

Sales Performance

This activity is designed to promote proper sales performance and to teach students how to properly give change after a sale.

MATERIALS/SUPPLIES

Various items to be used for the sales transactions (to be returned to proper owners), "Sticky Notes" or tie-on sales tags, play money, calculator

Activity

- Collect various items from the classroom and/or students (such as, pen, notebook, marker, stapler, ruler, tape dispenser, etc.)
- Attach "price tags" to each item either using "Sticky Notes" or tie-on sales tags.
- Discuss with the class behavior that should be exercised by a cashier (smile and greet customer, have a pleasant and helpful attitude, suggestions for add-on or upgraded sales, thank the customer and ask him/her to come again, etc.)
- Choose two students and have student #1 play the role of the cashier first.
- Give the students play money for the cash fund and to make purchases.
- Have student #2 choose a few items to purchase and pay the cashier with play money.
- Student #1 will return the proper amount of change to student #2.
- Have the students switch roles.
- Continue the activity until all students have practiced the role of cashier.

EVALUATION

The students will be evaluated on using proper "cashier behavior" and ability to make change.

Subject

Language Arts
Math

Concept

Self-Evaluation

Grade Level

9 - 12

National Career Guidelines

Goal
PS2

Develop positive interpersonal skills including respect for diversity.

Type of Activity

Teams of Two

Related Occupations

Sales Clerk
Teacher