



23-24 Westside High School Lesson Plan Template

Teacher Name	Michael Goodnight	Learning Topic	Wholesale		
Course	Principles of Business, Marketing and Finance	Cycle & Week	Cycle 2 Week 5		
Lesson Plan Details					
Day	TEKS or Standards Alignment	Lesson Objective (LO)	Daily Agenda <i>(highlight MRS used in lesson)</i>	Demonstration of Learning	Key Vocabulary
Monday	130.112.C.06.F- Identify examples of wholesalers 130.112.C.06.F- Describe the role of wholesaler in a private enterprise system	The student will understand wholesale	1. Do Now: Take out notes 2. Direct Instruction: <ul style="list-style-type: none"> • 2.11 Wholesale PPT 3. Practice: <ul style="list-style-type: none"> • Critical Writing 4. DOL: <ul style="list-style-type: none"> • Critical Writing Homework: none	Why are Sams and Costco considered wholesalers? Describe 3 benefits of being a wholesaler.	producers, buying, selling, transporting, storing, financing, full service wholesalers, limited service wholesalers
Tuesday	130.112.C.06.F- Identify examples of wholesalers 130.112.C.06.F- Describe the role of wholesaler in a private enterprise system	The student will understand the benefits of wholesalers.	1. Do Now: Take out notes from yesterday. 2. Direct Instruction: <ul style="list-style-type: none"> • Finish 2.11 Wholesale PPT 3. Practice: <ul style="list-style-type: none"> • Display a Sign Assignment 4. DOL: <ul style="list-style-type: none"> • Display a Sign Assignment Homework:	<ul style="list-style-type: none"> • Display a Sign Assignment 	producers, buying, selling, transporting, storing, financing, full service wholesalers, limited service wholesalers
Block Day Wed./Thurs.	130.112.C.06.F- Identify examples of wholesalers 130.112.C.06.F- Describe the role of wholesaler in a private enterprise system	The student will understand retail wholesalers	1. Do Now: Take out Display a Sign Assignment 2. Direct Instruction: <ul style="list-style-type: none"> • Finish Display a Sign Assignment • Develop Sales Presentation Assignment 4. DOL:	<ul style="list-style-type: none"> • Finish Display a Sign Assignment • Develop Sales Presentation Assignment 	producers, buying, selling, transporting, storing, financing, full service wholesalers, limited service wholesalers

			<ul style="list-style-type: none"> • Finish Display a Sign Assignment • Develop Sales Presentation Assignment <p><u>Homework:</u></p>		
Friday	<p>130.112.C.06.F- Identify examples of wholesalers</p> <p>130.112.C.06.F- Describe the role of wholesaler in a private enterprise system</p>	The student will understand the sales process	<ol style="list-style-type: none"> 1. Do Now: 5 minutes to prepare for presentation 2. Direct Instruction: 3. Practice: <ul style="list-style-type: none"> • Presentations 4. DOL: <ul style="list-style-type: none"> • Presentations <p><u>Homework:</u></p>	Presentations Critiques	<p>producers, buying, selling, transporting, storing, financing, full service wholesalers, limited service wholesalers</p>