

# LESSON 08

## BUSINESS EXPENSES PART I

### Overview:





Students will understand the following terms: **start-up expenses**, **fixed expenses**, and **variable expenses**. These terms are easily confused. Ensure that students are mastering each definition before moving on. After students understand each term, connect all three terms together so students understand how they are different and how they relate.

**Duration:** 50/minutes

### Objective:

- ✓ Identify and define 3 expense types: start-up, fixed, and variable.

### Materials:

-  Lesson Slide Deck
-  Student Workbooks
-  Pencil or Pen
-  Optional: Computer for final presentation deck.

### Beforehand:

- Gather Student Workbooks
- Review Lesson, Slide Deck, and Teacher Notes

### Notes:

### Teacher Notes:

Students will be continuing to develop concepts of their real food business plan. The information they are developing will be used in their final presentation. You may choose to have student groups work directly on their final presentation deck in PowerPoint or Google Slides.

### Lesson Vocabulary:

- **Start-Up Expenses:** Expenses that a business owner needs to pay before they can provide their product or service
- **Fixed Expenses:** Expenses that a business owner needs to pay on a regular basis even if they don't sell any products or services for an entire month
- **Variable Expenses:** Expenses that a business owner needs to pay to create their product or service

## INTRODUCTION (10 minutes)

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1. If needed, ask for a student to raise their hand and restate the design challenge set forth during the first lesson. Ensure that students can articulate the design challenge concept.
2. After you've reintroduced the design challenge, instruct students to open their Student Workbooks to Lesson 8. Review today's Essential Questions and let your students know that we will be working on today's Bell Ringer.
3. Give students 5 minutes to complete the Bell Ringer.
4. In today's Bell Ringer, students will brainstorm a list of expenses for a sample real food business.
5. After 5 minutes have passed, ask for 1-2 students to raise their hands and share their answers.
4. Remind students to reference lessons 5 and 7 for specifics on their real food business concepts.
5. Give students 20 minutes to complete Steps 2 and 3 in their working groups.

## CLASSROOM LESSON (30 minutes)

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1. Review lesson vocabulary with students: **start-up expenses**, **fixed expenses**, and **variable expenses**. Ensure that students understand these concepts. Project the definitions or write them on the whiteboard, if needed.
2. Have students complete Step 1 in their Student Workbooks. Give students 10 minutes to complete this task. Review answers as a class.
3. After 10 minutes have passed, break students into their working groups and let them know they will now begin working on Steps 2 and 3, which will ask student groups to develop a timeline and then a basic supply chain for their real food business concepts.

## STUDENT REFLECTION (10 minutes)

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1. After 20 minutes have passed, let students know they will now be doing a pair-and-share for feedback on their supply chains.
2. Have students pair with someone from another group. Give pairs 10 minutes to complete Step 4 in their Student Workbooks.

## Standards Alignment:

\*See Real Food Lab Standards Alignment for additional details on each standard.

### Entrepreneurship 9th - 12th Grade

- Entrepreneurial Processes - Discovery: A.08
- Entrepreneurial Process - Concept Development: A.09, A.11, A.16
- Entrepreneurial Process - Resourcing: A.23
- Entrepreneurial Process - Actualization: A.24, A.31, A.34
- Entrepreneurial Traits/Behaviors - Leadership: B.02, B.03, B.04, B.05, B.06, B.07, B.08
- Entrepreneurial Traits/Behaviors - Personal Assessment: B.12, B.14, B.15, B.16
- Entrepreneurial Traits/Behaviors - Personal Management: B.18, B.19, B.20, B.21, B.22, B.24, B.26, B.27
- Communication and Interpersonal Skills - Fundamentals of Communication: D.02, D.03, D.08, D.11
- Communication and Interpersonal Skills - Group Working Relationships: D.25, D.26
- Business Functions - Pricing: L.33, L.34, L.37

### Common Core State Standards 9th - 10th Grade

- ELA- Writing: W.9-10.2, W.9-10.4, W.9-10.7
- ELA- Speaking and Listening: SL.9-10.1, SL.9-10.3, SL.9-10.4
- ELA - Language: L.9-10.1, L.9-10.2, L.9-10.6
- Math Practice - MP.1, MP.2, MP.4, MP.5

### Common Core State Standards 11th - 12th Grade

- ELA - Writing: W.11-12.2, W.11-12.4
- ELA - Speaking and Listening: SL.11-12.1, SL.11-12.3, SL.11-12.4
- ELA - Language: L.11-12.1, L.11-12.2, L.11-12.6
- Math Practice - MP.1, MP.2, MP.4, MP.5