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.