



International Publishers Exhibition

Autumn 18

Thessaloniki

The MET Hotel

26th October 48

Saturday 1 September

10.00 - 18.00

Sunday 2 September

10.00 - 17.00

*New books, software,
teaching materials & examinations*

PROGRAMME

International Publishers Exhibition

Dear Foreign Language Professional,

As Aristotle said “Quality is not an act, it is a habit”. The International Publishers Exhibitions have been defined as the highest quality events in the field of foreign language teaching. We owe that to every member of our organising team, who is committed to delivering the best quality in every single aspect of these events...that is our habit!

39 national and international organisations compose the Autumn '18 Thessaloniki IP Exhibition. It is our exhibitors' habit to constantly improve their products, offering the best and most appropriate ones to the Greek market. Visitors can inspect and compare all the latest publications in order to decide which of them suits their criteria and needs. At the same time, all major examination boards will be present, offering information and updates concerning their certifications.

A great variety of the highest class speakers and active practitioners from all over Europe are included in our outstanding programme. Two popular workshops and 36 distinguished presentations will cover every visitors' needs. From junior to senior classes, from teaching grammar to teaching skills and from the latest books updates to changes in exams... all these components of our programme contribute to your favourite habit: being professionally up-to-date.

Aristotle's quote, through our visitors, characterises our exhibitions. Our efforts to bring all the material, information and equipment you need under the same roof has established the IPEs as your favourite educational habit.

You make quality matter. You make our habit matter.

Proudly looking forward to welcoming all of you,

International Publishers Exhibitions

Philip Dietschi

REINVENT TEACHING

Visit our stand!

○ Get free books.

Attend our talk!

Win tablets. ○



○ Meet our new series!



mmpublications.com

For more information: +30 210 992 3963 +30 215 550 7928

**Saturday
1 September**

International Publishers Exhibition

Sirocco

10.30 – 10.55

*Professional
Presentation*

DEVELOPING VOCABULARY STRATEGIES FOR B2 AND BEYOND - Part A

Stephen John Taylor, Seminar Presenter

CAMBRIDGE ASSESSMENT ENGLISH

This session will look at ways to encourage your students to develop and consolidate their vocabulary at B2 level and beyond. We will look at ideas and activities for the classroom as well as some useful digital tools and resources to enrich students' vocabulary.

10.55 – 11.20

DEVELOPING VOCABULARY STRATEGIES FOR B2 AND BEYOND - Part B

Stephen John Taylor, Seminar Presenter

CAMBRIDGE ASSESSMENT ENGLISH

We will consider how to support exam preparation for *B2 First*, the most popular of the *Cambridge English Qualifications*.

11.30 – 11.55

AMAZING ENGLISH - AN EXCITING NEW THREE-LEVEL COURSE FOR SENIOR CLASSES

Tery Lemanis, Educational Consultant, HAMILTON HOUSE PUBLISHERS

Amazing English is a new three-level course especially written for senior classes. Each level, divided into an introduction and six topic-related units, includes CLIL, culture, values and amazing people, places and things.

12.00 – 12.25

TOEIC: THE UPDATED VERSION OF THE LISTENING AND READING TEST

John Bardis, Academic Coordinator, HELLENIC AMERICAN UNION

The presentation focuses on the recent updates for the Listening & Reading TOEIC test coming into effect.

12.30 – 12.55

GLOBALCERT: INTRODUCING THE 4TH INDUSTRIAL AGE CERTIFICATIONS LAUNCHING THE NEW ESOL INTERNATIONAL QUALIFICATIONS

Christine Tsatsaba, Director, GLOBALCERT

John Boumis, Deputy Director, GLOBALCERT

Reference to the *GlobalCert* suite of Qualifications. *Qualifi* and *GlobalCert* joined forces to deliver the new accessible and inclusive *IESOL Qualifications*. Analysis of the exam format and benefits for partners, teachers and candidates.

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.

PROGRAMME

**Saturday
1 September**

International Publishers Exhibition

Zephyros

10.00 – 10.50

*Professional
Presentation*

STAND UP AND SPEAK OUT: GOOD STORIES FOR GREAT DISCUSSIONS

Dr. Linda Manney, Board Member, TESOL MACEDONIA-THRACE

People around the world understand the power of a good story. That's why we, English teachers, read to our students, and we often ask students to read and write stories. In my talk, I present short stories for English language learners, ages 10-16, which depict an ethical or social problem, and I show how these stories can lead to high-energy class discussions.

11.00 – 11.25

"ENGLISH SOUNDS FUN; Ready, Steady, Go!"

Anastasia Metallinou, BA Hons, MEd Special Education,

EFL teacher, Materials Writer, Teacher Trainer, ENGLISH SOUNDS FUN

English Sounds Fun is a dyslexia-friendly method, accessible to all learners. This session introduces the innovative features of this holistic programme that allow all students to enjoy learning English, while developing firm foundations for progress towards proficiency. Level: A1 and A2.

11.30 – 11.55

PANTEBOY ΣΤΙΣ ΕΞΕΤΑΣΕΙΣ LRN!

Νάντια Καράμπελα, Personal Examination Counsellor, FLS Owner

LRN Certified Oral Examiner, LRN & AWARDS INTERNATIONAL

Είτε πρόκειται για παιδιά ή εφήβους, είτε για ενήλικες, οι εξετάσεις LRN και Awards International, για έγκυρη πιστοποίηση στα Αγγλικά, είναι μια ευχάριστη εμπειρία που θές να ζήσετε! Ας μοιραστούμε τα μυστικά της προετοιμασίας γι'αυτήν την, χωρίς άγχος και παγίδες, εμπειρία των υποψηφίων μας!

12.00 – 12.50

"WONDER IS THE BEGINNING OF WISDOM!"- iWonder, THE BRIGHT NEW EXPRESS PUBLISHING COURSE FOR PRIMARY LEARNERS WILL BRING WONDER TO YOUR JUNIOR CLASSES!

EXPRESS PUBLISHING

Do not miss the chance to meet *ROLO*, the first Augmented Reality app for EFL learners!

In this presentation you will also have the chance to see our available new, amazing *Right On!* series for A-B-C-D classes and *On Screen* for C2 level students.

Public Transportation

The MET Hotel is accessible by bus lines 31 and 40.

The closest stop to the hotel is ICHTHIOSKALA.

PROGRAMME

**Saturday
1 September**

International Publishers Exhibition

Sirocco

13.00 – 13.50

HERE COMES JET FOR JUNIOR A AND JUNIOR B!

Christina Bakopoulou, Managing Director, 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.

14.00 – 14.25

HAPPY WORLD AND GREAT WONDERS. YOUNG LEARNERS AND ELT FOR LIFE!

Eftychis Kantarakis, Teacher Trainer - ELT EMEA

NATIONAL GEOGRAPHIC LEARNING

National Geographic Learning brings a *Happy World* to Young Learners. With courses like *Great Wonders*, senior classes go beyond technology to where the world is real, engaging, inspiring and captivating. Bring the real World to the classroom and allow students to learn English and 21st-century Skills for *LIFE!*

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.

ATHENS IP EXHIBITION

Divani Caravel Hotel

**Saturday & Sunday
8 & 9 September 2018**

10.00 - 18.00

PROGRAMME

**Saturday
1 September**

International Publishers Exhibition

Zephyros

13.00 – 14.15

HOW TO TURN PASSIVE LEARNING INTO ACTIVE LEARNING

Tassos Katsaris, MSc, Educational Advisor, GRIVAS PUBLICATIONS
Vivi Kamari, Marketing & Promotion Manager, GRIVAS PUBLICATIONS

WAY UP: the one and only coursebook series which turns passive learning into active learning. A pioneering approach to enhance speaking and writing skills and instil confidence.

WAY UP: a new way to teach and a great way to learn English.

THE ROLE OF ACTIVE LEARNING IN THE NEW MOTIVATIONAL FRAMEWORK:

The case of Competence, Autonomy, Relatedness and Purpose.

Scientific truth and popular myths on motivation. Why don't rewards and praise really work?

14.30 – 14.55

TECH IT EASY 2 - Η ΣΥΝΕΧΕΙΑ ΤΗΣ ΠΡΩΤΟΠΟΡΙΑΚΗΣ ΣΕΙΡΑΣ ΓΙΑ ΤΗ Β SENIOR ΕΦΤΑΣΕ!

Θωμάς Παρισόπουλος, Marketing Consultant
SUPER COURSE ELT PUBLISHING

- Με πλήρoσιο τεχνολογικό υλικό (3D Animation, Video και Video Clip με τραγούδι σε κάθε μάθημα)
 - Διδάσκει τη γραμματική με τραγούδια
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Θα διανεμηθούν ΔΩΡΕΑΝ ΔΕΙΓΜΑΤΑ.

15.00 – 15.25

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

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PROGRAMME

**Saturday
1 September**

International Publishers Exhibition

Sirocco

15.30 – 16.20

Professional
Presentation

BREXIT: THE IMPACT ON ELT IN GREECE

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

English remains the Lingua Franca of the EU after the UK leaves, but standardised British English with RP pronunciation, (currently the more esteemed form of the English language across the globe) is gradually replaced by 'European English', American spelling, new 'Eurospeak' words and much more! How all this affects Teaching of English and Exam Preparation in Greece.

16.30 – 16.55

Professional
Presentation

LEARNING VOCABULARY - NO EASY DEAL, BUT A BIG DEAL

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

Vocabulary learning is one of the tasks students have major problems with. How do we incorporate learning vocabulary into our teaching.

18.00 – 21.00

Workshop

TEACHING GRAMMAR IN A DIFFERENT WAY: FROM RULES TO REASONS AND OTHER LITTLE TWEAKS

For details see page 16.

PRESENTATIONS

Unless otherwise mentioned, presentations are of a commercial nature

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

To save time register online, until 27 August 2018, at:

www.ip-exhibitions.eu



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
1 September**

International Publishers Exhibition

Zephyros

15.30 – 16.20

Professional
Presentation

TEACHING GRAMMAR FOR ALL THE RIGHT REASONS

*Danny Norrington-Davies, Teacher, Teacher Educator
DES - DIETSCHI EDUCATIONAL SERVICES, THE STUDY ROOMS*

In this presentation I will explore why it is important to include a focus on grammar in language courses before providing a brief overview of current trends and techniques and the principles underpinning them. I will then look at some issues with pedagogic grammar rules and using material from my book, 'Teaching grammar: from rules to reasons', I will discuss the value of working with learner-generated descriptions of language instead. I call these descriptions 'reasons' rather than 'rules'. I will finish by discussing why 'reasons' are more appropriate, usable and memorable for L2 learners than the existing rules, before sharing examples from classes taught in a range of different contexts and countries.

17.00 – 17.50

LanguageCert SIGNATURE EVENT

TEACHING SPEAKING:

HOW TO IMPROVE YOUR LEARNERS' SPEAKING PERFORMANCE!

*Janet Golding, Senior Teacher Trainer, LanguageCert
introduced by Marios Molfetas, Language Qualifications Director
PeopleCert*

This presentation will focus on techniques and tips that enable you to better prepare your students for the Speaking exam.

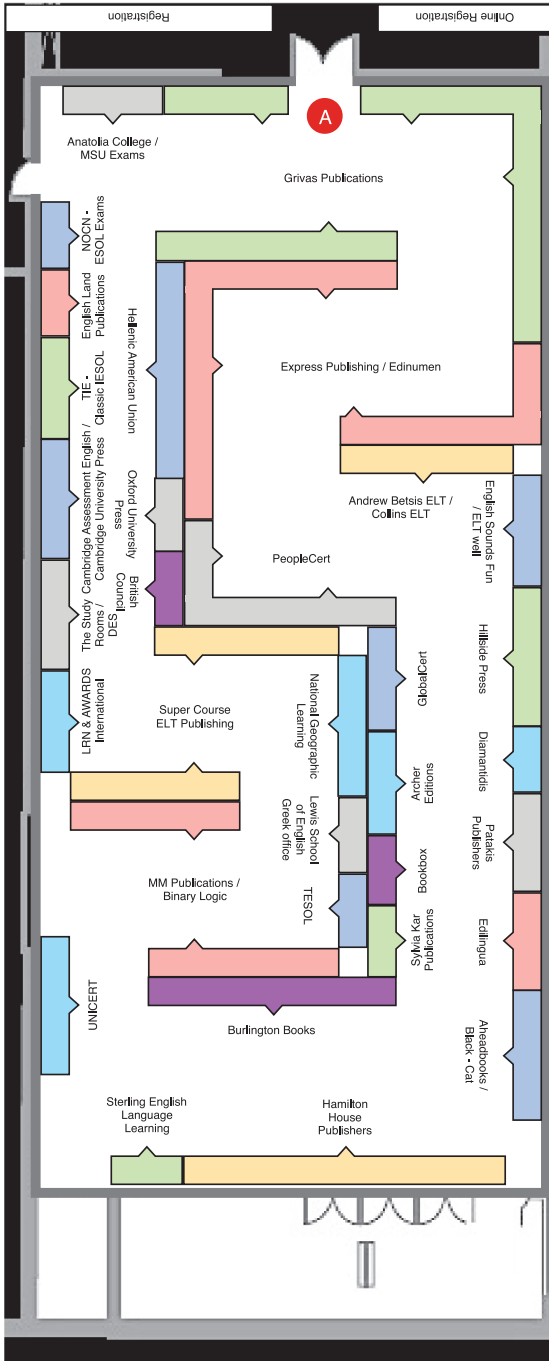
18.00

LanguageCert DRINKS RECEPTION

Language
Cert



Celebrate
with us!



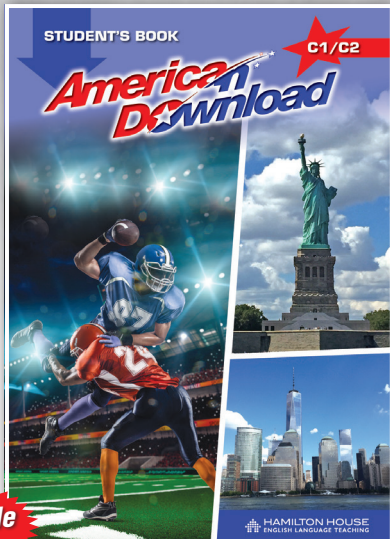
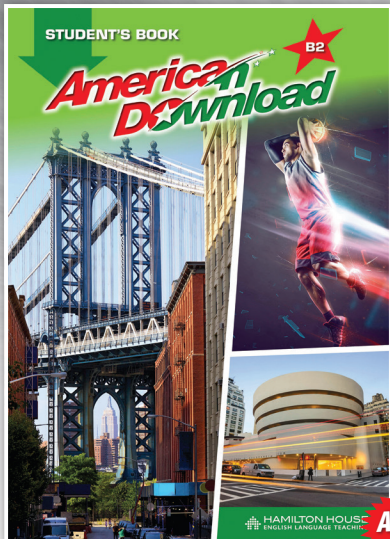
Exhibition Area: Maistros A & B
The MET Hotel Thessaloniki

AUTUMN '18 THESSALONIKI IPE

A = Entrance and Exit

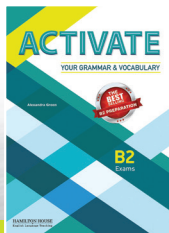
NEW coursebooks for ECCE/MSU-CELC & ECPE/MSU-CELP preparation from Hamilton House

 **American English**



Available now

Perfect Partner

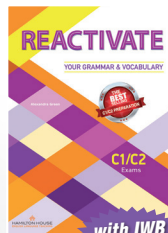


Also available with **GREEK THEORY** 

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
2 September**

International Publishers Exhibition

Sirocco

10.30 – 11.20

Professional
Presentation

DEVELOPING LEARNER INDEPENDENCE IN YOUNG LEARNERS

*Ellen Setterfield, Young Learner Product Marketing Executive
NATIONAL GEOGRAPHIC LEARNING*

We all want our students to be enthusiastic, motivated learners, and to discover a passion for English that lasts throughout their formal education and beyond. But is it realistic to expect our students to take responsibility for their own learning when they're still at primary school? In this session we'll look at what learner autonomy is, why it's so important, and how we can help our young learners to develop these vital skills, right from the very start.

11.30 – 11.55

"VIA DEL CORSO A2"

Elisa Sartor, Redattrice, EDILINGUA

12.00 – 12.50

"WONDER IS THE BEGINNING OF WISDOM!"- iWonder, THE BRIGHT NEW EXPRESS PUBLISHING COURSE FOR PRIMARY LEARNERS WILL BRING WONDER TO YOUR JUNIOR CLASSES!

EXPRESS PUBLISHING

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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 the special rate please state that you are a visitor of the IPE when making your reservation.

PROGRAMME

Sunday
2 September

International Publishers Exhibition

Zephyros

11.00 – 11.50

Professional
Presentation

BREXIT: THE IMPACT ON ELT IN GREECE

Andrew Betsis, Author, Publisher, ANDREW BETSIS ELT - COLLINS ELT
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PANTEBOY ΣΤΙΣ ΕΞΕΤΑΣΕΙΣ LRN!

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14.30 – 14.55

IELTS ACADEMIC WRITING TASK 1: A LESSON PLAN TO REMEMBER BY PeopleCert

Avgerini Kassimis, Academic Presenter, PeopleCert

A presentation designed to guide you on how to help your students ace the IELTS Writing Task 1.

15.00 – 15.50

*Professional
Presentation*

THEATRE FOR A LANGUAGE LEARNING CLASSROOM

*Lydia Longman, THEATRE EXPRESS BY LEWIS SCHOOL OF ENGLISH
DES - DIETSCHI EDUCATIONAL SERVICES*

A collection of interactive activities and challenges to stimulate young language learners.

17.00 – 20.00

Workshop

THEATRE FOR A LANGUAGE LEARNING CLASSROOM

For details see page 16.

PROGRAMME

**Sunday
2 September**

International Publishers Exhibition

Zephyros

13.00 – 14.15

HOW TO TURN PASSIVE LEARNING INTO ACTIVE LEARNING

Tassos Katsaris, MSc, Educational Advisor, GRIVAS PUBLICATIONS
Vivi Kamari, Marketing & Promotion Manager, GRIVAS PUBLICATIONS

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The case of Competence, Autonomy, Relatedness and Purpose.

Scientific truth and popular myths on motivation. Why don't rewards and praise really work?

14.30 – 14.55

THE ECCE WRITING TASK:

THE KEY TO EFFECTIVE COMPOSITION DEVELOPMENT

John Bardis, Academic Coordinator, HELLENIC AMERICAN UNION

Test takers need to apply specific strategies in order to successfully develop the ECCE writing task. The presentation focuses on these strategies as well as on what should be avoided so that the text produced meets the writing task rating criteria.

15.00 – 15.25

THE INTERNET IN EFL:

AN INEXHAUSTIBLE SOURCE OF AUTHENTIC MATERIAL AND TOOLS

*Professional
Presentation*

Ilias Kytidis, ELT Consultant, TIE - CLASSIC IESOL

A precursor of an interactive workshop on how to use free online sources to enrich and differentiate your lessons with authentic materials, and turn your classes into online communities using learning management software.

16.00 – 16.50

PreJunior: THE MOST CHALLENGING CLASS –

THE FUTURE OF FOREIGN LANGUAGE SCHOOLS

*Professional
Presentation*

Anna Karanikola, Teacher, FLS Owner

INTERNATIONAL PUBLISHERS EXHIBITIONS

"Children want the same things we want. To laugh, to be challenged, to be entertained and delighted." - Dr. Seuss, Herding Kats in kindergarten.

Pre Juniors: • Why it is the most important class to teach?

• How can we set up our classroom?

• Tips and ideas to help you have the most enjoyable lessons with your little pupils.

I have been teaching PreJuniors for 28 years and I still have a lot to learn, but also so much to share. Join me for a different approach to PreJunior teaching.

PROGRAMME

**SATURDAY, 1 SEPTEMBER,
18.00 - 21.00**

THE MET HOTEL, SIROCCO ROOM

TEACHING GRAMMAR IN A DIFFERENT WAY: From rules to reasons and other little tweaks

In this workshop I will draw on research and the experiences of teachers to discuss some limitations with the way that grammar focused lessons are often structured in ELT materials and course-books. I will demonstrate how these materials can lack challenge, provide students with a limited understanding of how to use the grammar and why they reduce opportunities for genuine communication. To do this, we will look at the limitations of three standard activities. These are

- closed comprehension questions that focus on content;
- rule discovery activities;
- controlled practice exercises.

After we discuss these issues, the workshop participants will try out some creative alternatives that are designed to generate increased learner engagement, a deeper understanding of grammar items and greater opportunities for communication and emerging language. We will finish by exploring why focusing on reasons rather than rules can help our learners both with their language knowledge but also their output.



Danny Norrington-Davies

I am a teacher and teacher-educator working at King's College London and International House London. My first book, 'Teaching grammar: from rules to reasons' was published by Pavilion in 2016 and nominated for an ELTONS award in language Teaching and Innovation in 2018. I enjoy speaking at conferences and giving workshops, and along with grammar, my interests in ELT are emerging language, materials design, visualization and memory and creativity, and when I'm not attending weekend conferences, I like travelling and working on my allotment.

**SUNDAY, 2 SEPTEMBER,
17.00 - 20.00**

THE MET HOTEL, SIROCCO ROOM

THEATRE FOR A LANGUAGE LEARNING CLASSROOM

Are you ready for some serious EduTrainment?

The most interactive workshop with everyone up and moving, will get you to experience the activities and see the benefits of theatre in education for students of all ages, and classes of all sizes.

Guaranteed to make you see your classes in a whole new light.

In co-operation with
Lewis School of English,
Greek office



Lydia Longman graduated from English Literature at the University of Southampton and facilitates regular Theatre and Performance workshops as well as performing with children's entertainment companies such as Calamity Kate's and Hartbeeps and local dramatic groups including Broken Arrow Productions, SUSUs Theatre

Group and Boundless Theatre. She was selected as a member of the National Youth Theatre and attended their summer Acting course and has recently established her own company 'Shakesperts' which specialise in Shakespearean based pieces of theatre. Lydia also holds a CertTESOL qualification, accredited by Trinity. Previously Lydia's work has taken her to India, America, Russia and around the United Kingdom.

Provided Certification of Attendance

Participation Fee € 50 - Early Bird until 15th August: € 35

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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

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