

	<b>Weekly Lesson Plans</b>	<b>Mr. Rob Donatelli</b>	<b>Week of: 2/23/15</b>	<b>Room: 308</b>
<b>Class</b>	<b>Accounting I</b>	<b>Sales/Entrepreneurship</b>	<b>Life Skills in Business Twice A Week</b>	<b>Internet &amp; Web Page Design Twice A Week</b>
<b><u>Monday</u></b>	<p><b><u>Weekly Objectives:</u></b> I can:</p> <ul style="list-style-type: none"> <li>-Journalize purchases and cash payments for a corporation using special journals.</li> <li>-Prepare a petty cash report and journalize reimbursements.</li> <li>-Journalize purchases returns and allowances using a general journal.</li> <li>-Journalize sales and cash receipts using a sales journal.</li> <li>-Record sales returns and allowances.</li> </ul> <p><b><u>Relevancy:</u></b></p> <ul style="list-style-type: none"> <li>-Students will also be introduced to how a corporation operates in relation to tracking its finances and how to journalize transactions using special journals.</li> </ul> <p><b><u>Anti-Set:</u></b></p> <p><b><u>Procedure:</u></b></p> <ul style="list-style-type: none"> <li>-Chapter 9 Bingo.</li> <li>-Chapter 9 practice test review.</li> </ul> <p><b><u>Weekly Assessments:</u></b></p> <ul style="list-style-type: none"> <li>-Class participation, discussions, warm-ups.</li> <li>-Chapter 9 Aplia: 16 points.</li> <li>-Chapter 9 Test: 40 points.</li> <li>-Sales article report: 8 points.</li> <li>-Chapter 10 Aplia: 16 points.</li> </ul>	<p><b><u>Weekly Objectives:</u></b> I can:</p> <ul style="list-style-type: none"> <li>-Work collaboratively in a team.</li> <li>-Identify the different ways to distribute a product.</li> <li>-Differentiate between the different price strategies a business can use.</li> <li>-Calculate mark-up and a break even analysis.</li> <li>-Write a distribution/pricing strategy for my business.</li> <li>-Examine my leadership style through personality tests.</li> </ul> <p><b><u>Relevancy:</u></b></p> <ul style="list-style-type: none"> <li>-Students will learn best practices when distributing products and how to set a reasonable price for a product or service.</li> </ul> <p><b><u>Anti-Set:</u></b></p> <ul style="list-style-type: none"> <li>-Pricing discussion/demo.</li> </ul> <p><b><u>Procedure:</u></b></p> <ul style="list-style-type: none"> <li>-Pricing notes via Nearpod.</li> <li>-Pricing blog post in Moodle: 4 points.</li> </ul> <p><b><u>Weekly Assessments:</u></b></p> <ul style="list-style-type: none"> <li>-Class participation, notes, teamwork, discussions, warm-ups.</li> <li>-Pricing blog post: 4 points.</li> <li>-Distribution/pricing quiz: 25 points.</li> <li>-Distribution/pricing paragraphs: 8 points.</li> <li>-Leadership packet: 16 points.</li> </ul>	<p><b><u>Day 1</u></b></p> <p><b><u>Weekly Objectives:</u></b> I can:</p> <ul style="list-style-type: none"> <li>-Create a professional digital e-folio using Wix.com.</li> </ul> <p><b><u>Relevancy:</u></b></p> <ul style="list-style-type: none"> <li>-Students will create a professional digital e-folio for a potential employer.</li> </ul> <p><b><u>Anti-Set:</u></b></p> <p><b><u>Procedure:</u></b></p> <ul style="list-style-type: none"> <li>-Review how to work in Wix and the expectations of the digital e-folio.</li> <li>-Students have the period to work on their projects.</li> </ul> <p><b><u>Weekly Assessments:</u></b></p> <ul style="list-style-type: none"> <li>-Class participation, notes, discussions, warm-ups.</li> <li>-Digital e-folio: 50 points.</li> </ul>	<p><b><u>Day 1</u></b></p> <p><b><u>Weekly Objectives:</u></b> I can:</p> <ul style="list-style-type: none"> <li>-Create a professional website of my choice for a business I want to start someday or an organization at Dallastown.</li> </ul> <p><b><u>Relevancy:</u></b></p> <ul style="list-style-type: none"> <li>-Students will learn how to storyboard a website and create a professional business website that is user friendly and appealing.</li> </ul> <p><b><u>Anti-Set:</u></b></p> <p><b><u>Procedure:</u></b></p> <ul style="list-style-type: none"> <li>-Introduce how to use Wix features for creating website.</li> <li>-Students have the period to finish storyboards and begin building their website.</li> </ul> <p><b><u>Weekly Assessments:</u></b></p> <ul style="list-style-type: none"> <li>-Class participation, notes, discussions, warm-ups.</li> <li>-Business website project: 32 points.</li> </ul>

<p><b><u>Tuesday</u></b></p>	<p><b><u>Weekly Objectives:</u></b> I can:          -See Monday  <b><u>Relevancy:</u></b>          -See Monday  <b><u>Anti-Set:</u></b>  <b><u>Procedure:</u></b>          -Chapter 9 Exam. 40 points.          -Sales article report: 8 points.  <b><u>Weekly Assessments:</u></b>          -See Monday.</p>	<p><b><u>Weekly Objectives:</u></b> I can:          -See Monday  <b><u>Relevancy:</u></b>          -See Monday  <b><u>Anti-Set:</u></b>  <b><u>Procedure:</u></b>          -Finish pricing notes via Nearpod and calculate mark-up and break even.          -Pricing calculation worksheet.  <b><u>Weekly Assessments:</u></b>          -See Monday</p>	<p><b><u>Day 2</u></b>  <b><u>Weekly Objectives:</u></b>          -See Monday  <b><u>Relevancy:</u></b>          -See Monday  <b><u>Anti-Set:</u></b>  <b><u>Procedure:</u></b>          -Students have the period to work on their digital e-folios. Students should have all tabs complete and at least two pages done.  <b><u>Weekly Assessments:</u></b>          -See Monday</p>	<p><b><u>Day 2</u></b>  <b><u>Weekly Objectives:</u></b> I can:          -See Monday  <b><u>Relevancy:</u></b>          -See Monday  <b><u>Anti-Set:</u></b>  <b><u>Procedure:</u></b>          -Students are to work on their business website project. Two periods left to work on it.  <b><u>Weekly Assessments:</u></b>          -See Monday</p>
<p><b><u>Wednesday</u></b></p>	<p><b><u>Weekly Objectives:</u></b> I can:          -See Monday  <b><u>Relevancy:</u></b>          -See Monday  <b><u>Anti-Set:</u></b>  <b><u>Procedure:</u></b>          -Students are to finish their sales reports. Due today.  <b><u>Weekly Assessments:</u></b>          -See Monday</p>	<p><b><u>Weekly Objectives:</u></b> I can:          -See Monday  <b><u>Relevancy:</u></b>          -See Monday  <b><u>Anti-Set:</u></b>          -Leadership challenge: 60 seconds speeches.  <b><u>Procedure:</u></b>          -Distribution/pricing quiz: 25 points.          -Distribution/pricing brainstorm business plan: Students will work in teams to brainstorm what distribution and pricing strategies they will use for their business.  <b><u>Weekly Assessments:</u></b>          -See Monday</p>		
<p><b><u>Thursday</u></b></p>	<p><b><u>Weekly Objectives:</u></b> I can:          -See Monday  <b><u>Relevancy:</u></b>          -See Monday  <b><u>Anti-Set:</u></b>          -Discuss article reflections.  <b><u>Procedure:</u></b>          -10-1 notes Sales journal.          -Aplia 10-1 work together and on</p>	<p><b><u>Weekly Objectives:</u></b> I can:          -See Monday  <b><u>Relevancy:</u></b>          -See Monday  <b><u>Anti-Set:</u></b>          -Leadership challenge: 60 second speeches.  <b><u>Procedure:</u></b>          -In teams, students will write their</p>		

	own. -10-1 application problem. <u><b>Weekly Assessments:</b></u> -See Monday	pricing/distribution sections to their business plan. 8 points. -When done, they are to continue edit their business plans and make better. <u><b>Weekly Assessments:</b></u> -See Monday		
<b><u>Friday</u></b>	<u><b>Weekly Objectives:</b></u> I can: -See Monday <u><b>Relevancy:</b></u> -See Monday <u><b>Anti-Set:</b></u> -Sales journal warm-up. <u><b>Procedure:</b></u> -10-2 notes: Cash receipts journal -Aplia 10-2 work together and on own. - 10-2 application problem. <u><b>Weekly Assessments:</b></u> -See Monday	<u><b>Weekly Objectives:</b></u> I can: -See Monday <u><b>Relevancy:</b></u> -See Monday <u><b>Anti-Set:</b></u> <u><b>Procedure:</b></u> - Handout and review leadership analysis packet. As we move into our management/leadership unit, students will complete activities that tell them what kind of manager/leader they are.16 points. <u><b>Weekly Assessments:</b></u> -See Monday		