



International Publishers Exhibition

Spring '23

Thessaloniki

The MET Hotel

26th October 48

Sunday 19 March

10.00 – 18.00

*New books, software,
teaching materials & examinations*

PROGRAMME

International Publishers Exhibition

Dear Foreign Language Professionals,

The [Spring '23 Thessaloniki International Publishers Exhibition](#) will - once again - take place at The MET Hotel, on March 19th, 2023.

Everyone's favourite question is "why"... why attend the Spring '23 Thessaloniki IPE at The MET Hotel:

- Because [Spring](#) is the ideal time of year to gather information about the latest publications and new material to examine at your own pace and prepare your lessons for the summer classes and the school year to come.
- Because - against all difficulties - the IPEs stay loyal to their bi-annual meeting in [Thessaloniki](#) with all the FLT professionals of Northern Greece.
- Because the [IPE](#) is the largest exhibition hosting the majority of publishers and examination boards active in Greece. Because during the IPE you can attend presentations that will enhance your teaching methods. Because at the IPE you will meet colleagues and will expand your professional network.
- Because [The MET Hotel](#) is one of the best venues in Thessaloniki that offers a relaxing atmosphere, suitable for professional events.

The organisers, exhibitors and presenters have set the scene, but the success of the event is in your hands. Your presence at the Spring '23 Thessaloniki International Publishers Exhibition strengthens our commitment to continue supporting the foreign language teaching professionals in Northern Greece.

Looking forward to welcoming you,

[International Publishers Exhibitions](#)

Philip Dietschi

Georgia Vradi

ΜΗ ΜΕΝΕΤΕ ΜΕ ΤΙΣ ΑΠΟΡΙΕΣ ...

Ποιο πιστοποιητικό
να επιλέξω για τους
μαθητές μου;

Ο μαθητής μου άργησε
να ξεκινήσει τα Αγγλικά.
Τι να χρησιμοποιήσω;

Πόσες ώρες
χρειάζονται για να
ολοκληρώσω
την ύλη;

Τι είναι το "EdTech"
και πώς μπορώ
να το συμπεριλάβω
στο μάθημά μου;

Πώς να εξετάσω
το λεξιλόγιο του μαθήματος
με πιο ευχάριστο
τρόπο;

Ποιο βιβλίο να
χρησιμοποιήσω για
αρχάριο ενήλικα;

Ποια
πιστοποιητικά
αναγνωρίζονται
από τον ΑΣΕΠ;

Πώς μπορώ
να χρησιμοποιήσω
τα social media
για να διαφημίσω
τη δουλειά μου;

ΡΩΤΗΣΤΕ ΜΑΣ!

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24/7

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SUPPORT

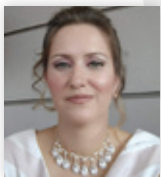
**Sunday
19 March**

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:

- Exams for all levels?
- How can we differentiate our lessons in comparison with private lessons?
- Students' motivation

Sofia Gidaropoulou, Facilitator

11.30 – 12.20

Professional
Presentation



ΤΡΕΧΟΥΣΑ ΦΟΡΟΛΟΓΙΚΗ ΕΠΙΚΑΙΡΟΤΗΤΑ ΗΛΕΚΤΡΟΝΙΚΑ ΒΙΒΛΙΑ ΜΥ DATA

Νέες προθεσμίες διαβίβασης.

ΨΗΦΙΑΚΗ ΚΑΡΤΑ ΕΡΓΑΣΙΑΣ

Επεξήγηση και προσαρμογή στα νέα δεδομένα.

Ismini Gkouma, Γενική Διεύθυνση, COMPUTAX

Αλέξανδρος Γκούμας, Διεύθυνση Πωλήσεων -

Εποπτεία Υποστήριξης Πελατών, COMPUTAX



ATHENS IP EXHIBITION

Hotel Divani Caravel

Saturday 1 April 2023

10.00 - 18.00

Sunday 2 April 2023

10.00 - 17.00

PROGRAMME

**Sunday
19 March**

International Publishers Exhibition

Zephyros

10.30 – 11.20

*Professional
Presentation*



ELT EXAMS UPDATE FOR 2023

Lawrence Mamas, Author, BETSIS & MACMILLAN EDUCATION

- What has changed and what remains the same.
- The role of online teaching, exam preparation and assessment. Pros & Cons.
- The importance of new qualifications for teachers.

11.30 – 12.20

*Professional
Presentation*



Η ΔΙΑΧΕΙΡΙΣΗ ΤΩΝ ΜΑΘΗΤΩΝ ΗΛΙΚΙΑΣ 6-16 ΕΤΩΝ ΣΤΗΝ ΤΑΞΗ ΤΟΥ 2023

Dr. Eleni Livaniou, PhD Educational Psychologist, BURLINGTON BOOKS

Τα πρόσφατα δεδομένα πάνω στην ψυχοσυναισθηματική, συμπεριφορική και μαθησιακή κατάσταση παιδιών και εφήβων. Η κατάσταση διαχείρισης μαθητών, οι γνώσεις των εκπαιδευτικών και προτάσεις.

Public Transportation

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

Special offer to visitors of the IPE

The MET Hotel offers out-of-town visitors to the exhibition special room rates (Single Room € 114, Double Room € 124). 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.

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



PROGRAMME

**Sunday
19 March**

International Publishers Exhibition

Ostria

11.30 – 12.20

Professional
Presentation



STUDENT ENJOYMENT: WHAT HAPPENS WITH EXAMS WHEN STUDENTS LEARN HAPPILY?

*Maria Davou, FLS Owner, Teacher, Teacher Trainer, Researcher
GLOSSOBOOKS*

In this talk, we will explore the concept/ construct of Student Enjoyment and we will discuss how it relates to student engagement, student motivation and even student achievement. We will seek to answer the following question: how can i make my students enjoy the process of the lesson by doing rigorous, meaningful tasks?

12.30 – 13.20



HAMILTON HOUSE PUBLISHERS EMBRACING THE FUTURE OF LEARNING

Nick Anagnostou, Regional Manager, HAMILTON HOUSE PUBLISHERS
Discover *YETI*, *THE WILSONS* and *ALL AMERICAN*, our new coursebooks for junior, senior and B2 classes and their unique and innovative features making learning fun for teachers and students!

Θα κληρωθούν ΔΩΡΕΑΝ ΠΑΚΕΤΑ ΚΑΘΗΓΗΤΩΝ και TALKING PENS στο τέλος της παρουσίασης.

13.30 – 13.55



MICHIGAN MAMA IS BACK! "ECCE" AND "ECPE" SORTED!

*Mona Siksek, ELT Sales Team Co-ordinator
NATIONAL GEOGRAPHIC LEARNING*

Want to know more about Diane Piniaris' revised *ECCE & ECPE Practice Tests*? This presentation will show how to get the best out of them and demonstrate why they continue to be the secret to success at *ECCE & ECPE*.

14.00 – 14.50



WHAT IS DYSLEXIA & WHAT ARE ITS MAIN CHARACTERISTICS?

*Vicky Kaperoni, FLS Owner, English Teacher, Special Education Teacher
Teacher Trainer, GLOBALCERT - NOCN*

How does it feel to be dyslexic and how does the *NOCN* certificate help these students overcome their difficulties and achieve their goals? Let's discuss and find out!

PROGRAMME

**Sunday
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International Publishers Exhibition

Sirocco

12.30 – 13.20



FLEXIBILITY AND ADAPTABILITY IN THE CLASSROOM - HOW TO MAINTAIN A FLEXIBLE TEACHING MINDSET!

Vivi Kamari, Marketing & Promotion Manager, GRIVAS PUBLICATIONS

1. *FOLLOW US JUNIOR SERIES. FOLLOW US Junior B and FOLLOW US one year course.*
2. *WAY TO THE TOP B1+*

13.30 – 13.55



INTRODUCTION TO NEUROLANGUAGE COACHING®

Rachel M. Paling, Teacher Coach - Neurolanguage Coaching®

EFFICIENT LANGUAGE COACHING

Bringing coaching and neuroscience into the language learning process total transforms the learning. Brain friendly grammar delivery instantly changes the whole process dynamic, transforming it into a curiosity arousing, positive and potentially faster learning.

14.00 – 14.50



TEACHING IN THE PAST OR TEACHING IN THE PRESENT? CREATING A CULTURE OF EFFECTIVE COMMUNICATION IN THE LANGUAGE CLASSROOM

Dimitris Hilaris, ELT Regional Manager, EXPRESS PUBLISHING

What exactly does it mean to be a teacher in the 21st century? How do you know whether you've embraced the latest skills required to educate students in the modern world? Are your values reflected in all of your instructional materials, both within and outside the classroom? Are you armed with the appropriate information to facilitate communication? Are there easily accessible tools and meaningful activities to boost your learners' confidence? Effective communication skills are vital for success, as they foster student growth and future learning while creating a secure learning environment. Three brand new Express Publishing coursebooks for senior classes are specifically designed to prepare students for the real world, while enjoying the learning process!

PROGRAMME

DES

Dietschi Educational Services

workshops

SUNDAY, 19 MARCH 2023,

18.00 - 21.00

THE MET HOTEL, SIROCCO ROOM

TASTER INTO NEUROLANGUAGE COACHING®

One of the first steps to changing the language learning process is the transformation of the educator's style of delivery.

In this taster we will be looking at how the educator can change patterns of communication to become more brain friendly, more thought provoking and more neutrally stimulating. Being a coach is acquired skill. Becoming self-aware and conscious of how we communicate requires discipline and practice.

This workshop will trigger metacognition and introduce the fundamentals of coaching and how to communicate in a brain friendly manner. There will be theory with practice so that you can immediately apply the learning and start the journey to becoming a coach.

Provided Certificate of Attendance

Participation Fee € 35



Rachel M. Paling

Rachel Marie Paling founded Efficient Language Coaching in 2008 and created the method Neurolanguage Coaching®. She started teaching English as a Foreign Language to adults over 35 years ago. She has a BA Honours in Law and Spanish, a Masters in Human Rights and Democratization (EMA) and qualified as a UK Lawyer in 2003. She combined her teaching experience, her specialisation in business English and her legal knowledge to coach top executives across Europe. She has created the new method and approach called Neurolanguage Coaching® and has trained just over 1300 language teachers worldwide certifying them as Neurolanguage Coaches with her training course, one of the only language coaching certification courses in the world accredited by International Coach Federation USA. She is a professional coach with the PCC Credential from the International Coaching Federation and also holds an MA in Applied Neuroscience and a Master in Neuroeducation and Neuropsychology.

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

DES - Dietschi Educational Services

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



SUCCEED WITH
ALL AMERICAN
B2 AND C1★C2

**ALL AMERICAN
B2 & C1/C2**

are two exciting new courses that combine fresh, motivating content with solid exam preparation for students at B2 and C1–C2 levels.

IWB software

**All American
for the Student**

- Student's Book
- Workbook
- Test Book
- Companion
- e-book

**All American
for the Teacher**

- Teacher's Book
- Class Audio, Workbook Audio, and Test Book Audio
- IWB Software
- Teacher's editions of Student's Book, Workbook and Test Book

Digital Platform



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ENGLISH LANGUAGE TEACHING

www.hamiltonhousepublishers.gr
<http://eshop.hamiltonhousepublishers.gr>
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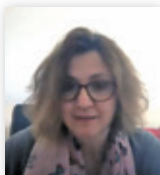
**Sunday
19 March**

International Publishers Exhibition

Zephyros

12.30 – 12.55

"RICCO AND ME!"

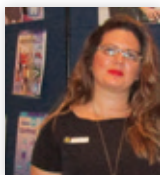


Christina Bakopoulou, Managing Director, BURLINGTON BOOKS

Step into Ricco's world and give your junior students a rich and rewarding learning experience. Highlights include 3D animated adventures, interesting real-world content and specially-made documentary videos. And students can improve their pronunciation with Burlington's unique new *Scan and Speak* feature in their interactive webbooks. Come along and find out more.

13.00 – 13.25

BURLINGTON "LUKE AND MYLA"

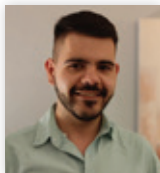


Natasha Polysaki-Kallistratou, Marketing Manager, Northern Greece BURLINGTON BOOKS

Burlington *Luke and Myla*, our exciting three-part coursebook series for A-C, is packed with exciting adventure stories with 3D animation, real world information and multi-modal learning opportunities. And now students can improve their pronunciation with our unique *Speak!* feature in their interactive webbooks.

13.30 – 13.55

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*.

14.00 – 14.50

ΠΙΣΤΟΠΟΙΗΤΙΚΑ ΓΛΩΣΣΟΜΑΘΕΙΑΣ: ΟΛΑ ΟΣΑ ΠΡΕΠΕΙ ΝΑ ΓΝΩΡΙΖΟΥΜΕ!



Thomas Parisopoulos, Marketing Director, SUPER COURSE ELT PUBLISHING
Ό,τι μας απασχολεί σχετικά με τα πιστοποιητικά γλωσσομάθειας!

- Τελευταίες αλλαγές και καινούρια πιστοποιητικά
 - Εξετάσεις στον χώρο των πιστοποιητικών μετά τον covid
 - Απαντήσεις στα πιο συχνά ερωτήματα:
 - Τι ισχύει στη χώρα μας σε ιδιωτικό και δημόσιο τομέα;
 - Πώς να επιλέξουμε το κατάλληλο πιστοποιητικό για τους μαθητές μας;
 - Ποιά πιστοποιητικά αναγνωρίζονται για σπουδές στο εξωτερικό;
 - Τι ισχύει με την επάρκεια διδασκαλίας;
 - Ολοκληρωμένη προετοιμασία των υποψηφίων για τις εξετάσεις B2 & C2
 - Πλήρη πακέτα προετοιμασίας "ECCE" & "ECPE" σε εκπαιδευτικές τιμές.
- Θα διανεμηθούν ΔΩΡΕΑΝ δείγματα βιβλίων.

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Ostria

15.30 – 16.20

Professional
Presentation



E-PORTFOLIO FORMATIVE ASSESSMENT: A DREAM, A NIGHTMARE OR A POSSIBILITY?

Dr. Vicky Papachristou, Assistant Professor in Linguistics
Humanities Department of CITY College, University of York Europe Campus
Vice-Chair, TESOL MACEDONIA, THRACE - NORTHERN GREECE

The use of information and communication technology (ICT) has redefined the educational sector and particularly foreign language education by focusing on creating more flexible, interactive and student-centered learning environments. This study explored Greek and Russian EFL university students' awareness and attitudes towards the use of electronic portfolios as a form of online formative assessment to monitor the process and progress of foreign language learning. To that end, data was collected by 190 participants via an online questionnaire. Based on the findings obtained, some practical suggestions are offered. This session is based on the research entitled The use of E-portfolio as an alternative assessment method produced by Dr. V. Papachristou, Ms. Maria-Araxi Sachpazian and Ms Olga Safokina.

16.30 – 17.20

Professional
Presentation



TURNING COURSEBOOKS AROUND: A FAD OR A NECESSITY?

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

Adapting coursebook in an EFL classroom. The latest trend or not? Is it feasible or not? Is there a standard procedure or are we lost in the dark? Turning a coursebook will be explored, both in terms of necessity, level of adaptation as well as a variety of ways to accomplish it in a creative way.

17.30

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 the Annual General Meeting.

PROGRAMME

**Sunday
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Sirocco

15.00 – 15.25

TEACHING HAPPINESS IN THE LANGUAGE CLASSROOM

*Despina Mallidou, BA, R.S.A. Dip., Master NLP in Education
MSc Positive Psychology, EXPRESS PUBLISHING*



15.30 – 16.20

VOCABULARY AND MEMORY: IDEAS AND PRACTICES TO HELP LEARNERS RETAIN VOCABULARY

*Professional
Presentation*

Nancy Katsikari, Academic Consultant, LANGUAGECERT - PEOPLECERT

What can we do to help learners remember? A presentation that explores the complexities of vocabulary teaching and the ways teachers can help learners store and retain vocabulary more effectively.



16.30 – 17.20

HOW NEUROSCIENTIFIC RESEARCH IS POWERING UP THE LEARNING

*Professional
Presentation*

*Rachel M. Paling, Teacher Coach - Neurolanguage Coaching®
DES - DIETSCHI EDUCATIONAL SERVICES*

Seven key points from neuroscience or knowledge about the brain can really power up the learning and embracing these as educators could enable a more efficient and potentially faster learning process to take place.



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

**Sunday
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International Publishers Exhibition

Zephyros

15.00 – 15.25

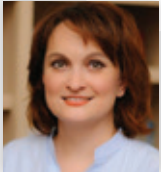


**THE "ECPE" LISTENING TEST SKILLS BUILDER:
HOW CAN STUDENTS PREPARING FOR THE "ECPE" LISTENING
SECTION SCORE HIGH IN THE ACTUAL TEST?**

George Afouxenidis, Academic Coordinator, HELLENIC AMERICAN UNION

A presentation focusing on the Hellenic American Union Publications brand new Listening skills book. What are the subskills your students must work on to boost their confidence and overcome anxiety in the actual test? Exposure to all possible ECPE listening tasks is the key to it. Ready to explore all the options? Top tips on Listening will be also shared.

RUSSIAN WORD EVENT



15:30 – 16:00 **AWARDING OF WINTER EXAMINATION SESSION
TORFL CERTIFICATES (2023)**

Tatiana Zhuravleva

Head, Representative Office of the St. Petersburg State University in Thessaloniki, Director of Center of Russian Language and Culture

Dmitry Ptyushkin

Head of SPbU Language Testing Center



16:00 – 16:30 **AWARDING OF PARTICIPATION CERTIFICATES
FOR THE 3rd SPbU ONLINE RUSSIAN
AS A FOREIGN LANGUAGE OLYMPIAD**

Dmitry Ptyushkin

Head of SPbU Language Testing Center

16:30 – 17:00 **OPENING OF
"SPbU RUSSIAN FOR BEGINNERS" PROGRAM**

Dmitry Ptyushkin

Head of SPbU Language Testing Center

Presentation of leading SPbU online courses on Coursera and Open Education platforms.



17:00 – 17:15 **LAUNCH OF THE NEW COMPREHENSIVE SPbU
ONLINE COURSE "CONTEMPORARY RUSSIA"**

Ekaterina Guskova

Philologist, Teacher of Russian as a Foreign Language at SPbU Language Testing Center, Author of Russian language textbooks

PROGRAMME

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Anatolia Testing Office (ALTO)

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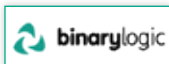
Archer Editions

19 Agiou Dimitriou, 17343 Agios Dimitrios
Tel: 210 980 3293, -1 www.archereditions.com



Betsis & Macmillan Education

31 Pyrgou, 18542 Piraeus
Tel: 210 492 3475 www.andrewbetsiselt.gr



Binary Logic

20 Lakonias, 17456 Alimos
Tel: 210 995 5604 www.binarylogic.net



Burlington Books

Capital Trade Center, Laertou 22, 55535 Pylea
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Butterfly Publishing

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EdYOUfest

www.edyoufest.org



EPIQ ASSESSMENT

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Europalso

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Express Publishing

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GlobalCert - NOCN

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Glossobooks

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3 Irodotou, 19300 Aspropyrgos
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Hamilton House Publishers

7 Nymfon, 16672 Vari
Tel: 210 962 6166 www.hamiltonhousepublishers.gr



Hellenic American Union

14 Fragon, 54626 Thessaloniki
Tel: 2310 557 600 www.hau.gr



International New York Times - Kathimerini

2 Falireos & Ethnarchou Makariou, 18547 Neo Faliro
Tel: 210 480 8224 inytk@ekathimerini.com



LanguageCert / PeopleCert

3 Korai, 10564 Athens
Tel: 210 372 9050 www.languagecert.gr



LRN & AWARDS International

14 Karpathou, 18539 Piraeus
Tel: 211 411 5397 www.esolnethellas.gr



MM Publications

58 Deligiorgi, 17456 Alimos
Tel: 210 995 3680 www.mmpublications.com



National Geographic Learning

Cheriton House, North Way, SP10 5BE Andover, UK
Tel: 210 988 3156 ELTNGL.com



Patakis Publishers

38 Panagi Tsaldari, 10437 Athens
Tel: 210 365 0033 www.patakis.gr



"Russian Word" - Center of Russian Language and Culture

9 Eth. Amynis, 54621 Thessaloniki
Tel: 2310 220 822 www.russianword.gr



Sterling English Language Learning

P.O. Box 70303, 16610 Athens
Tel: 210 968 0517 www.sterlingenglish.com



Super Course ELT Publishing

1 Laodikias, 59132 Veria
Tel: 23310 73777 www.supercourse.gr



TESOL Macedonia, Thrace - Northern Greece

Tel: 6984 251 014 www.tesolmt.gr



UNICERT SA - Pearson English International Certificate

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PROGRAMME

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The Wilsons



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