Unit 202: Understand business success

# Sample lesson plan 13

**Course number:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **Course title:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 **Tutor’s name:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **Date:** \_\_\_\_\_\_\_\_\_\_\_\_\_ **Time:** \_\_\_\_\_\_\_\_\_\_\_\_\_ **Lesson length:** 2 hours **Room:** \_\_\_\_\_\_\_\_\_\_\_

 **Lesson topic:** Know the contribution that people make to a business

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| **Aims**: * By the end of the session the learner will know the contribution that people make to a business.
 | **Learning outcomes**: To enable learners to:* identify how people skills contribute to business success
* outline the importance of product knowledge to successfully contribute to a business.
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| **Timing (mins)** | **Work to be covered** | **Teaching activity/assessment** | **Learner activity** | **Resources**  |
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| 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 |
| 15 | Introduction task 1 | Outline the focus of the lesson to include the contribution that people make to a business.Activity: Split the class into smaller groups and ask them to list on a whiteboard what they think are the people skills most suitable for business success. | Learners to list on the whiteboard examples of what they think are the skills most suitable for business success. | Whiteboard  |
| 50 | Main body of lesson:* identify how people skills contribute to business success.
* outline the importance of product knowledge to successfully contribute to a business.
 | Deliver **PowerPoint Presentation 13** Group discussion: Coke or Pepsi? Tutor-led discussion on the groups’ preferences and the reasons why. Ascertain the groups’ product knowledge and how they know this. | ListenQ&A.Take notesGroup discussion: Coke or Pepsi? | **PowerPoint Presentation 13**  |
| 25 | Main body of lesson:Outline the importance of product knowledge to successfully contribute to a business  | Learners to complete **Worksheet 13**Tutor-led discussion on the importance of product knowledge and how training and teamwork can increase sales.  | Complete **Worksheet 13** | Whiteboard **Worksheet 13** |
| 20 | Summary of session | Tutor-led summary of session. Encourage peer-to-peer reflection and feedback on the exercise. Direct the discussion, and identify any points not picked up by the learners. Group question and answer session: Ask individual learners oral questions specific to the topic. | Learner discussion and Q&A. |  |
| 5 | Next session | Explain content of next session.Q&A | Listen and ask questions. |  |

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| **How learning is to be measured:*** Oral questions and answers
* Worksheets
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| **Homework/research work:** |
| **Lesson evaluation** (delete as appropriate) | * Was the lesson better than expected
* As expected
* Worse than expected
 |
| **Lesson evaluation/comments:*** Was the lesson better than expected
* As expected
* Worse than expected
 |
| **Suggestions/modifications for next lessons:** |