

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

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
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	<p>Outline the focus of the lesson to include the contribution that people make to a business.</p> <p>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.</p>	Learners to list on the whiteboard examples of what they think are the skills most suitable for business success.	Whiteboard
50	<p>Main body of lesson:</p> <ul style="list-style-type: none"> identify how people skills contribute to business success. outline the importance of product knowledge to successfully contribute to a business. 	<p>Deliver PowerPoint Presentation 13</p> <p>Group discussion: Coke or Pepsi?</p> <p>Tutor-led discussion on the groups' preferences and the reasons why.</p> <p>Ascertain the groups' product knowledge and how they know this.</p>	<p>Listen</p> <p>Q&A.</p> <p>Take notes</p> <p>Group discussion: Coke or Pepsi?</p>	PowerPoint Presentation 13

Timing (mins)	Work to be covered	Teaching activity/assessment	Learner activity	Resources
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.	

How learning is to be measured:

- Oral questions and answers
- Worksheets

Homework/research work:	
Lesson evaluation (delete as appropriate)	<ul style="list-style-type: none">• Was the lesson better than expected• As expected• Worse than expected
Lesson evaluation/comments: <ul style="list-style-type: none">• Was the lesson better than expected• As expected• Worse than expected	
Suggestions/modifications for next lessons:	