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. |

| **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. | Listen  Q&A.  Take notes  Group 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 | |
| **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:** | |