

Research on the English language needs in specific vocational sectors

Summary of the results

1. LANGUAGE ASPECTS							
SCHOOL	READING	WRITING	SPEAKING/ LISTENING	TRANSLATION	VOCABULARY (ESP/GE%)	GRAMMMAR	RANKING SKILLS (by importance)
'Xenopol' – Bucharest	- Computer instructions - ESP materials	- contracts - letters to foreign partners - other documents - business correspondence	- direct contact with public/ customer service - job interviews - phone conversations				
'Kiritescu' – Bucharest	- computer - internet	- business correspondence	- conversations - oral presentations -telephoning				
'Madgearu' – Bucharest	- ESP texts	- business correspondence - reports	- communication with clients and foreign partners	- ESP materials	- more GE needed		
'Nitti' - Timisoara	-social correspondence - business correspondence -reports - documents - job advertisements	-social letters -form filling -note-taking - business correspondence - documents - forms	-personal messages -conversations -socializing -telephoning -presenting -specific info - meetings - negotiating		GE and ESP (technical, Business, legal)	-contracts - scientific texts - instructions	
'Mehedinti' -	-business documents	- e-mail	-general conversations		- more GE	Accuracy in	Writing,

Codlea	-business correspondence - contracts - faxes - e-mails -technical texts	- faxes -technical reports -technical literature - business correspondence - contracts - documents - forms	with clients and business partners -telephone conversations with business partners and non-native speakers - meetings - product presentation - negotiations			writing	Reading, Speaking
'Vijoli' - Fagaras	- letters -e-mail - faxes -business correspondence - specialised technical documentation	-business correspondence - e-mails - faxes - letters	-discussions with clients and foreign partners -phone conversation - meetings				Reading, Writing, Speaking
'R. Negru' - Galati	-documents -memos -reports	-reports - faxes - e-mails -letters	-communication with management, peers, other departments and clients -telephone conversation - 'face to face' communication - meetings on administrative and organisational issues - informal communication		technical terms		
Economic - .Arad	Articles	Contracts	Communication with industry partners		Specialised vocabulary		
'Al. Barbat' - Victoria	Contracts ESP Texts	-e-mails menu timetables	general conversations with customers -menu presentation	Contracts menu	More ESP but also GE	Accuracy needed in writing	Speaking, Listening, Reading, Writing

			- giving directions				
Metalurgic - Galati	ESP Texts		- communication with members of other departments, customers, management		ESP Vocabulary		
Electrotehnic a- Constanta	correspondence -reports - documents	- faxes - e-mails -letters	discussions with clients and foreign partners -phone conversation - meetings		ESP Vocab		
Posta - Timisoara	'English for computer'		- communication with foreign customers		Both ESP and GE		
'M.Cristea' - Brasov	Leaflets contracts	business letters	telephone conversations discussions with foreign partners				Reading Speaking
'Cuza' - Constanta	Instructions handbooks	logs	Informal conversations				Speaking Listening Reading
'Coanda' - Timisoara	- Documents (general and technical)	Technical texts	- communication for information, between employees, with suppliers and clients		GE in higher jobs (particularly formal) ESP		Speaking, Reading, Writing, Listening
'I. Maniu' – Arad	-technical documents	- technical reports -business correspondence - technical documents -correspondence	-'Face-to-face' communication -phone conversation - conversations with clients			Technical reports	
' Radulet' - Brasov	-technical documents	-letters -faxes --technical reports	-interpersonal communication with management, customers, foreign partners -courses and seminars	Specialised texts	GE (61%) ESP (39%)		

			-conversation -telephoning				
'Tehnic' - Arad	-computer programmes	-correspondence	-talking with clients, partners, management - international projects				
Sportiv - Braila.	- articles	-short specialised texts	- sports instructions, rules, regulations -communication with colleagues, hosts, guests, journalists, managers, authorities - Oral communication		ESP useful for job GE -useful		Speaking

Note:

ESP – English for Specific Purposes

GE – General English

2. LANGUAGE-RELATED ASPECTS										
SCHOOL	How English was learnt/ Learning opportunities offered by employers	English at school		English at employment	Level of English required for the job	Self-evaluated level of English S- students E-employees	Difficulties in language use at school/ work	Motivation to learn English	Recommendations	Frequency of language use in the job
		Nice activities	Useful activities							

'Xenopol' - Bucharest			-translation - grammar -vocabulary - songs -debates -discussions -essays	-criterion for employment	Inter- mediate and advanced	-satisfactory (S)	- contracts -speaking during meetings -relations with the public -business trips	- the most important foreign language -accessible language -the language of business	- use English as much as possible in real life - attend ESP courses	- very often, often occasionally
'Kiritescu' - Bucharest	- practice of all skills - company would not finance ESP courses			- a job requirement				-important for the future	- ESP should be part of the curriculum -not enough English classes	-weekly -daily

'Madgearu ' - Bucharest	- at school -private classes - company would not finance ESP courses		-conver- sation - grammar exercises -reading texts -specialised vocabulary -writing -interper- sonal communica- tion and translation	a criterion for employment - interview	Interme- diate and advanced	good level (S)	- interviewing candidates in ESP	- possibility of a better job	- other subjects should be taught in English - more oral communica- tion and ESP -English should be taught in school in a better way -More ESP Interperso- nal communica- tion - technical reports - business corres- pondence	
-------------------------------	--	--	---	---	-----------------------------------	----------------	--	-------------------------------------	--	--

<p>'Nitti' Timisoara</p>	<ul style="list-style-type: none"> - at school - prefer to study in groups --company would finance ESP courses 					<ul style="list-style-type: none"> -good at L/S/R/W (S) -not so good at vocabulary and grammar (S) 		<ul style="list-style-type: none"> - knowing English generates a positive attitude 	<ul style="list-style-type: none"> - check general knowledge of English - learn polite formulas for correct behaviour -specific business documents - get deeper grammar knowledge- 	
<p>'S. Mehedinti' Codlea</p>	<ul style="list-style-type: none"> - company would not finance ESP course 			<ul style="list-style-type: none"> -require some knowledge of English 				<ul style="list-style-type: none"> - important to know but not helpful in getting promotion -knowledge of English is essential 	<ul style="list-style-type: none"> - more communication -more translations - more speaking 	

'A. Vijoli' - Fagaras	-school -Internet -self-study -company would not finance courses	-reading aloud -discussion -debate -oral presentation, translation, composition		-it helped but was not tested -companies do not have interpreters			-grammar -translation -oral presentation -understanding the text -writing -reading -interpersonal communication	-ESP should be part of the curriculum - necessary for future profession - I like it -travelling - useful for promotion	- more English classes -more dialogue -more practical knowledge of English	
'R. Negru'- Galati	-school - private classes -company would finance courses					- excellent (30%) (S) - acceptable (35%) (S) -to be improve (28%) (S)		- the higher the position, the more English is necessary		- daily - frequently
Economic - Arad								- very important	-more conversation , in ESP and listening at school	

'Al. Barbat' -Victoria				-tested at employment both GE and ESP - required level – intermediate						
Metalurgic - Galati	- after graduation - not much change in English knowledge since graduation		- dictionary work - technical books				- ESP vocabulary -verb forms -translation (Romanian into English) -reading	-travelling -scholarships	-individual study -attend organised courses -ask for help from colleagues and students - English learnt in school helped me a little	-frequently in professional/p ersonal life
Posta- Timisoara	-employees would like English courses				-low (E)			- to get a job - to perform well in your job		

'H.Coanda' - Timisoara				- a requirement for all jobs in a multinational company - an advantage in national companies	- intermediate and above					
---------------------------	--	--	--	---	--------------------------	--	--	--	--	--

'I. Maniu' - Arad	<ul style="list-style-type: none"> - school -other courses -self-taught - Internet -mass-media -friends - companies would not finance courses 	<ul style="list-style-type: none"> - speaking -reading -writing- -dictation -reading aloud -writing exercises -role-play -oral presen- tation -listening compre- hension -debates - discussio ns - watching English language program- mmes 	<ul style="list-style-type: none"> -ESP vocabulary -written skills - - 	<ul style="list-style-type: none"> - oral testing (preferred) - written tests too 			<ul style="list-style-type: none"> -grammar -lack of ESP materials 			
----------------------	---	---	--	---	--	--	---	--	--	--

'Radulet' - Brasov	- internet -mass-media - school - use of dictionary - visual aids -communi- cation with native speakers	- discussio n debate -oral presentat ion -listening	-translation -creative writing	- low interest in knowing foreign languages -for test they make use of interviews, presenta- tions, business materials, reading and listening		- good (S)	- equal difficulties in using the four skills	- top priority -useful for future employment -travelling	- better knowledge of GE and ESP	
Tehnic - Arad	-school -organised courses					-no English/ intermediate/ beginner (E)	- translation -understanding ESP texts -oral communication -written communication	- important (40% respondents) - necessary to get a job - for promote		- monthly (31%) - no (69%)
Sportiv - Braila	-school			- a must		- good at speaking; worse at writing (S)	-writing	- widely used		

Disclaimer:

The research carried out by the school teams does not follow completely the rigour of expert enquiry into the 'real world', in aspects such as: the sampling of the informants, the piloting of the instruments and the analysis of the qualitative data. However the results are a useful reflection of the language needs in the labour market and should be analysed within the context and the aim of the project and taken further if needed.