

# Breakout Activities: (1) Develop an integrated learning objective for an SSLO and (2) Brainstorm contextualized activities



## RETAIL SALES IET PROGRAM

### Integrated Learning Objective(s):

- 1)
- 2)

Workforce Training Skills and Competencies	Adult Education Content Standard(s)	Adult Education Literacy Skills and Competencies	Workforce Preparation Skills and Competencies
<ul style="list-style-type: none"> <li>• Process purchases and returns</li> <li>• Reconcile cash receipts and petty cash</li> <li>• Apply appropriate credits and discounts</li> <li>• Manage cash, credit and debit card transactions</li> <li>• Manipulate, analyze, and secure customer data for credit transactions</li> <li>• Use appropriate tools and technology to calculate and maintain financial information</li> </ul>	<ul style="list-style-type: none"> <li>• <b>PA CCRS Standards</b></li> <li>• <b>RI</b> Anchors 1, 4 &amp; 7, levels C &amp; D 5.1-8.7</li> <li>• <b>WI</b> Anchors 2, 4 &amp; 5</li> <li>• <b>SL CCRS</b> Anchor 1, C and 5.1-8.1</li> <li>• <b>PA CCSS Standards Mathematics</b> 4.NF.6, 4.NF7, 5.OA.2</li> </ul>	<ul style="list-style-type: none"> <li>• Apply mathematical concepts related to job responsibilities</li> <li>• Perform calculations using addition, subtraction, multiplication, decimals, percentages, fractions, and basic word problems</li> <li>• Calculate orders, sales discounts, inventory, and returns</li> <li>• Estimate sales, discounts, and totals</li> <li>• Distinguish between real and counterfeit money</li> <li>• Calculate change</li> </ul>	<p><b>Basic Workplace Skills:</b></p> <ul style="list-style-type: none"> <li>• Apply mathematical operations, concepts, and reasoning</li> <li>• Use technology</li> </ul> <p><b>Basic Workplace Knowledge:</b></p> <ul style="list-style-type: none"> <li>• Understand process and products</li> <li>• Demonstrate quality consciousness</li> <li>• Understand finances</li> <li>• Work within organizational structure and culture</li> </ul> <p><b>Basic Employability Skills:</b></p> <ul style="list-style-type: none"> <li>• Demonstrate effective interpersonal relations</li> <li>• Solve problems effectively</li> </ul>

### Contextualized Activities:

- 1)
- 2)
- 3)
- 4)