

35th International Publishers Exhibition

AHEADBOOKS / BLACK - CAT . ANATOLIA COLLEGE - MSU EXAMS . ANDREW BETSIS The MET Hotel 26th October 48 Sunday 11 March 2018 / PRESTO, 00 =018,004E New books, software, teaching materials & examinations

PROGRAMME

International Publishers Exhibition

Dear Foreign Language Professional,

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

One day 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 introduction of the Russian language presented by speakers from Russian Word and the University of St. Petersburg.

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.

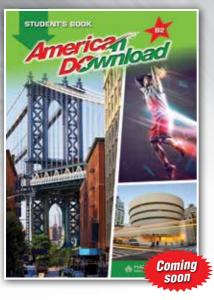
Spread the word by inviting friends and colleagues to the **exhibition** at The MET Hotel, on the 11th March.

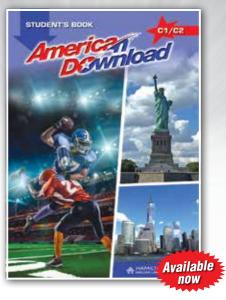
Looking forward to welcoming you to the 35th Thessaloniki International Publishers Exhibition,

Philip Dietschi
International Publishers Exhibitions

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

American English





Perfect Partner



American Download B2 and
American Download C1/C2 have been
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CaMLA ECCE or MSU-CELC (B2) and CaMLA
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Components

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- Class Audio CD, Workbook Audio CD & Test Book Audio CD
- Interactive Whiteboard Software
- Interactive e-book



http://eshop.hamiltonhousepublishers.com

Tel: 210-9626166

Sunday 11 March

35th International Publishers Exhibition

Ostria

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 and proposals/opportunities on the following subjects:

Projects - in which do we participate, how do we include them, why

Communication with parents - when and why, how, what problems have we dealt with

Homework - what is the correct amount, what if students don't do it, should parents help out

Kiki Xynta, Facilitator

12.00 - 12.50

ΕΞΕΤΑΣΕΙΣ LRN - ΠΟΥ, ΠΩΣ, ΓΙΑΤΙ;

Návtia Kapáµnɛกิa, Personal Examination Counsellor, FLS Owner LRN Certified Oral Examiner

Εμμανουέλλα Χριστοδούλου, BA English, MA Education

LRN Certified Oral Examiner

LRN & AWARDS INTERNATIONAL

"Πού να στείπω τους μαθητές μου για Εξετάσεις;" "Γιατί;" "Πώς θα εξασφαπίσω το μέγιστο αποτέπεσμα;" Η Νάντια Καράμπεπα και η Εμμανουέππα Χριστοδούπου, αππά και πρακτικά, πύνουν όπες τις απορίες σας...

13.00 - 13.50

HERE COMES JET FOR JUNIOR A AND JUNIOR B!

Natasha Polysaki-Kallistratou, Marketing Manager, Northern Greece 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 21st- century life skills.

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

To save time register online, until 5 March 2018, at: www.ip-exhibitions.eu



Sunday 11 March

35th International Publishers Exhibition

Sirocco

11.00 – 11.50 Professional Presentation

SEWING THE SEEDS OF SUCCESS: CREATING MOTIVATED YOUNG LEARNERS

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.

12.00 - 12.25

ΤΕCH ΙΤ ΕΑSY! - 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 ξετρεπάνει 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 ενήθικες που έχουν χάσει την επαφή τους με τα Αγγθικά
- Καθύπτει 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
- Καθύπτει τις βασικές γθωσσικές ανάγκες ενός ενήθικα (filling in an application form, sending an e-mail, ordering a meal, making a reservation, etc.)

Θα διανεμηθούν ΔΩΡΕΑΝ ΔΕΙΓΜΑΤΑ.

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



	S	unday
11		March

35th International Publishers Exhibition

Zephyros

10.00 - 10.50

Η ΥΠΟΔΕΙΓΜΑΤΙΚΗ ΕΞΥΠΗΡΕΤΗΣΗ 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 ποθύτιμων συμβουθών και πρακτικών για όσους επιθυμούν να ξεχωρίσουν από τον ανταγωνισμό αφήνοντας τις καθύτερες εντυπώσεις στους πιο δύσκοθους κριτές του έργου τους -τους γονείς.

12.00 - 12.50

CELEBRATING 30 YEARS OF INNOVATION AND EXCELLENCE!

Nick Anagnostou, ELT Consultant, Teacher Trainer, EXPRESS PUBLISHING I wonder: The amazing new course for Primary learners! Right On! 1-4: The Right course for the 21st Century Learners!

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

13.00 - 14.15

DISCOVER PEOPLECERT ENGLISH LANGUAGE EXAMS PORTFOLIO:

John Bardis, Academic Consultant, PeopleCert Terpsi Danavassi, Academic Presenter, PeopleCert

- Exploring LanguageCert: A communicative approach to Testing A presentation aiming at familiarising teachers with the next generation of tests offered by PeopleCert.
- A Guide for marking your students' IELTS writing
 A presentation focusing on how to use IELTS Official Writing
 Descriptors to correct Writing tasks.

Public Transportation

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

Free Parking

The MET Hotel offers the outdoor parking to visitors of the IPE during the exhibition hours free of charge. The free parking is allocated right next to the hotel.

For the underground parking there is a fee.

DES Dietschi Educational Services



SATURDAY, 10 MARCH 2018, 16.00 - 19.00

THE MET HOTEL, ZEPHYROS ROOM 26TH OCTOBER 48, THESSALONIKI

TEACHING GRAMMAR WITHOUT TEACHING GRAMMAR

In this 3-hour hands-on workshop, we will explore ways of subtly integrating grammar tasks in all skills. Grammar is present everywhere and there is no language without it. However, teaching Grammar communicatively is often a riddle for teachers. How can we design grammar tasks that are creative and meaningful? How can we teach grammar "in disguise"? The workshop will include examples from soft-CLIL and values-based approaches too.



Provided Certification of Attendance

Participation Fee € 35

Mary Davou is a teacher, teacher trainer and researcher. She has an MA in TESOL, St Michael's College, Vermont, US and studied for a PhD in Applied Linguistics at Lancaster University, UK. She is now completing her Doctorate degree in Athens Maria strongly believes that

teachers need to re-consider their role in education and learn a lot from their learners. She promotes educational values that have to do with freedom of the individual, student-centered methodologies, respect for the rights of children and the student's voice in the classroom and the community, multicultural and multilingual environments. Maria works against fascism, racism, nationalism, fanaticism, violence and hate speech.

SUNDAY, 11 MARCH 2018, 18.00 - 21.00

THE MET HOTEL, ZEPHYROS ROOM 26TH OCTOBER 48, THESSALONIKI

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.

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

The Study Rooms

Kηφισίας 10, 11526 Αθήνα, Tel. +30 210 771 7000 info@thestudyrooms.gr | www.thestudyrooms.gr

Sunday 11 March

35th International Publishers Exhibition

Ostria

14.30 - 14.55

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 course books 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!

15.30 - 16.20

Professional Presentation

MAKING A DIFFERENCE IN PROFICIENCY CLASSES

Tracy Huntingford, Editorial Department Upper Levels Manager BURLINGTON BOOKS

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

ATHENS IP EXHIBITION

Divani Caravel Hotel

Saturday 17 March 2018

10.00 - 18.00

Sunday 18 March 2018

10.00 - 18.00

9	Sunday
11	March

35th International Publishers Exhibition

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14.30 – 14.55 ASSESS YOUR STUDENTS' ENGLISH WITH STYLE!

HELLENIC AMERICAN UNION
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

Sophia Christidi, Regional Manager N.Greece, Academic Coordinator

15.00 - 15.25 **SOUPING UP SYNTAX**

level tests.

Dr. Rodney Coules, Director Testing Office, ANATOLIA COLLEGEThe presentation will examine ways in which syntactical variety can be introduced into the MSU writing tasks to produce more effective writing.

15.30 – 15.55 ΑΠΟΝΟΜΗ ΠΤΥΧΙΩΝ ΓΛΩΣΣΟΜΑΘΕΙΑΣ ΡΩΣΙΚΗΣ

ΩΣ ΞΕΝΗΣ ΓΛΩΣΣΑΣ (TORFL)

Mrs. T. Zhuravliova

CENTER OF RUSSIAN LANGUAGE & CULTURE "RUSSIAN WORD"

16.00 – 16.25 ABOUT THE INTERNATIONAL RUSSIAN INSTITUTE OF ST.PETERSBURG STATE UNIVERSITY

Mrs. E. Arkhipova Mr. D. Ptuyshkin

CENTER OF RUSSIAN LANGUAGE & CULTURE "RUSSIAN WORD"

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.

	S	unday
1	1	March

35th International Publishers Exhibition

Zephyros

14.30 - 15.20

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.

15.30 - 15.55

Professional Presentation

DON'T GET STUCK ON THE NITTY GRITTY OF GRAMMAR

Sylvia Kar, Teacher, Author, Teacher Trainer, SYLVIA KAR PUBLICATIONS Teaching communicatively is the clue. How many times have students said to you, "I don't know why its correct but it SOUNDS RIGHT!" Don't get stuck on the nitty gritty of Grammar. Teach it through communication; it helps all skills.

16.30 - 17.20

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.

18.00 - 21.00

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

Workshop

For details see page 7.

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.

REINVENT TEACHING

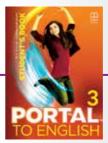
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Cambridge University Press 3 Meteoron, P.O. Box 001, 19400 Koropi

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City College, The University of Sheffield International Faculty

24 Prox. Koromila, 54622 Thessaloniki

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Grivas Publications 3 Irodotou, 19300 Attiki

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Tel: 210 480 8224 Fax: 210 480 8269 inytk@ekathimerini.com

Sylvia Kar Publications 15 Marathonos, 15343 Agia Paraskevi

Tel: 210 639 0030 Fax: 210 600 0539 www.sylviakar.com

LRN & AWARDS International 14 Karpathou, 18539 Piraeus

Tel: 211 411 5397 www.esolnethellas.gr

MM Publications 58 Deligiorgi, 17456 Athens

Tel: 210 995 3680 Fax: 210 996 4282 www.mmpublications.com

National Geographic Learning Cheriton House, North Way, SP10 5BE Andover

Tel: 22910 36222 Fax: 210 988 3156 ngl.cengage.com/Greece

NOCN - ESOL Exams 120 Solonos, 10681 Athens

Tel: 210 330 0011 Fax: 210 380 1071 www.examsesol.gr

Oxford University Press 62 Amerikis, 26442 Patra

Tel: 210 805 5330 www.elt.oup.com

Patakis Publishers 38 Panagi Tsaldari, 10437 Athens

Tel: 210 365 0033 Fax: 210 520 5648 www.patakis.gr

PeopleCert 3 Korai, 10564 Athens

Tel: 210 372 9050 Fax: 210 372 9151 www.languagecert.gr

Russian Word - Centre of Russian Language Saint Petersburg State University

128 Egnatia, 54622 Thessaloniki

Tel: 2310 220 822 www.russianwordgr.gr

Sterling English Language Learning P.O. Box 70303, 16610 Athens

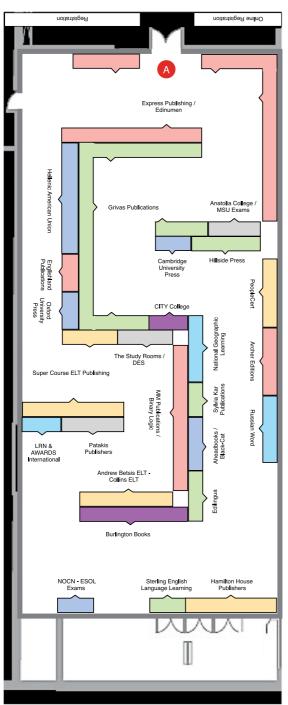
Tel: 210 968 0517 www.sterlingenglish.com

Super Course ELT Publishing 1 Laodikias, 59100 Veroia

Tel: 23310 73777 Fax: 23310 60827 www.supercourse.gr

The Study Rooms 10 Kifissias, 11526 Athens

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Exhibition Area: Maistros A & B The MET Hotel Thessaloniki

35th THESSALONIKI IPE

A = Entrance and Exit

NEW courses for Junior A-B & A-B-C classes from Hamilton House

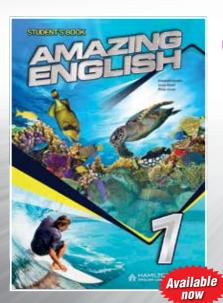


For Junior A-B classes

Fun Box is an exciting new junior course specially researched and written for young learners in Greece.

Key features:

- Colourful animated cartoon stories
- Lively songs
- Playful activities
- Kid's Planet pages
- CLIL
- New IWB software
- Interactive e-book



For Senior A-B-C classes

Amazing English is an exciting new three-level course specially researched and written for young learners in Greece.

Key features:

- Amazing people, places and things
- CLIL
- Culture
- Values
- School-parent involvement
- Animated comic story
- New IWB software
- Interactive e-book









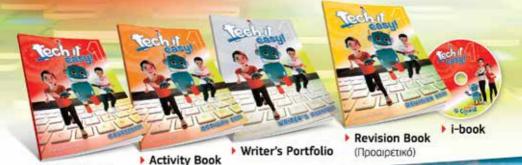
http://eshop.hamiltonhousepublishers.com

Tel: 210-9626166



Η ΝΕΑ ΠΡΩΤΟΠΟΡΙΑΚΗ ΣΕΙΡΑ ΓΙΑ ΤΙΣ SENIOR ΤΑΞΕΙΣ!

- Σχεδιασμένη για 2 ή 3 μαθήματα την εβδομάδα
- Με απλή και κατανοπτή δομή μαθημάτων
- Με σύγχρονη θεματολογία κειμένων που ανταποκρίνεται στα ενδιαφέροντα των μαθητών
- Με έμφαση στην προφορική επικοινωνία
- Με μοντέρνα και ελκυστική εικονογράφηση
- Συνοδεύεται από πλούσιο τεχνολογικό υλικό: 3D animation, εκπαιδευτικό video για κάθε Reading, video clips µE grammar songs yid τη διδασκαλία της γραμματικής, i-book



ΝΕΑ σειρά βιβλίων για ΕΝΗΛΙΚΕΣ

Η νέα σειρά Restart A1-A2 είναι ειδικά σχεδιασμένη για ενήλικες που έχουν χάσει την επαφή με την Αγγλική γλώσσα και επιθυμούν να καλύψουν τα επίπεδα Α1-Α2 σε σύντομο χρονικό διάστημα, χωρίς να χρειαστεί να διαθέσουν πολύ χρόνο στις σπουδές τους.

Η σειρά έχει πλούσια ύλη που είναι βασισμένη σε επίκαιρη θεματοπογία (Education ® Work, Travel ® Tourism, Technology, etc.) και καθύπτει τις βασικές γθωσσικές ανάγκες ενός ενήθικα, καθώς δίνει έμφαση στην επικοινωνία μέσα από καθημερινές καταστάσεις (filling in an application form, booking a ticket, ordering a meal, making a reservation, etc.).















Coursebook