

Subject: BBB4M		Grade: 12
Teacher: Alex Chen	Duration: 180 minutes	Lesson No: 3.5
Unit #: 3	Topic: Logistics in International Business	

Overall Expectations (*Directly from The Ontario Curriculum*)

1. Demonstrate an understanding of the logistics of, and challenges associated with, distribution to local, national, and international markets.

Specific Expectations (*Directly from The Ontario Curriculum*)

- 1.1. Compare the logistics of delivering a product to a local, a national, and an international market.
- 1.2. Describe the key factors that influence the ways in which a company may deliver its product to an international market.
- 1.3. Compare the advantages and disadvantages of different modes of transportation for distributing a product to different world markets.

Learning Skills (*Where applicable*):

- Independent Work – Students self-study before and after class.
- Responsibility – Students must finish Glossary quiz and Check Your Understanding quiz before class.
- Initiative – Students are encouraged to ask questions during the Q&A session.
- Collaboration – Students will work in groups for the final production activity.

Learning Goals (*What do I want the students to know and/or be able to do?*)

- Today you will:
1. Compare the logistics of delivering a product to a local, a national, and an international market.
 2. Describe the key factors that influence the ways in which a company may deliver its product to an international market.
 3. Compare the advantages and disadvantages of different modes of transportation for distributing a product to different world markets.

Success Criteria

*(Based on the application, how will I know students have learned what I intended?)
(Recording Devices: anecdotal record, checklist, rating scale, rubric)*

- By the end of class:
1. I can explain the factors that influence the type of transportation an international company uses.
 2. I can explain the pros and cons of different transportation methods.

Materials and Resources

PPT presentation
Textbook: Fundamentals of International Business

Lesson Structure and Activities

Independent Work													
Timing	Lesson												
50 minutes	<p><u>Textbook Work</u></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="background-color: black; color: white;">Learning Objective</th> <th style="background-color: black; color: white;">Textbook Pages</th> <th style="background-color: black; color: white;">Questions</th> </tr> </thead> <tbody> <tr> <td>1. Compare the logistics of delivering a product to a local, a national, and an international market</td> <td style="text-align: center;">Section 9.1 Defining Logistics</td> <td>1. What are some differences between international and domestic logistics? 2. What's the difference between forward logistics and reverse logistics?</td> </tr> <tr> <td>2. Describe the key factors that influence the ways in which a company may deliver its product to an international market</td> <td style="text-align: center;">Section 9.2 Understanding Supply Chain Management (Skim this section)</td> <td>3. What is supply chain management? 4. Compare the benefits of vertical integration and horizontal integration. 5. How does a just-in-time inventory system reduce storage costs? 6. What are some common activities that companies outsource?</td> </tr> <tr> <td>3. Compare the advantages and disadvantages of different modes of transportation for distributing a product to different world markets</td> <td style="text-align: center;">Section 9.3 Methods of Physical Distribution</td> <td>7. What are some factors businesses think about to decide how to transport their products? 8. Compare the pros and cons of the 5 common ways of transportation for international shipping.</td> </tr> </tbody> </table>	Learning Objective	Textbook Pages	Questions	1. Compare the logistics of delivering a product to a local, a national, and an international market	Section 9.1 Defining Logistics	1. What are some differences between international and domestic logistics? 2. What's the difference between forward logistics and reverse logistics?	2. Describe the key factors that influence the ways in which a company may deliver its product to an international market	Section 9.2 Understanding Supply Chain Management (Skim this section)	3. What is supply chain management? 4. Compare the benefits of vertical integration and horizontal integration. 5. How does a just-in-time inventory system reduce storage costs? 6. What are some common activities that companies outsource?	3. Compare the advantages and disadvantages of different modes of transportation for distributing a product to different world markets	Section 9.3 Methods of Physical Distribution	7. What are some factors businesses think about to decide how to transport their products? 8. Compare the pros and cons of the 5 common ways of transportation for international shipping.
Learning Objective	Textbook Pages	Questions											
1. Compare the logistics of delivering a product to a local, a national, and an international market	Section 9.1 Defining Logistics	1. What are some differences between international and domestic logistics? 2. What's the difference between forward logistics and reverse logistics?											
2. Describe the key factors that influence the ways in which a company may deliver its product to an international market	Section 9.2 Understanding Supply Chain Management (Skim this section)	3. What is supply chain management? 4. Compare the benefits of vertical integration and horizontal integration. 5. How does a just-in-time inventory system reduce storage costs? 6. What are some common activities that companies outsource?											
3. Compare the advantages and disadvantages of different modes of transportation for distributing a product to different world markets	Section 9.3 Methods of Physical Distribution	7. What are some factors businesses think about to decide how to transport their products? 8. Compare the pros and cons of the 5 common ways of transportation for international shipping.											
15 minutes	<p><u>Glossary Quiz</u></p> <ul style="list-style-type: none"> • Study the glossary on Moodle • Then do the glossary quiz on Moodle before class 												
15 minutes	<p><u>Check Your Understanding Quiz</u></p> <ul style="list-style-type: none"> • Do this quiz after you do the textbook work. 												
10 minutes	<p><u>Exit Card</u></p> <ul style="list-style-type: none"> • Do this short survey after class. 												
During Class													
Timing	Lesson												
10 minutes	<p><u>Announcements</u></p> <p>Slide: Announcements</p> <ul style="list-style-type: none"> • Teacher will go over announcements related to the course. 												
15 minutes	<p><u>Review + Warmer</u></p> <p>Slide: Review + Warmer Discussion</p> <ul style="list-style-type: none"> • Students will be put into groups to discuss the review and warmer questions. • Teacher will ask some students to share their answers with the class. 												
15 minutes	<p><u>Homework Q&A</u></p> <p>Slide: Homework Q&A</p> <ul style="list-style-type: none"> • Students will be required to ask some questions about the homework to encourage deeper thinking and to clarify understanding for the class 												

15 minutes (cumulative 55 mins)	<p><u>Example Exam Questions</u></p> <p>Slide: Example Exam Questions</p> <ul style="list-style-type: none"> • Students will be put into groups to discuss the example exam questions. • Teacher will ask some students to share their answers with the class.
30 minutes	<p><u>Final Production</u></p> <p>Slide: Group Presentation</p> <ul style="list-style-type: none"> • Students will be put into small groups to prepare a presentation to explain the logistics involved in getting an item from a foreign country to Canada. • Each group presents to the class.
5 minutes	<p><u>Homework Assignment</u></p> <p>Slide: Independent Work for Next Lesson</p> <ul style="list-style-type: none"> • Teacher will assign the independent work for next lesson • Teacher will remind the students to do the exit survey

Assignments / Homework

Lesson 3.6 Independent Work	Time
Case Analysis: ShopClues.com	60
Study the glossary and do the Glossary Quiz	15
Check Your Understanding Quiz	10
Exit Card after class	5
Total	90

Reflections

(What do I need to do to become more effective as a teacher in supporting student learning?)

The Erindale Academy Daily Lesson Plan Unit # and Lesson Plan

Assessment Strategies					
For Learning		As Learning		Of Learning	
Student product:		Student product:		Student product:	
<input type="checkbox"/> Diagnostic tests <input type="checkbox"/> Practice quiz <input type="checkbox"/> Pop quizzes <input type="checkbox"/> Homework <input type="checkbox"/> Class notes <input type="checkbox"/> Peer feedback <input type="checkbox"/> Practice questions <input type="checkbox"/> Practice tests	<input type="checkbox"/> Learning logs <input type="checkbox"/> Self-assessment sheet <input type="checkbox"/> Homework <input type="checkbox"/> Self-analysis sheet <input type="checkbox"/> Peer-analysis sheet	<input type="checkbox"/> Assignments <input type="checkbox"/> Tests <input type="checkbox"/> Exam <input type="checkbox"/> Case studies <input type="checkbox"/> Business report <input type="checkbox"/> Exit card	<input type="checkbox"/> Observation: <input type="checkbox"/> Whole class discussions <input type="checkbox"/> Group discussions	<input type="checkbox"/> Observation: <input type="checkbox"/> Student-led discussion/debate <input type="checkbox"/> Presentation <input type="checkbox"/> Performance tasks	<input type="checkbox"/> Conversation: <input type="checkbox"/> Student teacher conferences <input type="checkbox"/> Small group discussions
<input type="checkbox"/> Class discussions <input type="checkbox"/> Peer feedback		<input type="checkbox"/> Observation: <input type="checkbox"/> Whole class discussions <input type="checkbox"/> Group discussions		<input type="checkbox"/> Conversation: <input type="checkbox"/> Student teacher conferences <input type="checkbox"/> Question and answer session	
<input type="checkbox"/> Student teacher conferences <input type="checkbox"/> Small group discussions		<input type="checkbox"/> Student teacher conferences <input type="checkbox"/> Small group discussions <input type="checkbox"/> Pair work		<input type="checkbox"/> Student teacher conferences <input type="checkbox"/> Question and answer session	
Lesson Tools					
Direct Instruction	Indirect Instruction	Interactive Instruction	Independent Study	Experiential Learning	Instructional Skills
<input type="checkbox"/> Structured overview <input type="checkbox"/> Lecture <input type="checkbox"/> Compare & contrast <input type="checkbox"/> Socratic method <input type="checkbox"/> Demonstrations	<input type="checkbox"/> Problem solving <input type="checkbox"/> Case studies <input type="checkbox"/> Reading for meaning <input type="checkbox"/> Inquiry <input type="checkbox"/> Reflective discussion <input type="checkbox"/> Writing to inform <input type="checkbox"/> Concept formation <input type="checkbox"/> Concept mapping <input type="checkbox"/> Concept attainment	<input type="checkbox"/> PowerPoint <input type="checkbox"/> Video clip <input type="checkbox"/> Debates <input type="checkbox"/> Role playing <input type="checkbox"/> Brainstorming <input type="checkbox"/> Peer partner <input type="checkbox"/> Learning/analysis <input type="checkbox"/> Discussion <input type="checkbox"/> Laboratory groups <input type="checkbox"/> Cooperative learning <input type="checkbox"/> Groups <input type="checkbox"/> Jigsaw <input type="checkbox"/> Problem solving <input type="checkbox"/> Conferencing	<input type="checkbox"/> Essays <input type="checkbox"/> Computer assisted <input type="checkbox"/> instruction <input type="checkbox"/> Journals <input type="checkbox"/> Learning logs <input type="checkbox"/> Reports <input type="checkbox"/> Learning activity packages <input type="checkbox"/> Correspondence lessons <input type="checkbox"/> Learning contracts <input type="checkbox"/> Homework <input type="checkbox"/> Research projects <input type="checkbox"/> Assigned questions <input type="checkbox"/> Learning centers	<input type="checkbox"/> Field trips <input type="checkbox"/> Conducting <input type="checkbox"/> Experiments <input type="checkbox"/> Simulations <input type="checkbox"/> Games <input type="checkbox"/> Story telling <input type="checkbox"/> Focused imaging <input type="checkbox"/> Field observations <input type="checkbox"/> Role-playing <input type="checkbox"/> Model building <input type="checkbox"/> Surveys <input type="checkbox"/> Case studies	<input type="checkbox"/> Explaining <input type="checkbox"/> Demonstrating <input type="checkbox"/> Questioning