

LESSON PLANNING

MODULE TITLE	Cost-Revenue-Profit Target : 2 [^] liceo delle Scienze Umane
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TOPIC of lesson	Cost-Revenue-Profit
TIME	
CONTENT	Pre- requisite on how to draw and read a graph
LEARNING OUTCOMES	Students understand the benefits of costs analysis in running an enterprise, learn the strategies to increase profit; learn the different costs involved in a business.
LANGUAGE FUNCTIONS	<ul style="list-style-type: none"> ▲ - information gathering ▲ - organizing information in a graph, being able to describe it and label it ▲ - Being able to describe the different costs of a business
LANGUAGE STRUCTURES	Being able to talk about costs, revenue and profit; being able to describe a graph.
VOCABULARY	List of key words proposed by the teacher and by the students with the Italian translation or with their definition given in English . The study of new vocabulary is proposed through pictures and graphs
ACTIVITIES and SKILLS INVOLVED	<ol style="list-style-type: none"> 1) To raise interest: each student has a picture; they work in pairs, one has to describe the picture and the other has to guess. 2) A blank bank statement is provided to each student; they have to label the words given thinking which are deposits (resulting from income) and which are withdrawals (which are expenses). 3) Reading activity. Students must read the document ; they translate it, noting down the words they have to look for in the dictionary. 4) Content activity: Students must calculate revenue, variable and fixed costs, total costs and profit, using formula learned in the text. Students solve the exercises about the text 5) Writing activity: Students write some suggestions to increase profit. 6) Listening activity. Students watch a video noting down data ; then they draw a graph according with the given data. 7) http://www.youtube.com/watch?v=0_Suzk6hCiw&list=PL6A235016A6CC8B36&index=11&feature=plpp_video 8) written test 9) Test are given back and students write a self assessment
ASSESSMENT	See the test and the self assessment documents