

# 20 Minute Lesson Plan

Prepared By: David Delgado	House: East
----------------------------	-------------

<b>Essential Question:</b> What is the best way to manage a distribution business?	<b>Objectives</b> My objective is to teach others what exactly is a distribution business. Explain the 5 factors a distribution business consist of.
--	--

	Teacher Guide	Time	
<b>Introduction</b>	Hello my name is David Delgado and my topic is on Business Management, and EQ is What is the best way to manage a small business. My objective today is to explain what exactly a Business Distribution does, and what they consist of.	2min	<b>Three Important Sources</b> 1. "Physical Distribution - Advantage, Type, Cost, A System Approach, Customer Service, Transportation." Reference For Business - Encyclopedia of Small Business, Business Biographies, Business Plans, and Encyclopedia of American Industries. Web. 06 Jan. 2012. <a href="http://www.referenceforbusiness.com/small/Op-Qu/Physical-Distribution.html">http://www.referenceforbusiness.com/small/Op-Qu/Physical-Distribution.html</a> 2. Heesch, Lauren. "Dairy Depot." Personal Interview. 10 Nov. 2011. 3. Dent, Julian. Distribution Channels: Understanding and Managing Channels to Market. London: Kogan Page, 2008. 1-10. Print.
<b>Verification</b> (Steps to check for student understanding)	<ul style="list-style-type: none"> <li>Does anybody know about Distribution Business?</li> <li>End: There are many parts to Distribution, and here is a diagram to help me explain.</li> </ul>	1 min	

<b>Body</b> (Give and/or demonstrate necessary information)	Break down what you plan on talking about into manageable sections. <ul style="list-style-type: none"> <li><i>Literal:</i> There are 5 parts that make Business Distribution.</li> <li><i>Interpretive:</i>  <b>Customer Service</b>                Customer Service is a very important factor in Distribution Business, which owners for to their customers. Usually when a customer wants to order a product they have to give a notice to the company, which gives them time to set up the order. There is a lot of communication with the business and customers, in the distribution business.             </li> <li><b>Transportation</b>                Carriers base transportation costs on the rates.             </li> </ul>	<ul style="list-style-type: none"> <li>Literal: 30-1min</li> <li>Interp: 8-10min</li> <li>Applied: 2 min</li> </ul>	<b>Visuals</b> PowerPoint
--	--	---	------------------------------

	<p><u>Types of Shipment</u></p> <p>TRUCKING: The shipping method most favored by small business because they Carrying primarily manufactured products (as opposed to bulk materials), trucks offer fast, frequent, and economic delivery to more destinations.</p> <p>AIR: Fast, but expensive, distributions only mainly use this to ship highly valuable items.</p> <p>Water Carriers: slow, but inexpensive. Usually bulky low value products are shipped like lumber, sand, and steel.</p> <p>Railroads: Long Distance, mainly for bulk load going quite a distance.</p> <p><b>Warehousing</b></p> <p>A storage warehouse holds products for short-long-term periods in order balance supply and demand for producers and purchasers. Many distribution warehouses physically store goods for fewer than 24 hours before shipping them on to customers. These facilities are often located to have easy access to major highways or other transportation options.</p> <p><b>Order Processing</b></p> <p>Order processing directly affects the ability to meet the customer service standards defined by the owner. If the order processing system is efficient, the owner can avoid the costs of premium transportation or high inventory levels. Order processing varies by industry, but often consists of four major activities: a credit check; recording of the sale, such as crediting a sales representative's commission account; making the appropriate accounting entries; and locating the item, shipping, and adjusting inventory records.</p> <p><b>Inventory Control</b></p> <p>Inventory control is important to maintain for each product, know the expiration dates if you're dealing with food. If one is short on product you have the chance to order more to avoid disruption of supply and demand.</p> <ul style="list-style-type: none"> <li>• <i>Applied:</i> I plan to eventually start many businesses ' nothing in particular' as long as I have many source(s) of income. I expect this project to give an understanding of business.</li> </ul>		
--	--	--	--

<p><b>Activity</b></p> <p>Word Search</p> <p>Find 4/5 of the words that make Business Distribution</p>	<ul style="list-style-type: none"> <li>• Pass Paper Out</li> <li>• How it will be done:</li> </ul>	5 min	<p><b>Materials</b></p> <p>Pencil</p>
--	--	-------	---------------------------------------

<p><b>Conclusion</b></p>	<p>To conclude my presentation Distribution is really important in math and in business. The five parts to a Distribution Business are Transportation, Warehousing, Order processing and Inventory Control. Thank You.</p>	1 min
--------------------------	--	-------

