



International Publishers Exhibition

Autumn '22

Thessaloniki

Capsis Hotel

Monastiriou 16

Sunday

28 August 2022

10.00 - 18.00

*New books, software,
teaching materials & examinations*

PROGRAMME

International Publishers Exhibition

Dear Colleagues,

The best meeting point for the Foreign Language Teaching (FLT) professionals is the Autumn '22 International Publishers Exhibition which will take place in Thessaloniki on Sunday, 28th August 2022, 10:00-18:00 at the Capsis Hotel.

After 10 years, we are going back to the Capsis Hotel to stage the largest exhibition in Northern Greece. 30 organizations are presenting their latest publications, and various products useful for the FLT. In addition, visitors can inspect almost all the exams available in Greece.

Internationally recognized speakers (19) will present the most innovative and up to date theories and ideas concerning Foreign Language Teaching. We are proud to have Alice Savage - an award-winning author and teacher trainer from the USA – as our main guest speaker.

The Autumn '22 Thessaloniki IPE is surely an event not to be missed! After all the restrictions we had it is time to face the future with confidence, hope and desire for new ideas for FLT.

We invite you and your colleagues to our meeting point: the Autumn '22 Thessaloniki International Publishers Exhibition.

With our warmest regards,

International Publishers Exhibitions

Philip Dietschi

Georgia Vradi

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**Sunday
28 August**

International Publishers Exhibition

Ioanna

10.00 – 10.50

*Professional
Presentation*



**VALUTAZIONE LINGUISTICA A DISTANZA: METODI E STRUMENTI
PER LA VALUTAZIONE FORMATIVA E SOMMATIVA**

*Dr. Antonio Venturis, Professore assistente
UNIVERSITÀ ARISTOTELE DI SALONICCO*

Il presente intervento riguarda i metodi e gli strumenti di valutazione linguistica che possono essere usati nell'ambito dell'insegnamento di una lingua a distanza (DAD). Si presenteranno anche le modalità di uso di certi programmi ad accesso libero, come anche esempi pratici per la loro valorizzazione.

11.00 – 11.50



NUOVO PROGETTO JUNIOR E NUOVISSIMO PROGETTO 4

Anna Gallo, EDILINGUA

Public Transportation

The Capsis Hotel is accessible by bus line 10 and all that go to the KTEL & Train Station.
The closest stop to the hotel is ZOGRAFOU.

PROGRAMME

**Sunday
28 August**

International Publishers Exhibition

Vergina

10.00 – 10.25

Professional
Presentation



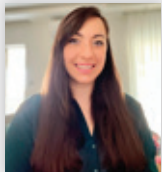
DON'T BE AN EMPATH

Sylvia Kar, Teacher, Author, Teacher Trainer, SYLVIA KAR PUBLICATIONS

What is an empath? Are you an empath? Who are you helping by being or not being one? How can it help in your professional life?

10.30 – 10.55

Professional
Presentation



EXTENDING LEARNING BEYOND THE CLASSROOM: IDEAS AND PRACTICES FOR BLENDED LEARNING

Nancy Katsikari, Academic Consultant SEE, LANGUAGECERT - PEOPLECERT

How can teachers combine the positive aspects of traditional face-to-face teaching with the advantages of online learning in order to provide their students with more learning opportunities? A presentation that explores blended learning and how synchronous and asynchronous learning environments can provide teachers with opportunities to support their students both within the classroom environment and outside of it.

11.00-11.50

Professional
Presentation



INCREASE YOUR INCOME BY TEACHING ONLINE

An introduction to teaching English to foreign students

HOW WE CAN IMPROVE OUR ENGLISH

Teaching at various levels helps teachers get better themselves in most areas of the English language

Andrew Betsis, Author, Publisher, ANDREW BETSIS ELT

Lawrence Mamas, Author, ANDREW BETSIS ELT

PRESENTATIONS

Unless otherwise mentioned, presentations are of a commercial nature

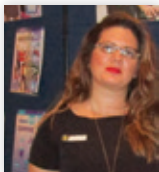
PROGRAMME

**Sunday
28 August**

International Publishers Exhibition

Ioanna

12.00 – 12.25



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.

12.30 – 12.55

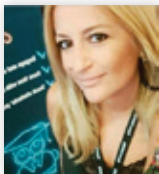


**DISCOVER "WORLD WATCHERS" - MM PUBLICATIONS'
EXCITING NEW COURSEBOOK SERIES FOR A - C CLASSES**

Panagiotis Kyriazis, Teacher, ELT Consultant, MM PUBLICATIONS

Who are the *World Watchers*? Where are they going? And why will they appeal to our students? Through their fantastic world, we are able to increase engagement, spark creative thinking and pass on the learning skills which we teachers consider so important. Is this just wishful thinking? Attend our session and see for yourself... *World Watchers*.

13.00 – 13.50



**FLIPPED LEARNING IN THE EFL CLASSROOM:
PRACTICAL TIPS FROM THE #ENGLISH SERIES**

Flipped learning is an innovative and effective pedagogical approach for the modern EFL classroom, as it creates numerous opportunities for active engagement. Under the guidance of teachers, students take ownership of their learning and gain a better, more experiential understanding of the language. This way, they enjoy creative and productive class time, accomplishing a more solid learning outcome.

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

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

Athena Apotsi, Educational Consultant, EXPRESS PUBLISHING

PROGRAMME

**Sunday
28 August**

International Publishers Exhibition

Vergina

12.00 – 12.50



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
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)

13.00 – 13.50



TECHNOLOGY IN EDUCATION IN THE 21ST 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 ξετρελαίνει μικρούς και μεγάλους
- Θα διανεμηθούν ΔΩΡΕΑΝ ΔΕΙΓΜΑΤΑ ΒΙΒΛΙΩΝ.

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

THINK FORWARD, CHOOSE SMART!

Available on *DigiBooks* platform

THE FLIBETS



IWonder



#ENGLISH



NEW STARS & STRIPES



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FOLLOW US:



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**Sunday
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Vergina

14.00 – 14.25



WHAT ARE THE KEY ELEMENTS IN THE REVISED "ECPE" WRITING TEST?

George Afouxenidis, Academic Coordinator, HELLENIC AMERICAN UNION

This presentation focuses on how you can prepare your students effectively for the revised *ECPE* Writing test and its requirements so that they achieve high scores in the actual examination. Useful tips on how to write proposals, articles and essays will be shared.

14.30 – 14.55



MEET "YETI AND FRIENDS" FOR PRE-JUNIOR CLASSES FROM HAMILTON HOUSE PUBLISHERS!

Nick Anagnostou, Regional Manager, HAMILTON HOUSE PUBLISHERS

A brand new learner-centered primary course accompanied by the innovative Hamilton House Interactive Talking Pen - making learning fun!

15.00 – 15.25



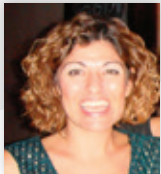
"LOOK!" THE WORLD'S AN AMAZING PLACE

Mona Siksek, ELT Consultant & Teacher Trainer

NATIONAL GEOGRAPHIC LEARNING

LOOK is our Primary series, with short, fresh lessons that excite students and make teaching a joy. *LOOK* gives young learners the core language, balanced skills foundation and confidence-boosting exam support they need to use English successfully in the 21st Century.

15.30 – 15.55

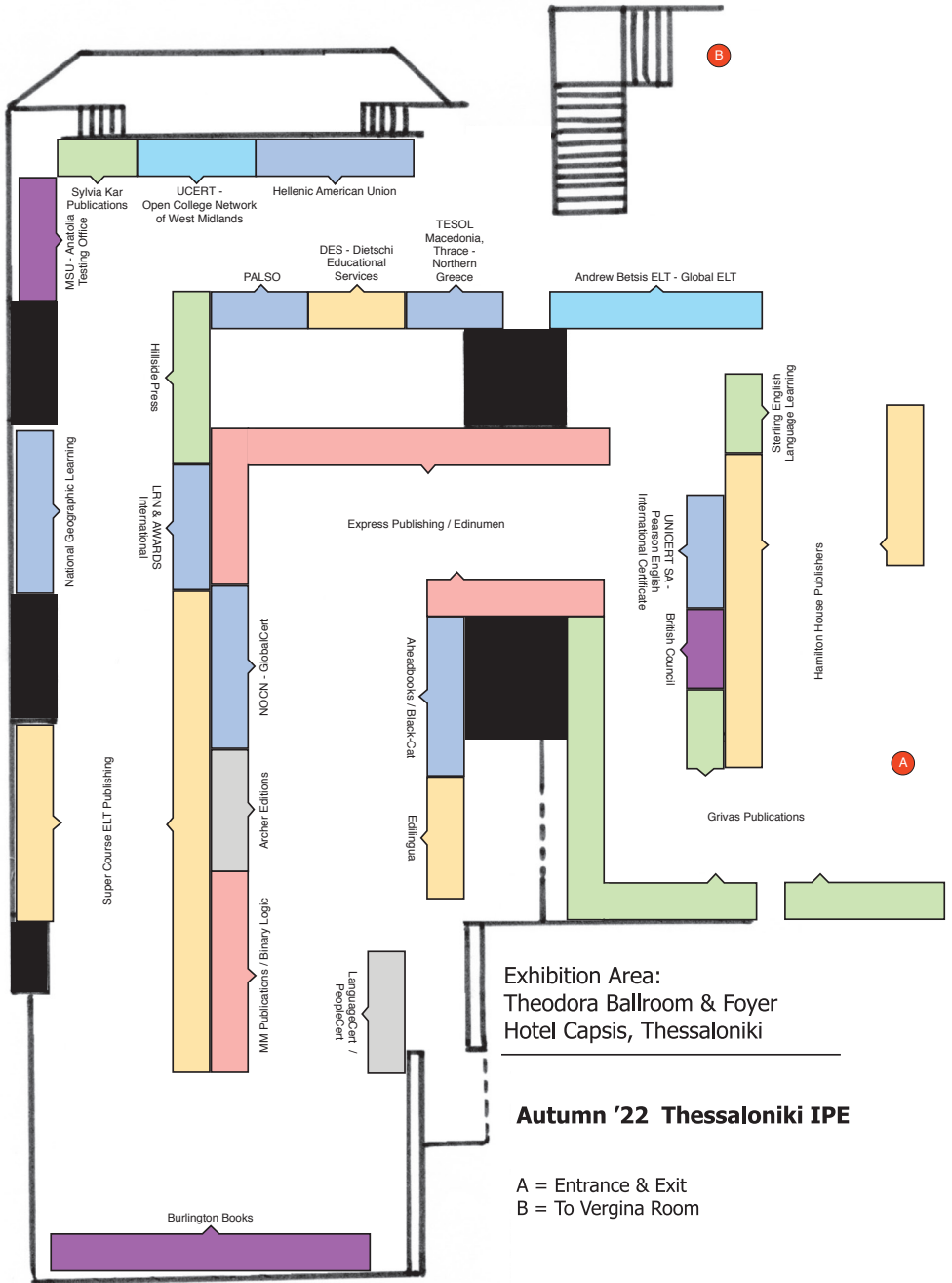


"ECCE HONORS"

Katerina Yacoumatou, ELT Consultant, 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.

PROGRAMME



Exhibition Area:
 Theodora Ballroom & Foyer
 Hotel Capsis, Thessaloniki

Autumn '22 Thessaloniki IPE

- A = Entrance & Exit
- B = To Vergina Room

Get ready for **YETI!** and Friends



Pre-Junior



Join Yeti and his friends Lucky, Tina and Tony in this exciting new primary course for Pre-Junior, Junior A, Junior B and One Year classes.

The fun and exciting adventures of Yeti with the magic scrapbook will entertain pupils and make learning English lots of fun!

One Year Course



Junior A



Junior B



TAP AND TALK
Bring *Yeti and Friends!* to life with the Hamilton House Interactive Talking Pen!

The Hamilton House Interactive Talking Pen can be used with all levels. It will help pupils learn correct pronunciation as well as practise their English skills in a blended learning environment when connected to a mobile phone or tablet!

Tap - listen - talk!

Tap the words again and again and learn perfect pronunciation! Listen to the presentation!

Tap - watch & learn - do!

Tap the icons, watch the 3D animation and live videos - then do the interactive exercises!

Tap - listen & watch - sing!

Tap the page, listen and watch the 3D song videos - then sing!



Compatible with iOS and Android technology.

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**Sunday
28 August**

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Ioanna

16.00 – 16.50

Professional
Presentation



ΔΥΣΛΕΞΙΑ ΚΑΙ ΞΕΝΕΣ ΓΛΩΣΣΕΣ:

ΠΩΣ ΝΑ ΚΑΝΟΥΜΕ ΤΙΣ ΜΑΘΗΣΙΑΚΕΣ ΔΥΣΚΟΛΙΕΣ...ΕΥΚΟΛΙΕΣ

Vicky Kaperoni, FLS Owner, English Teacher, Special Education Teacher
Teacher, INTERNATIONAL PUBLISHERS EXHIBITIONS

Τι είναι η δυσλεξία και ποια τα χαρακτηριστικά της στους μαθητές που καλούνται να μάθουν ξένες γλώσσες; Πώς νιώθεις όταν είσαι δυσλεκτικός και ποιες τεχνικές διδασκαλίας βοηθάνε τους μαθητές αυτούς να μάθουν πιο αποτελεσματικά; Μαζί θα συζητήσουμε αυτό το πολύπλοκο φαινόμενο, γιατί όλα τα παιδιά μπορούν να μάθουν αρκεί να διδαχθούν με τον κατάλληλο τρόπο.

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



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

At the moment entrance to the exhibition isn't restricted due to health protocols.

Nevertheless during the Autumn '22 Thessaloniki IPE

we have implemented the below:

- designed wider corridors compared to 2019
- sanitation stations and
- attendance will constantly be monitored for your safety

We strongly recommend you wear a face mask (we propose FFP2) during your visit at the exhibition and seminars.

Health protocols applied to all exhibitions might change until the exhibition takes place. Please advise our website before your visit for the latest regulations applied.

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**Sunday
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Vergina

16.00 – 16.50

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Presentation



THE COURSE BOOK IS JUST A STARTING POINT

*Alice Savage, M.A. TESOL, Teacher, Writer
DES - DIETSCHI EDUCATIONAL SERVICES*

The 21st Century has seen the slow, then rapid rise of online and self-access language learning. However, classroom teachers can provide meaningful social interaction. We just need to take a chance and go off book.

17.00 – 17.50

Professional
Presentation

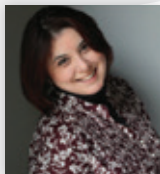


MOTIVATING LEARNERS THROUGH SKILLS' WORK: DESKILLING AND RESKILLING!

*Maria Polychrou, Owner English Drama Microschool, Oral Examiner
Teacher Trainer, Member of the board
TESOL MACEDONIA, THRACE - NORTHERN GREECE*

*Maria-Araxi Sachpazian, Owner & Managing Director of Input on
Education, Lecturer, Chair TESOL MACEDONIA – THRACE, NORTHERN GREECE*

The teaching of skills is the backbone of balanced communicative teaching. It adds meaningfulness to language learning and makes language teaching realistic. Sadly, learners face challenges when trying to cope with the production of language and the decoding of written or audio texts. They are also demotivated by repeated negative results from tests on skills. How can teachers cater for individual needs and how can the weaknesses of individual students be spotted? This session aims to discuss how inclusive practices can be employed to reskill students. The two speakers will focus on different aspects of the topic: Ms Polychrou will focus on how Educational Drama can be used in the development of skills, while Ms Sachpazian will discuss the honing of receptive skills.



Special offer to visitors of the IPE

The Capsis Hotel offers out-of-town visitors to the exhibition special room rates (Single Room € 78, Double Room € 88). All rooms are equipped with A/C, TV and minibar. For reservations contact Tel. 2310 596 800. To obtain special rates please state that you are a visitor of the IPE when making your reservation.

PROGRAMME

DES

Dietschi Educational Services

workshops

SUNDAY 28 AUGUST 2022 ,
18.00 - 21.00

CAPSIS HOTEL, IOANNA ROOM

Provided Certificate of Attendance

GET DRAMATIC IN THE CLASSROOM

In drama, characters have goals. They want favors, influence, friendship, information, and opportunities. The same is true in the conversations of our everyday life. So how can we tap into the potential of theater to support language learning?

One way is through pragmatics. Pragmatics is essentially the study of social interaction and includes vocabulary (high frequency fixed expressions), pronunciation (the intentions and emotions communicated through voice), and body language. Participants will experience activities related to each of these areas and explore the opportunities of both improvisation and scripted dialogs and monologues.

Participation Fee € 35



Alice Savage, (M.A. TESOL) is an award-winning materials writer and teacher. Drawing inspiration from drama, literature and popular media to create lesson plans and activities, her focus is on helping teachers and students bring language into authentic use. Her publications include 60 Kinesthetic Grammar Activities, The Drama Book, and several short plays as well as fluency readers and skills-based course books.

Since the number of participants is limited please book your seat as early as possible at www.des.org.gr

DES - Dietschi Educational Services

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EPIQ ASSESSMENT

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Hellenic American Union

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Hillside Press

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International New York Times - Kathimerini

2 Falireos & Ethnarchou Makariou, 18547 Neo Faliro

Tel: 210 480 8224 inytk@ekathimerini.com



LanguageCert / PeopleCert

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National Geographic Learning

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NOCN - GlobalCert

108 Solonos, 10681 Athens
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PALSO Panhellenic Federation of Language School Owners

2 Lykavittou & Akadimias, 10671 Athens
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Sterling English Language Learning

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Super Course ELT Publishing

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Tel: 23310 73777 www.supercourse.gr



Sylvia Kar Publications

15 Marathonos, 15343 Agia Paraskevi
Tel: 210 639 0030 www.sylviakar.com



TESOL Macedonia, Thrace - Northern Greece

Tel: 6984 251 014 www.tesolmt.gr



UCERT - Open College Network of West Midlands

98-00 Akadimias, 10677 Athens
Tel: 210 710 1410 www.ocn.edu.gr



UNICERT SA - Pearson English International Certificate

98-00 Akadimias, 10677 Athens
Tel: 210 380 1129 www.unicert.gr

PROGRAMME



International Publishers Exhibition

Autumn '22

Athens

**Divani Caravel Hotel
Vas. Alexandrou Ave. 2**

Saturday

3 September 2022

10.00 – 18.00

Sunday

4 September 2022

10.00 – 17.00

*New books, software,
teaching materials & examinations*

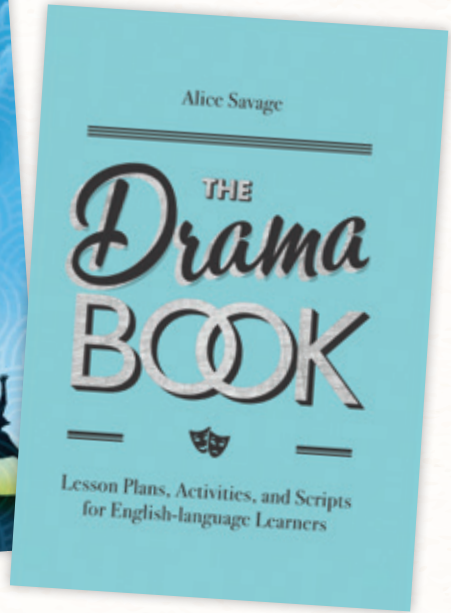
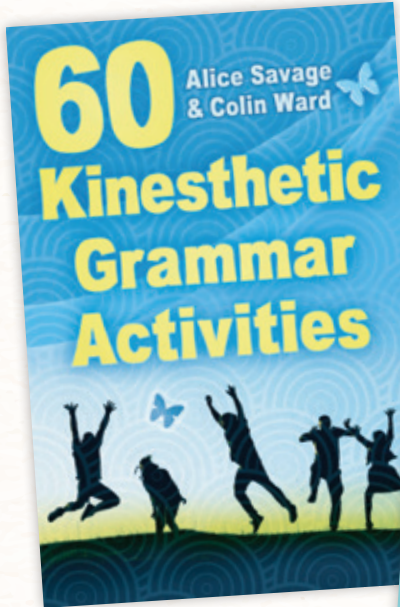
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DES

Dietschi Educational Services

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BE OFFERED WITH A

20%
DISCOUNT

AT THE AUTUMN '22
THESSALONIKI IPE!

www.des.org.gr

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τις **ΝΕΕΣ ΤΕΧΝΟΛΟΓΙΕΣ**

στην εκπαίδευση.



Ομιλία με θέμα:

TECHNOLOGY IN EDUCATION IN THE 21st CENTURY

Απογειώστε το μάθημα με μοναδικά τεχνολογικά εργαλεία.

ΚΥΡΙΑΚΗ 28 ΑΥΓΟΥΣΤΟΥ | 13:00 - 13:50 | Vergina