Learning Activity
~ Problem-based Learning (PBL) Design Tool ~

Activity Title: Teamwork with Concessions

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Focus/Goals/Objectives: The learner will work with three other students on a team project. The learner will be exposed to the many areas that encompass running a concession stand. The learner will decide what items to sell/how much to purchase and figure total cost. The learner will decide upon prices to charge given costs of items. The learner will compute a break-even point and profit. The learner will decide who will complete the following duties, as each person will be responsible for one item. The learner will create an advertisement flyer. The learner will create a business card. The learner will create an attractive way to post prices of all items sold. Given hours open, the learner will create a work schedule inside a table. As a team, the learner will create a PowerPoint explaining the process of running a concession stand, feature their business card, flyer, and price list, and explain how break-even and profit are computed.

What type of course(s) would this activity be best suited for: business management, entrepreneurship

What concepts could be incorporated from Science, Technology, Engineering, and Math?

Science	Technology	Engineering	Math
	Use of computer to create flyer, business card, table, and PowerPoint.		Addition Subtraction Multiplication Division Decimals Formulas

Pre-requisite Knowledge: Keyboarding, general math skills, skills in desktop publishing, PowerPoint, and creating tables, working with formulas in Excel

Time Required

Materials: Price list for cost of items to be selected to sell, examples of business cards, flyers, price lists, work schedules. Examples of break-even process and figuring profits done in Excel

Method: Lecture, example, application

(RTW) Business and Industry Connection(s) - Context:
Gaining knowledge of break-even and profits.
Decision-making.
Teamwork.

Knowledge-Skills-Attitudes (KSA) of the PBL Activity: General Knowledge of keyboarding and skills in formatting table. Skills in desktop publishing and PowerPoint. Math skills capable of completing mark up/break-even/profit/total cost. Ability to make decisions, work with other people, and complete assigned tasks.

Knowledge: Business math, MS Office suite usage, entrepreneurship, economics

Skills: Organization, interpersonal communications, scheduling, operations, delegation, presentations, salesmanship, attention-to-detail, marketing

Attitudes: Display teamwork, professionalism, and customer service

Resources for the KSAs: Future Business Leaders of America format guide, sample business cards, flyers and products lists. Sample work up of break-even, total costs, and profits.

Future Business Leaders of America website: http://www.fbla-pbl.org/

Assessment Strategies: Grading by others students on degree of production in project. Grade on creativity and proper information on business card, flyer, and price list. Grading math skills for accuracy on break-even/ total costs/ profit. Grade on table for proper format and information. Grading time used in class. Grade on final PowerPoint presentation.

Reflection and Debriefing: The learner will group with other students not in their work group and discuss problems/ways of working through the problems/amount of profit/what they will remember most. Groups will share with entire class and create a master list of the above items.

Evaluation of the Activity and the KSAs: The completed production work by the students will be evaluated for creativity, teamwork, time usage, and accuracy. The reflection process will be used to recall processes of teamwork and communication.

References: http://www.fbla-pbl.org/

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