**Marketing/Entrepreneurship**

Lessons for the Week **3/11 – 3/15**

***BLK 3—Week #8***

**Mon. 3/11**: 1. Discuss the **Dress Rehearsal** expectations for Fri. 3/22, rubric @ website, (400 pts

 day—200/200), last grades of the marking period

 2. Let’s talk **Mission Statements**—what is SMSA’s Mission? How about Starbucks?

 Nike? REI? Patagonia? Dairy Queen? \*written in notebook, I suggest spying on the competition

 to help you!

**Homework**: 1.) Mission Statement (written clearly in your notebook) DUE: Tues. 3/12, stand/share

**Tues. 3/12**: 1. Introduce yourself, share your mission statement with us

 2. Intro. to **COGS/EOU** \*must be able to name your unit of sale by next Wed. 3/13

**Homework**: 1.) Stand & Name your EOU DUE: Wed. 3/13 100 pts

**Wed. 3/13**: 1. ***Stand/share EOU***

2. Write out everything needed for **your EOU in your notebook**—materials and

 labor (time), check out EOU Slide Handout (form to use to calculate your unit) @ website,

 open/save, type the name of your unit on the top

3. Let’s talk wholesale pricing & how to find it—we will practice

**Homework**: 1.) EOU for your business (slide from website) DUE: Mon. 10/18 \*\*\*lots of research to get it right

**Thurs. 3/14**: 1. Work on **EOU Handout** slide DUE: printed in class Mon. 3/18

**Homework**: 1.) EOU for your business (slide from website) DUE: Mon. 10/18 \*\*\*lots of research to get it right

**Fri. 3/15**: 1. Work on **EOU Handout** slide DUE: printed in class Mon. 3/18

**Homework**: 1.) EOU for your business (slide from website) DUE: Mon. 10/18 \*\*\*lots of research to get it right

Dress Rehearsal next Fri. 3/22—be prepared!