

CHAPTER 22

LESSON PLANS

Merchandise Pricing and Costing

Section 22.1 (pp. 696–709)

OBJECTIVES

- How to calculate selling price
- How to identify variable and fixed costs
- How to determine effective pricing

STATE/LOCAL OBJECTIVES

Focus

- _____ Motivation, p. TM 281
- _____ Prereading, p. TM 281
- _____ Springboard, TAE, p. 697
- _____ Topic Spotlight, p. TM 280
- _____ PowerPoint Presentation

Independent Practice

- _____ Independent Practice, p. TM 281
- _____ Student Activity Workbook

Extending the Content

- _____ Extension, TAE, p. 699
- _____ Internet Extension, p. TM 279
- _____ Additional Resources, p. TM 280

Teach

Guided Practice

- _____ Guided Practice, p. TM 281
- _____ Standard & Poor's Q & A, TAE p. 696
- _____ Cooperative Learning, TAE, p. 698
- _____ What's Your Financial ID?, TAE, p. 698
- _____ Predict, TAE, p. 700
- _____ Critical Thinking, TAE, p. 700
- _____ Discussion, TAE, p. 701
- _____ Careers in Finance, TAE, p. 701, p. TM 281
- _____ Common Cents, TAE, p. 702, p. TM 281
- _____ Standard & Poor's Case Study, TAE, p. 703
- _____ International Finance, TAE, p. 704, p. TM 281
- _____ Academic Connection, TAE, p. 705
- _____ Reinforcement, TAE, p. 706
- _____ Math Problem, TAE, p. 707
- _____ Respond, TAE, p. 708
- _____ Critical Thinking, TAE, p. 709
- _____ Answers to Reading Strategies, p. TM 285
- _____ Answers to Standard & Poor's Case Study, p. TM 285

Assess

Reteaching

- _____ Reteaching, p. TM 282

Enrichment

- _____ Enrichment, p. TM 282
- _____ Enrichment/Application, p. TM 279

Assessment

- _____ Section 22.1 Assessment, TAE, p. 709, p. TM 282
- _____ Section 22.1 Assessment Answers, p. TM 283

Close

- _____ Close, p. TM 282

Homework Assignments

M _____ TH _____

T _____ F _____

W _____

Teacher's Name _____ Date _____

Class _____ Week _____ M T W TH F

CHAPTER 22

LESSON PLANS

Merchandise Pricing and Costing

Section 22.1 (pp. 696–709)

Internet Sites

Lesson Strategies

Equipment and Special Materials Needed

Homework Assignments

M _____	TH _____
T _____	F _____
W _____	

CHAPTER 22	LESSON PLANS
-------------------	---------------------

Planning for Growth

Section 22.2 (pp. 710–719)

OBJECTIVES

- How to describe common forms of business growth
- How to discuss profit planning
- How to calculate target profit
- How to calculate margin of safety

STATE/LOCAL OBJECTIVES

Focus

- _____ Motivation, p. TM 282
- _____ Prereading, p. TM 282
- _____ Springboard, TAE, p. 710
- _____ PowerPoint Presentation

Assess

Reteaching

- _____ Reteaching, p. TM 283

Enrichment

- _____ Enrichment, p. TM 283

Assessment

- _____ Section 22.2 Assessment, TAE, p. 717, p. TM 283
- _____ Section 22.2 Assessment Answers, p. TM 284

Chapter 22 Assessment, TAE, p. 718

- _____ Chapter Summary
- _____ Understanding and Using Vocabulary
- _____ Review Key Concepts
- _____ Apply Key Concepts
- _____ Problem Solving Today
- _____ Real-World Application
- _____ Finance Online
- _____ Chapter 22 Assessment Answers, p. TM 284

Testing

- _____ Chapter 22 Reproducible Test, *Teacher's Resource Binder*

Close

- _____ Close, p. TM 283

Teach

Guided Practice

- _____ Guided Practice, p. TM 282
- _____ Critical Thinking, TAE, p. 710
- _____ Connect, TAE, p. 710
- _____ Discussion, TAE, p. 711
- _____ Question, TAE, p. 711
- _____ Savvy Saver, TAE, p. 711, p. TM 283
- _____ Math Problem, TAE, p. 712
- _____ Math Problem, TAE, p. 712
- _____ Cooperative Learning, TAE, p. 715
- _____ Your Financial Portfolio, TAE, p. 716
- _____ Reinforcement, TAE, p. 717
- _____ Answers to Reading Strategies, p. TM 285

Independent Practice

- _____ Independent Practice, p. TM 282
- _____ Student Activity Workbook

Extending the Content

- _____ Extension, TAE, p. 711
- _____ Extension, TAE, p. 711

Homework Assignments

M _____	TH _____
T _____	F _____
W _____	

Teacher's Name _____ Date _____

Class _____ Week _____ M T W TH F

CHAPTER 22

LESSON PLANS

Planning for Growth

Section 22.2 (pp. 710–719)

Internet Sites

Lesson Strategies

Equipment and Special Materials Needed

Homework Assignments

M _____	TH _____
T _____	F _____
W _____	