

YEAR 11 D/E - BUSINESS

WEEK 13 (22nd November to 26th November 2020)

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

Theme – 2

Topic: 2.3 Making Operational Decisions: Business Operations

Learning Objective

- To learn about Quality, methods of assessing quality, its standards and importance.
- To know the sales process and its different stages
- To understand and use Business Calculations – Gross and Net Profit, Margins and ARR

Lesson Outcome

They will be able to:

- Assess the importance of quality using different methods and standards
- List the stages in the sales process
- Calculate Gross and Net Profit, the margins and Average Rate of Return and interpret the results

Sunday – 3rd period (Girls)	One Zoom session <i>Teacher input/Activity:</i> Teacher input/Activity: 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.
Monday – 1st and 2nd period (Girls)	<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. <i>Resources:</i> Device, Text, Notebook and stationary
Wednesday – 1st period(Girls)	One Zoom session <i>Teacher input/Activity :</i> – Making Financial Decisions. Allow them to reflect on the importance of profit as a business’ main objective. Explain the calculations of Gross and Net profit, their margins and ARR. Explain how to interpret and analyse a business’ financial situation Homework: Numerical questions on calculating profit, margins and ARR <i>Resources:</i> Device, Case Study on GC
Thursday	GC Class- Assign a case study to answer and turn in on GC