

**RRGSD Remote Instruction Learning Plan****Dates: 5/3-5/7**

<b>Statement of Goals and Objectives:</b> <i>(Learning Targets in Student &amp; Parent-Friendly Language)</i>	<ul style="list-style-type: none"> <li>• What is selling?</li> <li>• Why is selling and instrumental part of sports and entertainment marketing?</li> <li>• What are some activities that lead to sales?</li> <li>• What is the sales process?</li> </ul>
<b>Topic(s)/Concept &amp; NC Standard Course of Study:</b> <i>Topic(s)/Concept and the correlating content standards addressed)</i>	4.09 Perform pre-sales activities to facilitate sales presentation
<b>Social-Emotional Focus</b>	<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 5/3 <b>1st - 8:35-9:55</b> <b>2nd - 10:00-11:20</b>	"Gauge Your Prices" LAP and Questions Investigating Ticket Sales Activity	
Tuesday 5/4 <b>1st - 8:35-9:55</b> <b>2nd - 10:00-11:20</b>	"Gauge Your Prices" Posttest 4.09 PPT/Notes Vocabulary (Selling)	
Wednesday 5/5 <b>1st - 8:35-9:55</b> <b>2nd - 10:00-11:20</b>	"Sell Away" LAP Win at Selling Activity	
Thursday 5/6 <b>1st - 8:35-9:55</b> <b>2nd - 10:00-11:20</b>	Sales Dilemmas Activity "Set Your Sales" LAP	
Friday 5/7 <b>1st - 8:35-9:55</b> <b>2nd - 10:00-11:20</b>	Selling Process Sentences Phase In Activity Sales Presentation Planning Sheet	

**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 <b>mastered the content</b> 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