

BIZWORLD®

Version 4.0

Online Resources

Part D: Sales

| | |
|--|-----|
| Memo: Setting Up Your Store for Success | 1 |
| Graphing Sales Data | 2 |
| Memo: Company Profit vs. Company Ownership | 3 |
| Memo: Company Profit vs. Company Ownership KEY | 4 |
| Short Answer Assessment Questions | 5 |
| My Own Biz | 6-7 |

Graphing Sales Data

1. Record the sales results of each company in the table below.

| Company Name | # of Product Sold |
|--------------|-------------------|
| | |
| | |
| | |
| | |
| | |
| | |
| | |

2. The total number of combined products sold is _____.
3. Make a bar graph that illustrates the number of products sold by each company.

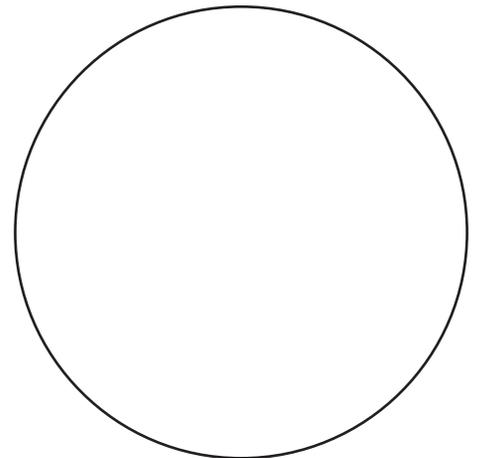
| | | | | | | |
|--|--|--|--|--|--|--|
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |

of products sold

Company Name

4. Make a pie graph showing how each company's sales contributed to the total number of products sold in your class.

| Company Name | # Sold | % of Total |
|--------------|--------|------------|
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |



Memo 12: Company Profit vs. Company Ownership Key



Memo 12: Company Profit vs. Company Ownership

Name _____ Date _____

The Friends First Bracelets Company has been profitable for the past several years. As the Founder and President of the company, Steve owns 80 of the 100 shares of stock in the company. The company was recently valued at \$150,000.00 (one hundred fifty thousand dollars).

Bracelets Unlimited, Inc. is another successful company in the friendship bracelet industry. Bracelets Unlimited was founded by Laurie who recently sold the company but still owns 300 of the 1000 shares of stock in the company. The company was recently valued at \$600,000.00 (six hundred thousand dollars).

1. Which individual, Steve or Laurie, currently has a larger dollar value based upon ownership in the company they founded?

Laurie has a greater value.

Laurie's Value = $(300/1,000) (\$600,000.00) = \$180,000.00$

Steve's Value = $(80/100) (\$150,000.00) = \$120,000.00$

2. Which individual currently has a greater influence on the future direction of the company they founded? Explain how you made this conclusion in the space below.

Steve has a greater influence.

Steve owns a majority share of stock in his company and is the current president.

Assessment Short Answer Questions

Name _____ Date _____

The following are supplemental questions to provide extra insight into your students' BizWorld experience. They are meant to be used in conjunction with the Pre- and/or Post-Assessment, but they could also be used as a type of formative assessment throughout the program.

Instruct your students to answer the following questions using complete sentences.

Suggested for Pre-Assessment and/or Post-Assessment:

- Why is it important for a business to keep track of its finances?
- What makes a business successful?
- Many people start their own business because they want to “be their own boss.” Do you think “being your own boss” is harder or easier than working for someone else?
- What do you think are the most important qualities/characteristics of a good team member? Why?
- Do you think all business owners are rich? Explain why or why not.

Suggested for Post-Assessment:

- If you were to start your own business, explain how you would fund the company. Provide reasons to support your answer.
- If you could have any job in a company, what would it be and why?
- If you were a venture capitalist, what kind of companies would you invest in? Explain.

My Own Biz

Become an Entrepreneur! Be Your Own Boss!

Now that you have learned how to start and run a business, you can begin developing your own real business outside of the classroom and become an entrepreneur. Use what you have learned in BizWorld and go through the four parts of the entrepreneurial cycle to help you develop your business.

The Basics

1. What is your product?
2. What is unique about your product and why will people buy it?
3. Describe your customer.
4. Describe your competition.

Draw a picture of the product or service of your company makes or provides.



My Own Biz continued

STEP 1- Design

1. It will take me _____ days to create a prototype of my product.
2. My product will cost \$ _____ to produce.
3. How do you expect to fund your business? _____

STEP 2- Manufacturing

1. Will you use job shop or assembly line approach to make your product?

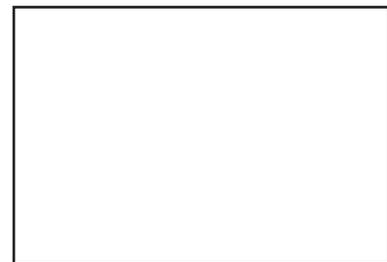
2. How many products will you be able to produce in a day? A week? A year?

STEP 3- Marketing

1. What is your slogan, motto, and logo?

Slogan: _____

Motto: _____



Logo

2. How will you promote your product? Circle all that apply:

flyers mailings posters commercials

other _____

3. Describe the packaging of your product:

STEP 4- Sales

1. I will charge customers \$ _____ for my product.
2. Where will you sell your product? _____
3. I expect to make \$ _____ in revenue per year.
4. I expect to make \$ _____ in profit per year.