

YEAR 12 – Business

WEEK 25 (Term 2) (14th February 2021 to 18th February 2021)

Zoom link for the class will be shared on the Google classroom.

Topic 29 : Sales forecast

Learning Objectives:

- Understand the purpose of sales forecast
- Explore various factors that may affect sales forecast
- Analyse various difficulties involved in sales forecasting.

Lesson Outcome:

- Define sales forecast
- Assess factors that affect sales forecast
- Evaluate the limitations of sales forecast

<p>Wednesday 1st</p> <p>2nd Period</p> <p>(Zoom)</p>	<p>(Zoom meeting details to be sent to students via Google classroom)</p> <p><u>Resources:-</u>Text book, PPT, Worksheet</p> <p><u>Teacher’s Activity :</u> Teacher to explain the meaning and need to sales for a business. Also step by step preparation of a sales forecast. Teacher help student to analyse factors that affect sales forecast.</p> <p><u>Student-led activity:</u> Prepare sales forecast and discussion on its importance and limitations for a business.</p> <p>Solve end of chapter case study.</p>
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