantages and limitations of our approach, and discuss aspects of testing which teachers and candidates need to be aware of.

**DES**

*Dietschi Educational Services*



**SATURDAY, 19 MARCH 2022, 18.00 - 21.00**

THE MET HOTEL, SIROCCO ROOM

## DEVELOPING SPEAKING SKILLS IN THE ELT CLASSROOM

In the traditional ELT Classroom, speaking was pretty much left to chance and teachers believed that if they 'did their job' - i.e., teach the grammar rules and present the vocabulary - speaking would miraculously develop all on its own.

But speaking, like any other skill, needs to be practised systematically and persistently if we hope to help our students not only to pass exams but be successful communicators. It is also a composite skill, involving physical, linguistic, cognitive, as well as social and emotional aspects of our performance.

In this workshop, we will

- review some of the important findings of recent research
- analyse the skills required to be an efficient communicator
- review materials which will help our learners build their accuracy and their fluency
- review activities which teachers can use both online as well as offline

Workshop participants will be given the opportunity to try out and evaluate a wide range of techniques for the physical as well as the online classroom.

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](mailto:info@des.org)

**The Study Rooms**

Kifissias 10, GR 11526 Athens, Tel. +30 210 771 7000  
[info@thestudyrooms.gr](mailto:info@thestudyrooms.gr) | [www.thestudyrooms.gr](http://www.thestudyrooms.gr)

Provided Certificate of Attendance



**Marisa Constantinides** is a TEFL Teacher Educator, ELT author & Director of Studies of CELT Athens, a Teacher Development centre based in Athens, Greece and online. She trains on all courses, including the Cambridge CELTA and DELTA, ICT for ELT, ELT Management and Young Learners. Marisa Constantinides is one of the founding moderators of #ELTchat, a weekly discussion of ELT teachers on Twitter which was shortlisted in the 2012 ELTon Awards for Innovation in Teacher Resources.

Participation Fee: € 35



**Saturday  
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### Zephyros

15.00 – 15.50



#### WELCOME TO E-PLANET

*David Squirrell, Business Development Manager  
E-PLANET EDUCATIONAL SERVICES*

*E-planet is the world's fastest growing ELT specialist. Our adaptable blended learning approach to learning English has been used to teach almost 2 million students at universities, schools, language centres and by private tutors worldwide.*

16.00 – 16.50

*Professional  
Presentation*



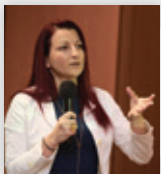
#### A HOLISTIC APPROACH TO TEACHING YOUNG LEARNERS

*Tracy Huntingford, Editorial Manager, BURLINGTON BOOKS*

*The importance of stories, songs, games and projects in junior classes.*

17.00 – 17.50

*Professional  
Presentation*



#### TEACH LIKE A LIFE COACH

*Theodora Bogiou, Teacher, Teacher Trainer, Language School Owner  
INTERNATIONAL PUBLISHERS EXHIBITIONS*

*What every teacher needs to know, but they don't know that they need to know. Three powerful techniques that any teacher can use to empower their students and help them process their emotions.*

## ATHENS IP EXHIBITION

Divani Caravel Hotel

**Saturday 9 April 2022**

10.00 - 18.00

**Sunday 10 April 2022**

10.00 - 18.00

# PROGRAMME

**Sunday  
20 March**

## International Publishers Exhibition

### Sirocco

10.00 – 11.20

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 and proposals/opportunities on the following subjects:

- **Blended learning**
- **How covid affected the relationships with parents, students, staff**
- **Young Learners**

*Maria Mitsiou, Facilitator  
Natasha Mitsiou, Facilitator*

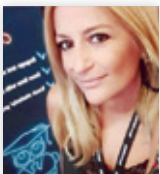
11.30 – 11.55



#### "ECCE HONORS"

*Tracy Huntingford, Editorial Manager, BURLINGTON BOOKS*  
ECCE Honors, our brand new coursebook for the ECCE exam, follows the success of Revised ECPE Honors to provide clear, user-friendly exam preparation material that teachers can trust for great results. It is accompanied by free interactive webbooks for use in the classroom and to support online and autonomous learning.

12.00 – 12.50



#### TEACHING WRITING AND GRAMMAR EFFECTIVELY AT B2 LEVEL: THE RIGHT TOOLS!

When preparing for B2 level exams, writing, grammar and vocabulary seem to be quite challenging for students at times. How can we effectively help learners develop the necessary skills for successful task achievement? The brand new *The Art of Writing* and *Grammar & Vocabulary Booster* will ensure students' success!

#### NEW "STARS AND STRIPES" AND EXAM MATERIAL FOR THE REVISED MICHIGAN ECCE & ECPE: AIM FOR SUCCESS!

The new Express Publishing Coursebooks & Practice Tests for the Revised Michigan ECCE & ECPE 2021 and how they will help you prepare students for exam success, utilising top-quality print and digital resources.

*Athena Apotsi, Teacher Trainer, ELT Educational Consultant  
EXPRESS PUBLISHING*

# PROGRAMME

**Sunday  
20 March**

## International Publishers Exhibition

### Zephyros

10.30 – 11.20



#### **TEACH AND LEARN THROUGH READING PASSAGES**

*Sylvia Kar, Teacher, Autor, Teacher Trainer, SYLVIA KAR PUBLICATIONS*

Use the reading passages of past examinations to teach - vocabulary, grammar, speaking and writing. It can be fun for both the teacher and the students. We'll work on one such reading passage together so as to see how it can work.

11.30 – 11.55



#### **UNPACKING THE "ALCE™ C1-C2": NEW FORMAT AND SCORING**

*George Afouxenidis, Academic Coordinator Northern Greece  
HELLENIC AMERICAN UNION*

Are you preparing students for the new *ALCE™ C1-C2*? In this presentation you can explore the format and scoring scheme of the *ALCE™ C1-C2* with examples taken from the HAU publications brand new *Practice Tests ALCE™, C1-C2 Level*. Help your students practice their test taking skills before they take the official examination. A sample test of the *ALCE™ C1-C2* will also be distributed along with the presentation material!

12.00 – 12.50



#### **TECHNOLOGY IN EDUCATION IN THE 21<sup>ST</sup> CENTURY:**

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

To save time register online at:

**[www.ip-exhibitions.eu](http://www.ip-exhibitions.eu)**

# PROGRAMME

**Sunday  
20 March**

## International Publishers Exhibition

### Sirocco

13.00 – 13.50



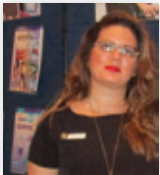
**GRAMMAR AS THE SYSTEM OF A LANGUAGE AND NOT AS THE RULES OF IT - IF TAUGHT PROPERLY, IT CAN HELP IMPROVE YOUR STUDENTS' COMMAND OF THE LANGUAGE**  
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- *Grivas ELT interactive* - JOIN our ever-growing digital environment and ENJOY your alternative classroom for FREE! Get ready for the all-new Digital Era
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**"LUKE & MYLA"**

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### 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.

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### Zephyros

13.00 – 13.25



#### EdTech SHOWROOM

*SUPER COURSE ELT PUBLISHING*

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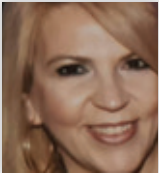
*Pearson English International Certificate*

*Klairy Petraki, Managing Director, Pearson English Language Learning*

*PEARSON ENGLISH INTERNATIONAL CERTIFICATE (PTE GENERAL) – UNICERT*

In this session, we will:

- demo a sample test from the new online *Pearson English International Certificate*
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- present the 'Guarantee to Pass' program



#### The safety of visitors and staff has always been our first priority.

For this reason during the Spring '22 IP Exhibitions we have implemented the below:

- a one-way direction in the exhibition area
  - designed wider corridors
  - sanitation stations and
- attendance will constantly be monitored for your safety

We would like to inform you that the health protocols applied to all exhibitions are being constantly updated. Please advise our website a few days before your visit for the latest regulations applied.

#### At this point in order to enter the exhibition you will need:

- Vaccination Record Certificate or Certificate of Recovery, as well as a valid ID
  - Face mask (we propose FFP2)

# PROGRAMME

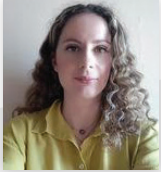
**Sunday  
20 March**

## International Publishers Exhibition

### Sirocco

15.00 – 15.50

*Professional  
Presentation*



#### **RESTARTING OURSELVES**

Three EFL teachers approach the issue of reinventing themselves and restarting from their own, different perspectives. How can multi-tasking be combined with Drama as well as Apps and Webtools? Where does it meet with the all-too-familiar burnout? How is TESOL involved in all this? The three speakers will be presenting these three separate Presentations:

#### **HEY, TEACHER: WHERE'S YOUR MAGIC WAND?**

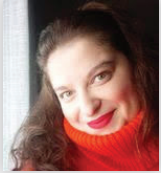
*Tanya Livarda, BA, Ma in TESOL, Celta, DELTA, EFL Teacher, Oral Examiner  
TESOL MACEDONIA, THRACE - NORTHERN GREECE*

#### **REINVENTING OURSELVES THROUGH EDUCATIONAL DRAMA**

*Maria Polychrou, BA, MA Theatre in Education, EFL Teacher  
Oral Examiner, Teacher Trainer, Adult Education Teacher  
TESOL MACEDONIA, THRACE - NORTHERN GREECE*

#### **THE HUNGRY CATERPILLAR GOES DIGITAL**

*Antigoni Melidonioti, Celta EFL Teacher, Teacher Trainer, Oral Examiner  
School Owner  
TESOL MACEDONIA, THRACE - NORTHERN GREECE*



16.00 – 16.50

*Annual General  
Meeting*



#### **TESOL MACEDONIA, THRACE - NORTHERN GREECE ANNUAL GENERAL MEETING**

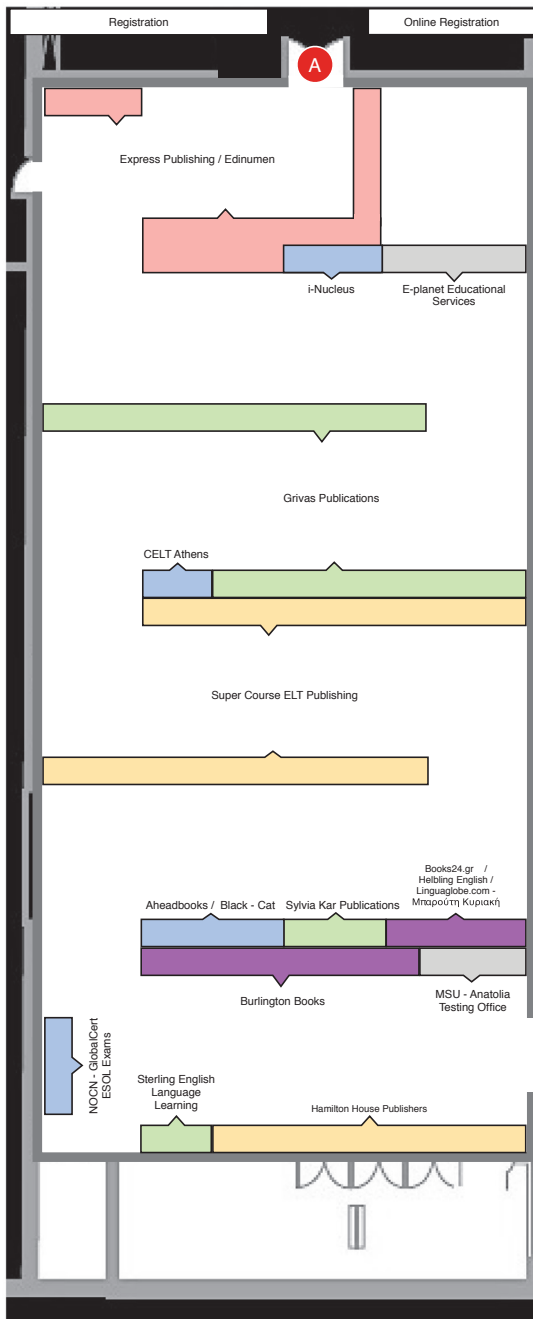
*TESOL MACEDONIA, THRACE - NORTHERN GREECE*

TESOL Macedonia-Thrace, Northern Greece is inviting its members and future members to vote for a new board and keep our dynamic association moving forward towards 21<sup>st</sup> century

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

The MET Hotel offers out-of-town visitors to the exhibition special room rates (Single Room € 104, Double Room € 114). All rooms are equipped with A/C, TV and minibar. For reservations contact Tel. 2310 017000. To obtain special rates please state that you are a visitor of the IPE when making your reservation.

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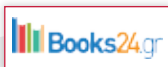
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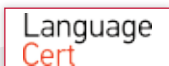
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