

	<b>Weekly Lesson Plans</b>	<b>Mr. Rob Donatelli</b>	<b>Week of: 4/27/15</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>-Define and identify accounting terms related to plant assets, depreciation, and property tax.</li> <li>-Record the buying of a plant asset and the paying of property tax.</li> <li>-Calculate depreciation using the straight-line method.</li> <li>-Prepare plant asset records and journalize annual depreciation expense.</li> </ul> <p><b><u>Relevancy:</u></b></p> <ul style="list-style-type: none"> <li>-Students will learn how to buy a plant assets for a business and calculate depreciation using various depreciation methods.</li> </ul> <p><b><u>Anti-Set:</u></b></p> <ul style="list-style-type: none"> <li>-Carnival Cruise Lines discussion page 533.</li> </ul> <p><b><u>Procedure:</u></b></p> <ul style="list-style-type: none"> <li>-18-1 notes: Buying plant assets and paying property tax.</li> <li>-18-1: aplia work together, on own, and application problem.</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 18 Aplia: 27 points.</li> <li>-Stock ROI sheet: 4 points.</li> </ul>	<p><b><u>Weekly Objectives:</u></b> I can:</p> <ul style="list-style-type: none"> <li>-Create a sales pitch for a household item in 30 seconds.</li> <li>-Invent a new beverage and create a sales strategy and sales pitch for it.</li> <li>-Define and identify how to close a sale.</li> </ul> <p><b><u>Relevancy:</u></b></p> <ul style="list-style-type: none"> <li>-Students will learn the 4 steps to being successful in personal selling and create a sports drink to sell to a potential customer.</li> </ul> <p><b><u>Anti-Set:</u></b></p> <p><b><u>Procedure:</u></b></p> <ul style="list-style-type: none"> <li>-Closing the sale notes/cases.</li> <li>-Closing the sale video.</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>-Salesmanship Test: 56 points.</li> <li>-Sales pitches: 8 points.</li> <li>-Salesmanship project: 55 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>-List and describe basic expectations of most employers.</li> <li>-Explain work habits of a good employee.</li> <li>-Analyze the difference between morals and ethics.</li> <li>-Present and discuss ethics scenarios.</li> </ul> <p><b><u>Relevancy:</u></b></p> <ul style="list-style-type: none"> <li>-Students will identify what employers expect out of them as employees and how to be ethical in life and at work.</li> </ul> <p><b><u>Anti-Set:</u></b></p> <p><b><u>Procedure:</u></b></p> <ul style="list-style-type: none"> <li>-Ethics scenario discussion.</li> <li>-Students will come-up with in a group of 2-3 an ethical scenario that we need to solve as a class. 4 points.</li> <li>-Continue with expectations of employers notes/discussion.</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>-Ethical situation case: 4 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 website from scratch about anything I want to teach someone.</li> <li>-Create a website using Wix.com that teaches someone how to easily learn HTML.</li> </ul> <p><b><u>Relevancy:</u></b></p> <ul style="list-style-type: none"> <li>-Students will demonstrate what they have learned throughout the year by creating a website from scratch.</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 final exam project. Students have a choice if they want to create a website from scratch on anything they want or build a website using Wix that teaches someone how to use html.</li> <li>-Students are to storyboard their website and show me for approval.</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>-Final exam: 48 points.</li> </ul>

<p><b><u>Tuesday</u></b></p>	<p><b><u>Weekly Objectives:</u></b> I can:</p> <ul style="list-style-type: none"> <li>-See Monday.</li> </ul> <p><b><u>Relevancy:</u></b></p> <ul style="list-style-type: none"> <li>-See Monday.</li> </ul> <p><b><u>Anti-Set:</u></b></p> <ul style="list-style-type: none"> <li>-Field trip around the school to find three items that depreciate in value.</li> </ul> <p><b><u>Procedure:</u></b></p> <ul style="list-style-type: none"> <li>-18-2 notes: Calculating depreciation expense.</li> <li>-18-2 aplia work together and on own.</li> </ul> <p><b><u>Weekly Assessments:</u></b></p> <ul style="list-style-type: none"> <li>-Class participation, discussions, warm-ups.</li> <li>-Stock research: 8 points.</li> <li>-Stocks quiz: 15 points.</li> </ul>	<p><b><u>Weekly Objectives:</u></b> I can:</p> <ul style="list-style-type: none"> <li>-See Monday.</li> </ul> <p><b><u>Relevancy:</u></b></p> <ul style="list-style-type: none"> <li>-See Monday.</li> </ul> <p><b><u>Anti-Set:</u></b></p> <p><b><u>Procedure:</u></b></p> <ul style="list-style-type: none"> <li>-Sales Test. 56 points.</li> </ul> <p><b><u>Weekly Assessments:</u></b></p> <ul style="list-style-type: none"> <li>-See Monday.</li> </ul>	<p><b><u>Day 2</u></b></p> <p><b><u>Weekly Objectives:</u></b> I can:</p> <ul style="list-style-type: none"> <li>-See Monday.</li> </ul> <p><b><u>Relevancy:</u></b></p> <ul style="list-style-type: none"> <li>-See Monday.</li> </ul> <p><b><u>Anti-Set:</u></b></p> <p><b><u>Procedure:</u></b></p> <ul style="list-style-type: none"> <li>-Students will present their ethics scenarios to class and we need to solve them.</li> <li>-Finish notes on work habits and expectations of employees.</li> <li>-Play line-up game to demonstrate teamwork and cooperation.</li> </ul> <p><b><u>Weekly Assessments:</u></b></p> <ul style="list-style-type: none"> <li>-See Monday.</li> </ul>	<p><b><u>Day 2</u></b></p> <p><b><u>Weekly Objectives:</u></b> I can:</p> <ul style="list-style-type: none"> <li>-See Monday.</li> </ul> <p><b><u>Relevancy:</u></b></p> <ul style="list-style-type: none"> <li>-See Monday.</li> </ul> <p><b><u>Anti-Set:</u></b></p> <p><b><u>Procedure:</u></b></p> <ul style="list-style-type: none"> <li>-Website final workday. Goal is to begin building out page 1.</li> </ul> <p><b><u>Weekly Assessments:</u></b></p> <ul style="list-style-type: none"> <li>-See Monday.</li> </ul>
<p><b><u>Wednesday</u></b></p>	<p><b><u>Weekly Objectives:</u></b> I can:</p> <ul style="list-style-type: none"> <li>-See Monday.</li> </ul> <p><b><u>Relevancy:</u></b></p> <ul style="list-style-type: none"> <li>-See Monday.</li> </ul> <p><b><u>Anti-Set:</u></b></p> <ul style="list-style-type: none"> <li>-Depreciation calculation warm-up.</li> </ul> <p><b><u>Procedure:</u></b></p> <ul style="list-style-type: none"> <li>-18-3 notes: Journalizing depreciation expense.</li> <li>-18-3 aplia work together and on own.</li> </ul> <p><b><u>Weekly Assessments:</u></b></p> <ul style="list-style-type: none"> <li>-See Monday.</li> </ul>	<p><b><u>Weekly Objectives:</u></b> I can:</p> <ul style="list-style-type: none"> <li>-See Monday.</li> </ul> <p><b><u>Relevancy:</u></b></p> <ul style="list-style-type: none"> <li>-See Monday.</li> </ul> <p><b><u>Anti-Set:</u></b></p> <p><b><u>Procedure:</u></b></p> <ul style="list-style-type: none"> <li>-Sales pitch skits. Students will pick an item out of a bag and get 5 minutes to come-up with an innovative 30 second skit. They will share with class. 8 points.</li> </ul> <p><b><u>Weekly Assessments:</u></b></p> <ul style="list-style-type: none"> <li>-See Monday.</li> </ul>		

<b><u>Thursday</u></b>	<p><b><u>Weekly Objectives:</u></b> I can:</p> <p>-See Monday.</p> <p><b><u>Relevancy:</u></b></p> <p>-See Monday.</p> <p><b><u>Anti-Set:</u></b></p> <p><b><u>Procedure:</u></b></p> <p>18-1 through 18-3 application problems. We will work through together.</p> <p><b><u>Weekly Assessments:</u></b></p> <p>-See Monday.</p>	<p><b><u>Weekly Objectives:</u></b> I can:</p> <p>-See Monday.</p> <p><b><u>Relevancy:</u></b></p> <p>-See Monday.</p> <p><b><u>Anti-Set:</u></b></p> <p><b><u>Procedure:</u></b></p> <p>-Introduce salesmanship project. Students will come-up with a sales strategy using the four steps in the sales process and sales pitch for a new drink. 55 points.</p> <p><b><u>Weekly Assessments:</u></b></p> <p>-See Monday.</p>		
<b><u>Friday</u></b>	<p><b><u>Weekly Objectives:</u></b> I can:</p> <p>-See Monday.</p> <p><b><u>Relevancy:</u></b></p> <p>-See Monday.</p> <p><b><u>Anti-Set:</u></b></p> <p><b><u>Procedure:</u></b></p> <p>-Stock ROI worksheet.</p> <p>-Trading/selling of stocks.</p> <p>-Aplia work time.</p> <p><b><u>Weekly Assessments:</u></b></p> <p>-See Monday.</p>	<p><b><u>Weekly Objectives:</u></b> I can:</p> <p>-See Monday.</p> <p><b><u>Relevancy:</u></b></p> <p>-See Monday.</p> <p><b><u>Anti-Set:</u></b></p> <p><b><u>Procedure:</u></b></p> <p>-Students have the period to write their report on preparing to sell, the approach, objections, and the close process. They will share with me in Google docs.</p> <p><b><u>Weekly Assessments:</u></b></p> <p>-See Monday.</p>		