

# Accounting II

Accounting II is designed to present the concepts and procedures of double-entry accounting and the accounting cycle as applied to a Merchandising Business organized as a Corporation. Course content includes the use of computer technology. It is a course that presents advanced accounting principles for both business and non-business applications.

## COURSE OUTLINE

Unit One	<i>Unique Global Imports simulation</i>	10 weeks
Unit Two	<i>Accounting for uncollectible accounts receivable</i>	3 weeks
Unit Three	<i>Accounting for plant assets and depreciation</i>	3 weeks
Unit Four	<i>Accounting for Inventory</i>	3 weeks
Unit Five	<i>Accounting for notes and interest</i>	3 weeks
Unit Six	<i>Accounting for accrued revenue and expenses</i>	3 weeks
Unit Seven	<i>Preparing a worksheet for a corporation</i>	5 weeks
Unit Eight	<i>Accounting for partnerships</i>	2.5 weeks
Unit Nine	<i>Recording international and Internet sales</i>	2.5 weeks

<i>School-wide Academic Expectations Taught in this Course</i>	<i>School-wide Social Civic Expectations Taught in this Course</i>
<ul style="list-style-type: none"> <li>• Communication</li> <li>• Collaboration</li> <li>• <b>Analysis</b></li> <li>• Literacy</li> </ul>	<ul style="list-style-type: none"> <li>• Demonstrate Responsibility</li> <li>• Demonstrate Resilience</li> <li>• Demonstrate Respect</li> </ul>

## CONNECTICUT CAREER & TECHNICAL EDUCATION PERFORMANCE STANDARDS & COMPETENCIES

### **A. Accounting Profession**

*Explain the role that accountants play in business and society.*

**A.1** Describe career opportunities in the accounting profession

**A.2** Explain the need for a code of ethics in accounting and ethical responsibilities required of accountants.

### **B. Accounting Principles:**

*Identify and describe generally accepted accounting principles (GAAP/IFRS) and explain how the application of these principles impacts the recording of financial transactions and the preparation of financial statements.*

**B.3** Define assets, liabilities, equity, revenue, expenses, gains, and losses.

**B.4** Describe methods for controlling and safeguarding cash.

<b>B.5</b>	Record transactions affecting accounts receivable, including uncollectible accounts, write-offs, and recoveries.
<b>B.6</b>	Explain the difference between the periodic and perpetual inventory methods.
<b>B.7</b>	Determine the cost of inventory for businesses and apply appropriate valuation methods.
<b>B.8</b>	Identify, calculate, and record depreciation and depletion and explain the impact on the financial statements.
<b>B.9</b>	Apply transactions for accounts payable and other short-term debt.
<b>B.10</b>	Record transactions for long-term debt instruments.
<b>B.11</b>	Describe and record equity-related transactions.
<b>B.12</b>	Describe and record revenue-related transactions.
<b>B.13</b>	Analyze transactions involving accruals.
<b>B.14</b>	Describe and record expense-related transactions
<p style="text-align: center;"><b>C. Accounting Process:</b>  <i>Complete the various steps of the accounting cycle in order to prepare financial statements.</i></p>	
<b>C.15</b>	Analyze and describe how basic business transactions impact the accounting equation.
<b>C.16</b>	Explain the need for adjusting entries and record basic adjusting entries.
<b>C.17</b>	Complete the closing process.
<p style="text-align: center;"><b>D. Financial Reports:</b>  <i>Develop an understanding and working knowledge of financial statements.</i></p>	
<b>D.18</b>	Describe the users and uses of financial information.
<b>D.19</b>	Describe the information provided in each financial statement and how the statements relate.
<p style="text-align: center;"><b>E. Financial Analysis:</b>  <i>Access the financial condition and operating results of a company and analyze and interpret financial statements and information to make informed business decisions.</i></p>	
<b>E.20</b>	Calculate component percentages.
<b>E.21</b>	Discuss the information that can be obtained from analyzing financial statements.
<p style="text-align: center;"><b>F. Special Applications:</b></p>	

*Apply appropriate accounting principles to payroll.*

**F.22** Prepare and maintain payroll records.

<b><i>Common Core Standards</i></b>	
<b>CCSS-ELA 9-10.L.6</b>	Acquire and use accurate general academic and domain-specific words and phrases, sufficient for reading, writing, speaking, and listening at the college and career readiness level; demonstrate independence in gathering vocabulary knowledge when considering a word or phrase important to comprehension or expression.
<b>CCSS-ELA 11-12.L.6</b>	Acquire and use accurate general academic and domain-specific words and phrases, sufficient for reading, writing, speaking, and listening at the college and career readiness level; demonstrate independence in gathering vocabulary knowledge when considering a word or phrase important to comprehension or expression.
<b>CCSS-ELA 9-10.WHST.6</b>	Use technology, including the Internet, to produce, publish, and update individual or shared writing products, taking advantage of technology's capacity to link to other information and to display information flexibly and dynamically.
<b>CCSS-ELA 11-12.WHST.6.</b>	Use technology, including the Internet, to produce, publish, and update individual or shared writing products in response to ongoing feedback, including new arguments or information.
<b>CCSS-ELA 9-10.SL.2</b>	Integrate multiple sources of information presented in diverse media or formats (e.g., visually, quantitatively, orally) evaluating the credibility and accuracy of each source.
<b>CCSS-ELA 11-12.SL.2</b>	Integrate multiple sources of information presented in diverse media or formats (e.g., visually, quantitatively, orally) in order to make informed decisions and solve problems, evaluating the credibility and accuracy of each source and noting any discrepancies among the data.
<b>CCSS-MATH CC.9-12.A.CED.1</b>	Create equations and inequalities in one variable and use them to solve problems.
<b>CCSS-MATH CC.9-12.A.REI.1</b>	Explain each step in solving a simple equation as following from the equality of numbers asserted at the previous step, starting from the assumption that the original equation has a solution. Construct a viable argument to justify a solution method.
<b>CCSS-MATH CC.9-12.N.Q.1</b>	use units as a way to understand problems and to guide the solution of multi-step problems; choose and interpret units consistently in formulas; choose and interpret the scale and the origin in graphs and data displays.

## Unit 1: Unique Global Imports Simulation

**Introduction:** Students will do a quick review of the end of Accounting I-B. They will complete a corporate worksheet and prepare the financial statements for the end of the fiscal year using the information in their completed worksheet. Students will then complete the corporate simulation “Unique Global” using the information given in the packet.

### Desired Outcome(s):

**Students will be able to:**

- Apply knowledge learned to analyze transactions
- Apply knowledge learned to prepare payroll records
- Apply knowledge learned to complete a worksheet and
- Apply knowledge learned to prepare financial statements

**CT Career and Technical Education Performance Standards and Competencies:** A.1, A.2, B.1, B.2, B.3, B.4, B.5, B.6, B.7, B.8, B.9, B.10, B.11, B.12, B.13, B.14, C.15, C.16, C.17

### Common Core Standard(s):

CCSS-ELA 9-10.L.6, CCSS-ELA 11-12.L.6, CCSS-ELA 9-10.WHST.6., CCSS-ELA 11-12.WHST.6., CCSS-ELA 9-10.SL.2, CCSS-ELA 11-12.SL., CCSS-MATH CC.9-12.A.CED.1, CCSS-MATH CC.9-12.A.REI.1, CCSS-MATH CC.9-12.N.Q.1

### Essential Question(s):

- Why is it important for a business to consistently follow standard accounting practices?
- How is cash critical to the success of a business?
- Why are end-of-the-year financial procedures important to the owner of a business?

## LEARNING PLAN

LEARNING OBJECTIVES (Content and Skill)	INSTRUCTIONAL STRATEGIES	ASSESSMENTS
1. Journalize all source documents for the month 2. Prepare check and check register all for cash payments 3. Post the journal entries to the appropriate general ledger or subsidiary ledger 4. Prepare payroll register and employee earnings records 5. Prepare the worksheet 6. Prepare the income statement 7. Prepare the statement of stockholders' equity 8. Prepare the balance sheet 9. Record the adjusting entries 10. Post the adjusting entries 11. Record the closing entries 12. Post the closing entries 13. Prepare the post closing trial balance 14. Complete the audit test	Direct Instruction Project-based learning Peer collaboration Vocabulary Notes Simulations Flexible Groupings Gamification Spreadsheet practice Business Simulations Peer Teaching Gamification Class Discussion Small group discussion	Discussion questions Application Assessments Exit tickets  Reinforcement Activity 2-Part B <i>Analysis (D1, D2, D3, D4, D5)</i>  Unique Global Simulation <i>Analysis (D1, D2, D3, D4, D5)</i>

*Suggested Resources: Unique Global Imports*

## **Unit 2: Accounting for Uncollectible Accounts Receivable**

**Introduction:** Students will define accounting terms related to uncollectible accounts. Students will prepare financial transactions and reports for uncollectible accounts receivable, plant assets and depreciation, inventory, notes, and interest, accrued revenue and expenses, end-of-fiscal-period work for a corporation

### **Desired Outcome(s):**

#### **Students will be able to:**

- Identify accounting concepts and practices related to uncollectible accounts
- Calculate, journalize, and post estimated uncollectible accounts expense
- Journalize and post entries related to writing off and collecting uncollectible accounts receivable

### **CT Career and Technical Education Performance Standards and Competencies: B.5**

#### **Common Core Standard(s):**

- CCSS-ELA 9-10.L.6, CCSS-ELA 11-12.L.6, CCSS-ELA 9-10.WHST.6., CCSS-ELA 11-12.WHST.6., CCSS-ELA 9-10.SL.2, CCSS-ELA 11-12.SL., CCSS-MATH CC.9-12.A.CED.1, CCSS-MATH CC.9-12.A.REI.1, CCSS-MATH CC.9-12.N.Q.1

#### **Essential Question(s):**

- How does a company estimate uncollectible accounts?
- What is the company's policy for recognizing bad debts?
- What efforts are made to collect overdue accounts before considering them uncollectible?

## LEARNING PLAN

LEARNING OBJECTIVES (Content and Skill)	INSTRUCTIONAL STRATEGIES	ASSESSMENTS
1. Calculate estimated uncollectible accounts expense. 2. Journalize uncollectible accounts expenses. 3. Post analyze uncollectible accounts expenses. 4. Journalize entries related to writing off and collecting uncollectible accounts receivable. 5. Post entries related to writing off and collecting uncollectible accounts receivable.	Direct Instruction Project-based learning Peer collaboration Vocabulary instruction Simulations Flexible Groupings Gamification Spreadsheet practice Business Simulations Peer Teaching	Discussion questions Application assessments Mastery/Challenge assessments Recycle assessments Exit tickets  Application Assessment 17-1,17-2, and 17-3 <i>Analysis (D1, D2, D3)</i>  Mastery Assessment 17 <i>Analysis (D1, D2, D3)</i>  Challenge Assessment 17 <i>Analysis (D1, D2, D3)</i>  Recycle Assessment 17 <i>Analysis (D1, D2, D3)</i>

**Suggested Resources:** *Century 21 South-Western Accounting 9E and student edition 17-24 working papers*

### **Unit 3: Accounting for Plant Assets and Depreciation**

**Introduction:** Students will understand the buying of plant assets, disposing of plant assets, calculating depreciation expenses, and paying property tax. They will calculate depreciation expense and book value using the straight-line method of depreciation and the double declining-balance method of depreciation.

**Desired Outcome(s):**

**Students will be able to:**

- Define accounting terms related to plant assets, depreciation, and property tax expense
- Identify accounting concepts and practices related to accounting for plant assets, depreciation, and property taxes
- Record the buying of a plant asset and the paying of property tax

**CT Career and Technical Education Performance Standards and Competencies: B.8**

**Common Core Standard(s):**

- CCSS-ELA 9-10.L.6, CCSS-ELA 11-12.L.6, CCSS-ELA 9-10.WHST.6., CCSS-ELA 11-12.WHST.6., CCSS-ELA 9-10.SL.2, CCSS-ELA 11-12.SL., CCSS-MATH CC.9-12.A.CED.1, CCSS-MATH CC.9-12.A.REI.1, CCSS-MATH CC.9-12.N.Q.1

**Essential Question(s):**

- What is the useful life of each type of plant asset?
- What depreciation methods are used, and why were they chosen?
- How is the salvage value determined?

## LEARNING PLAN

LEARNING OBJECTIVES (Content and Skill)	INSTRUCTIONAL STRATEGIES	ASSESSMENTS
1. Record the buying of a plant asset and the paying of property tax.  2. Calculate depreciation expense and book value using the straight-line method of depreciation.  3. Prepare plant asset records and journalize annual depreciation expenses.  4. Record entries related to disposing of plant assets.  5. Calculate depreciation expense using the double declining-balance method of depreciation.	Direct Instruction Project-based learning Peer collaboration Vocabulary instruction Simulations Flexible Groupings Gamification Spreadsheet practice Business Simulations Peer Teaching	Discussion questions Application assessments Mastery/Challenge assessments Recycle assessments Exit tickets  Application Assessment 18-1, 18-2, 18-3, 18-4, 18-5, and 18-6 <i>Analysis (D1, D2, D3,D5)</i>  Mastery Assessment 18 <i>Analysis (D1, D2, D3,D5)</i>  Challenge Assessment 18 <i>Analysis (D1, D2, D3,D5)</i>  Recycle Assessment 18 <i>Analysis (D1, D2, D3,D5)</i>

*Suggested Resources: Century 21 South-Western Accounting 9E and student edition 17-24 working papers*

## **Unit 4: Accounting for Inventory**

**Introduction:** Students will determine the quantity and cost of merchandise inventory. They will determine the Cost of Merchandise Inventory using the fifo, lifo, and weighted-average inventory costing methods. They will also use the Gross Profit Method of Estimating Inventory.

### **Desired Outcome(s):**

#### **Students will be able to:**

- Define accounting terms related to inventory
- Identify accounting concepts and practices related to inventory
- Prepare a stock record card
- Determine the cost of merchandise inventory

**CT Career and Technical Education Performance Standards and Competencies:** B.6, B.7, B.8

### **Common Core Standard(s):**

- CCSS-ELA 9-10.L.6, CCSS-ELA 11-12.L.6, CCSS-ELA 9-10.WHST.6., CCSS-ELA 11-12.WHST.6., CCSS-ELA 9-10.SL.2, CCSS-ELA 11-12.SL., CCSS-MATH CC.9-12.A.CED.1, CCSS-MATH CC.9-12.A.REI.1, CCSS-MATH CC.9-12.N.Q.1

### **Essential Question(s):**

- How often is inventory counted?
- What procedures are in place to address shrinkage or obsolescence?
- What costs are included in the valuation of inventory?

## LEARNING PLAN

LEARNING OBJECTIVES (Content and Skill)	INSTRUCTIONAL STRATEGIES	ASSESSMENTS
1. Prepare a stock record. 2. Determine the cost of merchandise inventory using the fifo, lifo, and weighted-average inventory costing methods. 3. Estimate the cost of merchandise inventory using the gross profit method of estimating inventory.	Direct Instruction Project-based learning Differentiated materials provided by the instructor Peer collaboration Vocabulary instruction Simulations Flexible Groupings Gamification Spreadsheet practice Business Simulations Peer Teaching	Discussion questions Application assessments Mastery/Challenge assessments Recycle assessments Exit tickets  Application Assessments 19-1, 19-2, and 19-3 <i>(Analysis D1, D2, D3,D5)</i>  Mastery Assessment 19 <i>(Analysis D1, D2, D3,D5)</i>  Challenge Assessment 19 <i>(Analysis D1, D2, D3,D5)</i>  Recycle Assessment 19 <i>(Analysis D1, D2, D3, D5)</i>

***Suggested Resources:*** *Century 21 South-Western Accounting 9E and student edition 17-24 working papers*

## **Unit 5: Accounting for Notes and Interest**

**Introduction:** Students will learn how promissory notes work and how maturity dates are calculated. They will also learn about signing notes payables and accepting notes receivables from a customer. They will calculate interest and maturity dates for notes.

### **Desired Outcome(s):**

#### **Students will be able to:**

- Define accounting terms related to notes and interest
- Identify concepts and practices related to notes and interest
- Analyze and record transactions for notes payable and receivable

**CT Career and Technical Education Performance Standards and Competencies:** B.9, B.10, B.11, B.12

### **Common Core Standard(s):**

- CCSS-ELA 9-10.L.6, CCSS-ELA 11-12.L.6, CCSS-ELA 9-10.WHST.6., CCSS-ELA 11-12.WHST.6., CCSS-ELA 9-10.SL.2, CCSS-ELA 11-12.SL., CCSS-MATH CC.9-12.A.CED.1, CCSS-MATH CC.9-12.A.REI.1, CCSS-MATH CC.9-12.N.Q.1

### **Essential Question(s):**

- What types of notes does the company issuer receive?
- How often is interest compounded or paid?
- How are notes presented in the financial statements?

## LEARNING PLAN

LEARNING OBJECTIVES (Content and Skill)	INSTRUCTIONAL STRATEGIES	ASSESSMENTS
1. Calculate interest and maturity dates for notes. 2. Analyze and record transactions for notes payable. 3. Analyze and record transactions for notes receivable.	Direct Instruction Project-based learning Differentiated materials provided by the instructor Peer collaboration Vocabulary instruction Simulations Flexible Groupings Gamification Spreadsheet practice Business Simulations Peer Teaching	Discussion questions Application assessments Mastery/Challenge assessments Recycle assessments Exit tickets  Application Assessment 20-1, 20-2, 20-3, and 20-4 <i>(Analysis D1, D2, D3,D5)</i>  Mastery Assessment 20 <i>(Analysis D1, D2, D3,D5)</i>  Challenge Assessment 20 <i>(Analysis D1, D2, D3,D5)</i>  Recycle Assessment 20 <i>(Analysis D1, D2, D3, D5)</i>  Reinforcement Activity 3-Part A <i>(Analysis D1, D2, D3, D4, D5)</i>

*Suggested Resources: Century 21 South-Western Accounting 9E, student edition 17-24 working papers, and Reinforcement Activity 3-Part A*

## **Unit 6: Accounting for Accrued Revenue and Expenses**

**Introduction:** Students will analyze adjustments for accrued interest income and accrued interest expense. They will become knowledgeable about reversing entries.

### **Desired Outcome(s):**

#### **Students will be able to:**

- Define accounting terms related to accrued revenue and accrued expenses
- Identify accounting concepts and practices related to accrued revenue and accrued expenses
- Record adjusting, closing, and reversing entries for accrued revenue
- Record adjusting, closing, and reversing entries for accrued expenses

**CT Career and Technical Education Performance Standards and Competencies:** B.9, B.10, B.11, B.12

### **Common Core Standard(s):**

- CCSS-ELA 9-10.L.6, CCSS-ELA 11-12.L.6, CCSS-ELA 9-10.WHST.6., CCSS-ELA 11-12.WHST.6., CCSS-ELA 9-10.SL.2, CCSS-ELA 11-12.SL., CCSS-MATH CC.9-12.A.CED.1, CCSS-MATH CC.9-12.A.REI.1, CCSS-MATH CC.9-12.N.Q.1

### **Essential Question(s):**

- What is the definition of accrued revenue?
- How is the amount of accrued revenue determined?
- What is the process for recording and adjusting accrued revenue?

## LEARNING PLAN

LEARNING OBJECTIVES (Content and Skill)	INSTRUCTIONAL STRATEGIES	ASSESSMENTS
1. Record adjusting entries for accrued revenue 2. Record closing entries for accrued revenue 3. Record reversing entries for accrued revenue 4. Record adjusting entries for accrued expenses 5. Record closing entries for accrued expenses 6. Record reversing entries for accrued expenses	Direct Instruction Project-based learning Differentiated materials provided by the instructor Peer collaboration Vocabulary instruction Simulations Flexible Groupings Gamification Spreadsheet practice Business Simulations Peer Teaching	Discussion questions Application assessments Mastery/Challenge assessments Recycle assessments Exit tickets  Application Assessment 21-1, 21-2, and 21-3 <i>(Analysis D1, D2, D3,D5)</i>  Mastery Assessment 21 <i>(Analysis D1, D2, D3,D5)</i>  Recycle Assessment 21 <i>(Analysis D1, D2, D3,D5)</i>

***Suggested Resources:*** Century 21 South-Western Accounting 9E and student edition 17-24 working papers

## Unit 7: End-of-Fiscal-Period Work for a Corporation

**Introduction:** Students will record Departmental Purchases, Cash Payments, Sales, and Cash Receipts. They will calculate and record Departmental Payroll data.

### Desired Outcome(s):

#### Students will be able to:

- Define accounting terms related to financial statements for a merchandising business organized as a corporation
- Identify accounting concepts and practices related to financial statements and end-of-fiscal-period entries for a merchandising business organized as a corporation

**CT Career and Technical Education Performance Standards and Competencies:** C.15, C.16, C.17, F.20

### Common Core Standard(s):

- CCSS-ELA 9-10.L.6, CCSS-ELA 11-12.L.6, CCSS-ELA 9-10.WHST.6., CCSS-ELA 11-12.WHST.6., CCSS-ELA 9-10.SL.2, CCSS-ELA 11-12.SL., CCSS-MATH CC.9-12.A.CED.1, CCSS-MATH CC.9-12.A.REI.1, CCSS-MATH CC.9-12.N.Q.1

### Essential Question(s):

- Have all transactions been recorded and properly classified?
- Are all bank and other account reconciliations up to date?
- Are there any impairment considerations for assets?

## LEARNING PLAN

LEARNING OBJECTIVES (Content and Skill)	INSTRUCTIONAL STRATEGIES	ASSESSMENTS
1. Plan end-of-fiscal period adjustments for a merchandising business designed as a corporation 2. Calculate federal income tax, plan an adjustment for federal income tax expense, and complete a worksheet. 3. Prepare and analyze an income statement for a merchandising business organized as a corporation. 4. Prepare a statement of stockholders' equity for a merchandising business organized as a corporation 5. Prepare and analyze a balance sheet for a merchandising business organized as a corporation. 6. Record adjusting, closing, and reversing entries for a merchandising business organized as a corporation.	Direct Instruction Project-based learning Differentiated materials provided by the instructor Peer collaboration Vocabulary instruction Simulations Flexible Groupings Gamification Spreadsheet practice Business Simulations Peer Teaching	Discussion questions Application assessments Mastery/Challenge assessments Recycle assessments Exit tickets  Application Assessment 22-1, 22-2, 22-3, and 22-4 <i>(Analysis D1, D2, D3,D5)</i>  Mastery Assessment 22 <i>(Analysis D1, D2, D3,D5)</i>  Recycle Assessment 22 <i>(Analysis D1, D2, D3,D5)</i>  Reinforcement Activity 3-Part B <i>(Analysis D1, D2, D3, D4, D5)</i>

*Suggested Resources: Century 21 South-Western Accounting 9E, student edition 17-24 working papers and Reinforcement Activity 3-Part B*

## Unit 8: Accounting for Partnerships

**Introduction:** Students will learn the advantages and disadvantages of a partnership. The forming of partnerships, the distribution of net income, and also what happens when partnerships are dissolved. They will also calculate the distribution of partnership earnings.

**Desired Outcome(s):**

**Students will be able to:**

- Define accounting terms related to forming, dissolving, and distributing the earnings of a partnership
- Identify accounting concepts and practices related to forming, dissolving, and distributing the earnings of a partnership
- Journalize entries related to partnerships

**CT Career and Technical Education Performance Standards and Competencies:** C.15, C.16, C.17, D.18, D.19

**Common Core Standard(s):**

- CCSS-ELA 9-10.L.6, CCSS-ELA 11-12.L.6, CCSS-ELA 9-10.WHST.6., CCSS-ELA 11-12.WHST.6., CCSS-ELA 9-10.SL.2, CCSS-ELA 11-12.SL., CCSS-MATH CC.9-12.A.CED.1, CCSS-MATH CC.9-12.A.REI.1, CCSS-MATH CC.9-12.N.Q.1

**Essential Question(s):**

- How is the partnership structured, and what is the ownership distribution among partners?
- How are partner contributions and withdrawals accounted for?
- How are partner contributions and withdrawals accounted for?

### LEARNING PLAN

LEARNING OBJECTIVES (Content and Skill)	INSTRUCTIONAL STRATEGIES	ASSESSMENTS
1. Journalize entries related to forming, dissolving, and distributing the earnings of a partnership. 2. Calculate the distribution of partnership earnings. 3. Prepare a distribution of net income statement for a business organized as a partnership. 4. Prepare an owners' equity statement for a business organized as a partnership.	Direct Instruction Project-based learning Differentiated materials provided by the instructor Peer collaboration Vocabulary instruction Simulations Flexible Groupings Gamification Spreadsheet practice Business Simulations Peer Teaching	Discussion questions Application assessments Mastery/Challenge assessments Recycle assessments Exit tickets  Application Assessment 23-1, 23-2, 23-3, and 23-4 <i>(Analysis D1, D2, D3, D4, D5)</i>  Mastery Assessment 23 <i>(Analysis D1, D2, D3, D4, D5)</i>  Challenge Assessment 23 <i>(Analysis D1, D2, D3, D4, D5)</i>  Recycle Assessment 23 <i>(Analysis: D1, D2, D3, D4, D5)</i>

*Suggested Resources: Century 21 South-Western Accounting 9E and student edition 17-24 working papers*

## Unit 9: Recording International Sales

**Introduction:** Students will be able to identify accounting concepts and practices related to international and internet sales. How to record international and internet sales.

**Desired Outcome(s):**

**Students will be able to:**

- Define accounting terms related to international sales
- Identify accounting concepts and practices related to international sales

**CT Career and Technical Education Performance Standards and Competencies:** A.1, B.1, B.2, B.3, B.4, B.5, B.6, B.7, B.8, B.9, B.10, B.11, B.12, B.13, B.14, C.15, C.16, C.17

**Common Core Standard(s):**

- CCSS-ELA 9-10.L.6, CCSS-ELA 11-12.L.6, CCSS-ELA 9-10.WHST.6., CCSS-ELA 11-12.WHST.6., CCSS-ELA 9-10.SL.2, CCSS-ELA 11-12.SL., CCSS-MATH CC.9-12.A.CED.1, CCSS-MATH CC.9-12.A.REI.1, CCSS-MATH CC.9-12.N.Q.1

**Essential Question(s):**

- What is the currency of the international sales transactions?
- How are the exchange rates determined for recording international sales?
- What is the impact of changes in exchange rates on international sales?

### LEARNING PLAN

LEARNING OBJECTIVES (Content and Skill)	INSTRUCTIONAL STRATEGIES	ASSESSMENTS
1. Record transactions of international sales 2. Record transactions for internet sales .	Direct Instruction Project-based learning Differentiated materials provided by the instructor Peer collaboration Vocabulary instruction Simulations Flexible Groupings Gamification Spreadsheet practice Business Simulations Peer Teaching	Discussion questions Application assessments Mastery/Challenge assessments Recycle assessments Exit tickets  Application 24-1 and 24-2 (Analysis D1, D2, D3, D4, D5)  Mastery 24 (Analysis D1, D2, D3, D4, D5)  Challenge 24 (Analysis D1, D2, D3, D4, D5)  Recycle 24 (Analysis D2, D3)

*Suggested Resources: Century 21 South-Western Accounting 9E and student edition 17-24 working papers*