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| **TEXAS CTE LESSON PLAN**[www.txcte.org](http://www.txcte.org) |
| **Lesson Identification and TEKS Addressed** |
| **Career Cluster** | Finance |
| **Course Name** | Accounting I |
| **Lesson/Unit Title** | Evaluating and Projecting |
| **TEKS Student Expectations** | **130.187 (c) Knowledge and Skills**(13) The student accesses, processes, maintains, evaluates, and disseminates financial information to assist business decision making. (A) The student is expected to use accounting technology, including discussing the use of data mining and integrating technology into accounting(C) The student is expected to create a clear and coherent oral presentation that analyzes the results of an accounting simulation covering an accounting cycle and includes the use of correct grammar, spelling, punctuation, and citation of resource materials |
| **Basic Direct Teach Lesson**(Includes Special Education Modifications/Accommodations and one English Language Proficiency Standards (ELPS) Strategy) |
| **Instructional Objectives** | **Performance Objective:**Upon completion of this lesson, students will demonstrate skill in making projections for future business success using current accounting information.**Behavioral Objectives**:* Project sales and net income for future fiscal periods.
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| **Rationale** | The ability to estimate future revenue and net income of a company is important in the budgeting process, but because of so many different influences on company income and expenses, it can be challenging to develop accurate future-period estimates. This lesson will show how to how to make the best projections possible for future business success from a successful owner of a business using current accounting information. |
| **Duration of Lesson** | Teacher’s Discretion |
| **Word Wall/Key Vocabulary***(ELPS c1a,c,f; c2b; c3a,b,d; c4c; c5b) PDAS II(5)* |  |
| **Materials/Specialized Equipment Needed** | **Materials:** * Textbook
* Guest Speaker Rubrics

**Equipment:*** Spreadsheet software
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| **Anticipatory Set**(May include pre-assessment for prior knowledge) |  |
| **Direct Instruction \*** | Have a guest speaker from a successful ice cream shop answer student questions so students can create projections for the future success of the speaker’s business. |
| **Guided Practice \*** |  |
| **Independent Practice/Laboratory Experience/Differentiated Activities \*** | **Activity 6.3.1 – Guest Speaker**Purpose: Gain knowledge from a guest speaker in how to make projections for future business success.Ask students to consider what type of things they need to know to make a projection on how the business will succeed (or not) in the next six months. Have the class work together to prepare some questions to ask a guest speaker from an ice cream shop. Some ideas for questions:* What are the slowest months in sales?
* What months are the best months in sales?
* What item is your best seller?
* What types of promotions seem to have the greatest impact on your sales?
* Looking at our current income statement, how would you project our net income for the next six months?
* What advice would you give someone just starting out in the ice cream shop business?

**Activity 6.3.2 – Making Income Projections**Purpose: Demonstrate skill in making income projects for future fiscal periods.Have students use the information from the guest speaker to create a spreadsheet projecting sales/net income for the next six months. Have them create a one-page report to accompany a print of the spreadsheet, summarizing and explaining the projection of the anticipated progress of this new business. |
| **Lesson Closure** |  |
| **Summative / End of Lesson Assessment \***  | * Observation
* Graded Assignments
* Rubrics
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| **References/Resources/****Teacher Preparation** | Textbooks: * Guerrieri, Donald J., Haber, Hoyt, Turner. Glencoe Accounting Real-World Applications and Connections. Glencoe McGraw-Hill, 2000. ISBN/ISSN 0-02-815004-X.
* Ross, Kenton, Gilbertson, Lehman, and Hanson. Century 21 Accounting Multicolumn Journal Anniversary Edition, 1st Year Course. South-Western Educational and Professional Publishing, 2003. ISBN/ISSN: 0-538-43524-0
* Ross, Kenton, Gilbertson, Lehman, and Hanson. Century 21 General Journal Accounting Anniversary Edition, 7th Edition. South-Western Educational and Professional Publishing, 2003. ISBN/ISSN: 0-538-43529-1.

Business Partners:* Ice Cream Business Manager or Owner
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| **Additional Required Components** |
| **English Language Proficiency Standards (ELPS) Strategies** |  |
| **College and Career Readiness Connection[[1]](#footnote-1)** |  |
| **Recommended Strategies** |
| **Reading Strategies** |  |
| **Quotes** |  |
| **Multimedia/Visual Strategy****Presentation Slides + One Additional Technology Connection** |  |
| **Graphic Organizers/Handout** |  |
| **Writing Strategies****Journal Entries + 1 Additional Writing Strategy** |  |
| **Communication****90 Second Speech Topics** |  |
| **Other Essential Lesson Components** |
| **Enrichment Activity**(e.g., homework assignment) |  |
| **Family/Community Connection** |  |
| **CTSO connection(s)** | * Business Professionals of America
* Future Business Leaders of America
 |
| **Service Learning Projects** |  |
| **Lesson Notes** |  |

1. Visit the Texas College and Career Readiness Standards at <http://www.thecb.state.tx.us/collegereadiness/CRS.pdf>, Texas Higher Education Coordinating Board (THECB), 2009. [↑](#footnote-ref-1)