

YEAR 11 A/E and 11 B/C/F - BUSINESS

WEEK 11 (8th to 12th November, 2020)

All assignments and intimations sent to the students through Google Classroom.

Theme – 2

Topic: 2.3 Making Operational Decisions: Business Operations Contd. And Working with Suppliers

Learning Objective –

- To review procurement, its role regarding relationships with suppliers, logistics and supply decisions.
- To understand about stock management, the Bar Gate Stock Graph and JIT.
- To learn about Quality, methods of assessing quality, its standards and importance.
- To know the sales process and its different stages

Lesson Outcome –

They will be able to:

- Examine the role of procurement and the importance of maintaining good supplier relations.
- Explain the importance of stock management, read a Bar gate Stock Graph and analyse JIT.
- Assess the importance of quality using different methods and standards
- List the stages in the sales process

BOYS –Year 11 B/C/F

<p>Monday – 4th period (Boys)</p> <p>9:40 – 10:20 am</p>	<p>One Zoom session</p> <p><i>Teacher input/Activity:</i> Introduce the topic of Stock Management by explaining how it can be done. Using a graph explain how to read and prepare a bar gate stock graph. Explain what JIC and JIT are and ask them to analyse each system.</p> <p><i>Homework:</i> Answer a question on Bar-Gate Stock Graph. <i>Resources:</i> Device, refill pad</p>
<p>Tuesday – 1st and 2nd period (Boys)</p> <p>7:25 – 8:05 and 8:10 – 8:50 am</p>	<p>Two Zoom sessions</p> <p><i>Introduction:</i> Share the Learning Objectives and Lesson Outcomes with the students.</p> <p><i>Teacher input/Activity:</i> Explain the meaning of Quality- as being a measure of standard in comparison to a similar product; a degree of excellence. Explain its importance, methods of assessing and standards. Next explain the sales process with its different stages.</p> <p><i>Review & Reflect:</i> Recap the meaning of quality and how important it is by looking at businesses that have failed due to the compromise on quality.</p> <p><i>Homework:</i> Research on how quality is assured in the UAE. May interview a Quality Control Officer/Agent from a local business.</p> <p><i>Resources:</i> Device, Text, Notebook and stationary</p>
<p>Wednesday – 7th period (Boys)</p> <p>12:15 – 12:55 pm</p>	<p>One Zoom session</p> <p><i>Introduction:</i> Share the Learning Objectives and Lesson Outcomes with the students.</p> <p><i>Teacher input/Activity:</i> Complete the explanation of the stages in the sales process. Discuss the importance of providing good customer service as a prelude to gaining customer loyalty and repeat purchase.</p> <p><i>Homework:</i> Research on the sales process for a range of products and how they are different. Identify the stages for each of them.</p> <p><i>Resources:</i> Device, Case Study on GC</p>
<p>Thursday – 7th period (Boys)</p> <p>11:25 – 12:00 noon</p>	<p>One synchronous GC session</p> <p><i>Teacher input/Activity:</i> Assign a case study to answer and turn in on GC</p>

	<i>Resources:</i> Device, refill pad
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GIRLS – Year 11 A

<p>Sunday – 3rd period (Girls)</p> <p>9:20 – 9:55 am</p>	<p>One Zoom session</p> <p><i>Introduction:</i> Share the Learning Objectives and Lesson Outcomes with the students.</p> <p><i>Teacher input/Activity:</i> Continue the explanation of procurement, its role regarding relationships with suppliers, logistics and supply decisions.</p> <p><i>Resources:</i> Device, refill pad</p>
<p>Monday – 1st and 2nd period (Girls)</p> <p>7:25 – 8:05 and 8:10 – 8:50 am</p>	<p>Two Zoom sessions</p> <p><i>Teacher input/Activity:</i> Introduce the topic of Stock Management by explaining how it can be done. Using a graph explain how to read and prepare a bar gate stock graph. Explain what JIC and JIT are and ask them to analyse each system. Explain the meaning of Quality- as being a measure of standard in comparison to a similar product. Explain its importance, methods of assessing and standards.</p> <p><i>Review & Reflect:</i> Recap the meaning of quality and how important it is by looking at businesses that have failed due to the compromise on quality.</p> <p><i>Homework:</i> Answer a question on Bar-Gate Stock Graph.</p> <p><i>Resources:</i> Device, refill pad</p>

<p>Wednesday – 1st period(Girls) 7:25 – 8:05 am</p>	<p>One Zoom session</p> <p><i>Introduction:</i> Share the Learning Objectives and Lesson Outcomes with the students.</p> <p><i>Teacher input/Activity:</i> Explain the sales process with its different stages. Discuss the importance of providing good customer service as a prelude to gaining customer loyalty and repeat purchase.</p> <p><i>Homework:</i> Research on the sales process for a range of products and how they are different. Identify the stages for each of them.</p> <p><i>Resources:</i> Device, Case Study on GC</p>
<p>Thursday – 3rd period (Girls) 8:40 – 9:20 am</p>	<p>One synchronous GC session</p> <p><i>Teacher input/Activity:</i> Assign a case study to answer and turn in on GC</p> <p><i>Resources:</i> Device, refill pad</p>

BCF

Monday – 4 th period	Zoom
Tuesday – 1 st and 2 nd period	Zoom
Wednesday – 7 th period	Zoom
Thursday – 7 th period	GC

A

Sunday – 3 rd period	Zoom
Monday – 1 st and 2 nd period	Zoom
Wednesday – 1 st period	Zoom
Thursday – 3 rd period	GC