

	Weekly Lesson Plans	Mr. Rob Donatelli	Week of: 4/20/15	Room: 308
Class	Accounting I	Sales/Entrepreneurship	Life Skills in Business Twice A Week	Internet & Web Page Design Twice A Week
Monday	<p>Weekly Objectives: I can:</p> <ul style="list-style-type: none"> - Identify best practices when buying stock. -Research three companies I want to invest in and complete a history report about them. -Invest online through a game in three stocks of my choice. -Define and identify accounting terms related to plant assets, depreciation, and property tax. -Record the buying of a plant asset and the paying of property tax. -Calculate depreciation using the straight-line method. <p>Relevancy:</p> <ul style="list-style-type: none"> -Students will learn how to research stocks and buy them. They will also learn how to buy a plant asset and calculate depreciation. <p>Anti-Set:</p> <ul style="list-style-type: none"> -Kahoot review for quiz tomorrow. <p>Procedure:</p> <ul style="list-style-type: none"> -Overview how to buy stock. -Begin research on picking three companies to invest in. <p>Weekly Assessments:</p> <ul style="list-style-type: none"> -Class participation, discussions, warm-ups. -Stock research: 8 points. -Stocks quiz: 15 points. -Chapter 18 Aplia: 27 points. 	<p>Weekly Objectives: I can:</p> <ul style="list-style-type: none"> -Identify sales and approach techniques to selling. -Create a sales approach skit for the WildCart. -Deflect and answer customer objections when selling a product. -Define and identify how to close a sale. <p>Relevancy:</p> <ul style="list-style-type: none"> -Students will learn the 4 steps to being successful in personal selling and how to sell themselves to an employer. <p>Anti-Set:</p> <p>Procedure:</p> <ul style="list-style-type: none"> -Students will finalize their sales skits and present. 4 points. -Good/bad approach scenarios. -Approach notes. <p>Weekly Assessments:</p> <ul style="list-style-type: none"> -Class participation, notes, teamwork, discussions, warm-ups. -Sales skits: 4 points. -Approach skits: 4 points. 	<p>Day 1</p> <p>Weekly Objectives: I can:</p> <ul style="list-style-type: none"> -Review productivity apps and determine how I could use them in my life to be more productive. -List and describe basic expectations of most employers. -Explain work habits of a good employee. -Analyze the difference between morals and ethics. <p>Relevancy:</p> <ul style="list-style-type: none"> -Students will how to use productivity apps for life and identify basic expectations from employers when beginning a new job. <p>Anti-Set:</p> <p>Procedure:</p> <ul style="list-style-type: none"> -Screencast video review day. Students are to review at least eight of their peers videos and discuss. 8 points. <p>Weekly Assessments:</p> <ul style="list-style-type: none"> -Class participation, notes, discussions, warm-ups. -Productivity app reviews: 8 points. 	<p>Day 1</p> <p>Weekly Objectives: I can:</p> <ul style="list-style-type: none"> -Explore how to style elements. -Define and apply internal and external cascading style sheets. -Create a webpage using CSS that highlights my goals and dreams. <p>Relevancy:</p> <ul style="list-style-type: none"> -Students will learn how to insert CSS into a website to enhance its design and layout. <p>Anti-Set:</p> <ul style="list-style-type: none"> -Show examples of CSS on websites and explain what it is/how it works. <p>Procedure:</p> <ul style="list-style-type: none"> -Walk through w3schools.com tutorial in Moodle. -Students are to complete a basic CSS file about themselves. 4 points. <p>Weekly Assessments:</p> <ul style="list-style-type: none"> -Class participation, notes, discussions, warm-ups. -CSS tutorial: 4 points. -CSS life assignment: 10 points.

<p><u>Tuesday</u></p>	<p><u>Weekly Objectives:</u> I can: -See Monday. <u>Relevancy:</u> -See Monday. <u>Anti-Set:</u> <u>Procedure:</u> -Stock Market Quiz. 15 points. -Finish researching stocks and complete stock buy sheet. 8 points. <u>Weekly Assessments:</u> -Class participation, discussions, warm-ups. -Stock research: 8 points. -Stocks quiz: 15 points.</p>	<p><u>Weekly Objectives:</u> I can: -See Monday. <u>Relevancy:</u> -See Monday. <u>Anti-Set:</u> -The approach video. <u>Procedure:</u> -Finish the approach notes/discussion. -WildCart approach skits. We will present tomorrow. 4 points. <u>Weekly Assessments:</u> -See Monday.</p>	<p><u>Day 2</u> <u>Weekly Objectives:</u> I can: -See Monday. <u>Relevancy:</u> -See Monday. <u>Anti-Set:</u> <u>Procedure:</u> -Notes and case study on what your manager will expect from you. -We will analyze the difference between morals and ethics. -I will present real scenarios and students need to determine if the situation is ethical or not. <u>Weekly Assessments:</u> -See Monday.</p>	<p><u>Day 2</u> <u>Weekly Objectives:</u> I can: -See Monday. - <u>Relevancy:</u> -See Monday. <u>Anti-Set:</u> <u>Procedure:</u> -Students are to create a website about their goals/dreams using CSS. 10 points. -When done, they are to add some CSS to an existing website. <u>Weekly Assessments:</u> -See Monday.</p>
<p><u>Wednesday</u></p>	<p><u>Weekly Objectives:</u> I can: -See Monday. <u>Relevancy:</u> -See Monday. <u>Anti-Set:</u> <u>Procedure:</u> -How to buy stock video. -Create an account for market watch and buy 3 stocks. <u>Weekly Assessments:</u> -See Monday.</p>	<p><u>Weekly Objectives:</u> I can: -See Monday. <u>Relevancy:</u> -See Monday. <u>Anti-Set:</u> <u>Procedure:</u> -Present WildCart skits. -Sales objections notes and case discussion. <u>Weekly Assessments:</u> -See Monday.</p>		
<p><u>Thursday</u></p>	<p><u>Weekly Objectives:</u> I can: -See Monday. <u>Relevancy:</u> -See Monday. <u>Anti-Set:</u> -Carnival Cruise Lines discussion page 533.</p>	<p><u>Weekly Objectives:</u> I can: -See Monday. <u>Relevancy:</u> -See Monday. <u>Anti-Set:</u> <u>Procedure:</u> -Finish sales objection notes. -9 common objections in selling video.</p>		

	<p><u>Procedure:</u> -18-1 notes: Buying plant assets and paying property tax. -181 aplia work together, on own, and application problem. <u>Weekly Assessments:</u> -See Monday.</p>	<p><u>Weekly Assessments:</u> -See Monday.</p>		
<u>Friday</u>	<p><u>Weekly Objectives:</u> I can: -See Monday. <u>Relevancy:</u> -See Monday. <u>Anti-Set:</u> -Depreciation discussion. <u>Procedure:</u> -18-2 notes: Calculating depreciation expense. -181 aplia work together, on own, and application problem. <u>Weekly Assessments:</u> -See Monday.</p>	<p><u>Weekly Objectives:</u> I can: -See Monday. <u>Relevancy:</u> -See Monday. <u>Anti-Set:</u> <u>Procedure:</u> -Closing the sale notes/discussion. -Closing the sale video Zig Zigler. <u>Weekly Assessments:</u> -See Monday.</p>		