

Lab Framework

Text: Unit 16

Unit number and title:

Short Description: Support the teaching and learning of Business Analysis and Sales Forecasting by using Linear Equation

Developed by: Chiquita Crews

Contact Information: (ccrews@tacoma.k12.wa.us)

Date: June 28, 2011

Sales Forecast

LAB PLAN

TEACHER: Teacher Prep/ Lesson Plan

- **Lab Objective**

Look at past figures of sales, look carefully at the data in the table, what if any trends seem to exist in the data, what explanation can they offer for the trends they identify, evaluate the importance of accurate forecasting

- **Statement of pre-requisite skills needed** (i.e., vocabulary, measurement techniques, formulas, etc.)

Vocabulary: Linear Equation

Coefficient

Variable

- **Vocabulary**

- **Materials List**

- **State Standards addressed**

Math:

A1.1.A Select and justify functions and equations to model and solve problems

Reading:

2.1.5-Apply comprehension monitoring strategies for informational and technical materials, complex narratives, and expositions: synthesize ideas from selections to make predictions and inferences

3.1.1-Analyze web-based and other resource materials (including primary and secondary sources) for relevance in answering research questions.

Communication;

2.2.2- Applies skills and strategies to contribute responsibly in a group setting

Writing:

3.3-Knows and applies writing conventions appropriate for the grade level.

- **Leadership Skills**

Students work in groups of two that must communicate, collect and analyze data in a timely manner.

- **SCAN Skills/Skills for the 21st Century**

Writing

- B. Records information completely and accurately

Arithmetic

- A. Perform basic computations

D. Uses tables, graphs, diagrams, and charts to obtain or convey quantities

- **Set-up information**

Lab is the 2nd part of 2 day process of Sales Forecasting or Projection. In this event, students in groups of 2 must do the following:

1. Create a 2 column table of data depicting 3 months of past sales of their favorite company
2. Analyze the data in the table to recognize trends
3. Give 2 reasons to support the growth or decline
4. Write a formula using linear equation forecasting the next month

This lab is a prelude to our discussion for Projecting the Annual Sales for their Student Store. As time permits students may also do a projection of their grades.

- **Lab organization**(-Grouping/leadership opportunities/cooperative learning expectations; -**Timeline required**)

Day 1-Introduce Lab, Review Vocabulary, Begin Data Collection, R&D

Day 2-Create table, allow time to write formula. At the beginning of each

day, a few minutes (5) is used for instruction pertaining to calculations.

Individual questions are encouraged.

- **Teacher Assessment of student learning** (scoring guide, rubric)

Your lab report will be graded on the following criteria:

- | | |
|---|-------|
| 1. Create a 2-column table, grided lines with heading | 10pts |
| 2. 3 months of past sales data | 20pts |
| 3. Write accurate formula | 10pts |
| 4. Solve equation | 10pts |
| 5. Give 2 reasons for growth/decline | 10pts |

Total Points

60pts

- **Summary and Reflection of learning:** 20pts

1. As an investor, state 2 reasons why you will invest/not invest in your company -recommendations(10pts)
2. How can you use/transfer this experience to help analyze information in your everyday life (10pts)

- **Optional activities**

Brainstorm recommendations for ways to meet projected sales at our student store, student grades etc.

- **Career Applications**

Workplace skills of time and task management

LAB TITLE: _____

STUDENT INSTRUCTIONS:

- **Statement of problem addressed by lab**
- **Grouping instructions and roles**
- **Procedures** – steps to follow/instructions
- **Outcome instructions**
- **Assessment instructions** (peer-teacher)

Washington Applied Math Council

<https://wa-appliedmath.org/>

Lab Data Collection

Student: _____ Date: _____

Unit: _____

Lab Title:

Criteria: Write the problem/objective in statement form

Data Collection: Record the collected/given data

Calculations: Complete the given calculations to solve for an answer(s)

Summary Statement:

Other Assessment(s)

Washington
Applied
Math
Council

<https://wa-appliedmath.org/>