

RRGSD Remote Instruction Learning Plan**Dates:5/10-5/14**

Statement of Goals and Objectives: <i>(Learning Targets in Student & Parent-Friendly Language)</i>	<p>Explain sales processes and why they are important?</p> <p>Explain the importance of the customer relationship.</p> <p>How do sales procedures and customer service enhance the likelihood of making a sale?</p> <p>Why is selling an important aspect of the economy?</p>
Topic(s)/Concept & NC Standard Course of Study: <i>Topic(s)/Concept and the correlating content standards addressed)</i>	<p>4.10 Employ sales processes and techniques to enhance customer relationships and to increase the likelihood of making sales</p>
Social-Emotional Focus	<p>Regular contact with students including live virtual classes; available to answer questions and assist students with their needs; refer to a counselor if needed. Check in with students who are not participating, and contact with parents when necessary.</p> <p>*RRHS Counselor Education Program</p>

Daily Agenda: Including assignments and due dates

Date:	Virtual/Remote	Jacket Time
Monday 5/10 1st - 8:35-9:55 2nd - 10:00-11:20	4.10 PPT/Notes Sales Presentation Project "Go Beyond the Sale" LAP	
Tuesday 5/11 1st - 8:35-9:55 2nd - 10:00-11:20	Sales Presentation Project	
Wednesday 5/12 1st - 8:35-9:55 2nd - 10:00-11:20	Unit 4-B Test Review Sales Presentations	
Thursday 5/13 1st - 8:35-9:55 2nd - 10:00-11:20	Unit 4 - B TEST Sales Presentations	
Friday 5/14 1st - 8:35-9:55 2nd - 10:00-11:20	Exam Review Questions Sales Presentations	

Teacher Name: J. Garner

Subject: Sports & Entertainment Marketing 1

Assessment:

How will I be assessing my students throughout this week?

Formative Assessment(s)	Discussion Questions, Vocabulary Quizzes, Data Tracking, Live Session Q&A
Summative Assessment(s)	Tests (Schoolnet)
How will I know my students have mastered the content from this week?	By evaluating their work, and discussion question answers and by their quiz and test results

Additional Resources:

If a student needs additional support, below are resources that will assist with the material being taught.

Topic/Concept	Website/Location resource can be found
Vocabulary	Quizlet: search for GarnerJill
Content	The LAPs (our texts for this course) are available for review in google classroom, as well as the slideshows for each unit and recorded live sessions and lecture