

Unit 202: Understand business success

Sample lesson plan 12

Course number: _____ Course title: _____

Tutor's name: _____ Date: _____ Time: _____ Lesson length: 2.5 hours Room: _____

Lesson topic: Ways of monitoring business financial performance

Aims:

By the end of the session the learner will be able to:

- Outline ways of monitoring business financial performance.

Learning outcomes:

To enable learners to understand:

- ways of monitoring business financial performance.

Timing (mins)	Work to be covered	Teaching activity/assessment	Learner activity	Resources
2.5	Registration and welcome	Take register.		
2.5	Aims and objectives	Discuss the aims and objectives for the lesson.	Learner discussion and Q&A.	Whiteboard
20	Recap previous session	Briefly recap on summary from previous class. Direct questions to the class recalling knowledge from previous lesson. Discuss any follow-up points or questions the learners may have from previous lesson.		Whiteboard
20	Introduction task 1	Outline the focus of the lesson to include ways of monitoring business financial performance. Activity: Split the class into smaller groups and ask them to list on a whiteboard how they would increase revenue within a hotel. Encourage Q&A and discussion in order to engage and develop ideas and thinking which will help with the completion of this unit.	Learner discussion and Q&A. Learners to list on the whiteboard how they would increase revenue within a hotel.	Whiteboard

Timing (mins)	Work to be covered	Teaching activity/assessment	Learner activity	Resources
40	Main body of lesson: Explain ways of increasing revenue	Deliver PowerPoint presentation 12 Learners to complete Worksheet 12	Learner discussion and Q&A. Complete Worksheet 12	PowerPoint presentation 12 Handout 3
50	Main body of lesson: Outline ways of monitoring business financial performance	Task learners in groups or as individuals to research using the internet different ways of monitoring performance in the hospitality industry (suggest technology or software solutions that may help in the monitoring process). Tutor to ensure financial analysis, performance reviews and customer satisfaction are researched: Set a time limit of 30 minutes.	Research using the internet different ways of monitoring performance in the hospitality industry. Present research findings.	Whiteboard Template for activity report

Timing (mins)	Work to be covered	Teaching activity/assessment	Learner activity	Resources
15	Summary of session	<p>Tutor-led summary of session.</p> <p>Encourage peer-to-peer reflection and feedback on the exercise. Direct the discussion, and identify any points not picked up by the learners</p> <p>Group question and answer session: Ask individual learners oral questions specific to the topic.</p>	Learner discussion and Q&A.	

How learning is to be measured:

- Oral questions and answers

Homework/research work:

Lesson evaluation (delete as appropriate)

- Was the lesson better than expected
- As expected
- Worse than expected

Lesson evaluation/comments

Suggestions/modifications for next lessons