



BUSINESS MANAGEMENT AND ADMINISTRATION CLUSTER

LESSON 2

Lesson Plan Title: Day 2: Goods or Service		Instructor:
Suggested Total Time for Lesson (minutes): 40 minutes (1 day)		
Content Focus - What Will Students Learn? (Content Skill Sets)		
0972.BM.1439.13 Understand the nature of the business to show its contributions to society. 0972.BM.1439.14 Understand economic systems to be able to recognize the environments in which businesses function.		
Materials and Resources- What do you need to assemble and prepare before the lesson?		
Materials: • Whiteboard or T-Chart or Interactive Display		Resources: • Business Cluster PowerPoint Presentation
Lesson Outline: What learning activities will your students do?		
Time	Sequence/Description of Learning Activity	
5 minutes	<p>Get Started/Explain: Start on Slide 7 of the PowerPoint.</p> <p>Writing the terms “Goods and Services” on the board, ask students to brainstorm definitions for each. After student sharing, provide and write a definition for each on the board. Goods are things you can buy and hold. Services are things that people do for others. Make a T-Chart with some examples on the board.</p>	
15 minutes	<p>Discover/Engage/Practice: A product is physical, and it is also tangible. This implies that a product can be held, it can be seen, felt, or smelled. A product can be stored for future use. A product can be owned. A product can be returned to the seller or transferred to another consumer.</p> <p>A service is a work done by another person for another individual, it is intangible and can only be felt. For instance, a person will visit a restaurant to have the desired services performed by other people while they relax at their tables. Services vary according to who provides them- where, when, and how. A service is perishable and cannot be stored for later use or sale. A service cannot be owned by the consumer once payment has been made.</p> <p>Worksheet 1 is on this slide and should be completed as a class as part of the instruction.</p>	
20 minutes	<p>Check for Understanding/Summarize/Close: Worksheet #2 should be completed individually and then the answers should be reviewed in a class discussion.</p> <p>Slide 8 - This is an Extra but very fun resource for you and your students. Search GimKit for a Game about “Goods or Services” “Goods vs Services” to play a Goods and Services GimKit.</p>	
Modifications, Support, and Extensions (for those students with IEP)		
Reflection- Did the students learn the content outlined in the lesson focus? Why or why not?		