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Teaching Unit

Title	Discounts and sales
Age of students/ grade	Lower Secondary School students (11-13 years old)
Length of the unit	1/2 x 50 minutes each
Materials needed	Supermarket or other shops' leaflets, promotions by online shops
Objectives	<p>The student:</p> <ul style="list-style-type: none">• can apply Mathematics in real problems with percentages• improves financial competence• understands the concept of discount in a store• can analyze data in a supermarket leaflet• cooperates in couples or groups of students

Notes on work with migrant students	<ul style="list-style-type: none"> • percentages • financial competence • lexicon concerning goods, meals, market places, restaurants, clothing... • information presented graphically • specific products for different regions • data collection and analysis • information search • use of graphs and tables
Methodology related anchor points	<ul style="list-style-type: none"> • Use of simpler tasks with numerical responses (this will enable migrant students to succeed) • For more complex tasks, work in pairs and groups, employ mixed pairs (migrant pupil + non-migrant pupil) • Allow the sharing of experience in the initial phase of the lesson (shopping in your country, sales season, etc.) • Use visual aids • Verify understanding
Language related anchor points	<ul style="list-style-type: none"> • The environment requires knowledge of daily vocabulary - food and clothing. Pictures and names of objects in the teaching language can be put on the blackboard • Check understanding: monitor migrant pupils in order to see if they know what they should do at each step of the lesson, allow non-migrant pupils to help them.

LESSON PLAN

Lesson 1

This teaching unit is based on an authentic and personalized task: the choice of a personal outfit for a particular occasion starting from a defined budget.

The work is suitable for group work.

The teacher can bring leaflets of various shops or supermarkets in the classroom, or the kids can bring them on their own or search online stores.

Formulas to obtain percentage changes will be presented:

Percentage variation = variation/initial value

...and the calculation of the discounted price from the initial price knowing the discount applied, considering the proportion:

100 : percentage discount = price : X

from which:

discounted price = list price – X

As soon as all the information are collected, each group can start writing lists with the choices made.

Based on the percentage calculations, they will be able to find any discounts in the offers of the leaflets, thus evaluating the savings.

Lesson 2

In the next lesson you can choose to work in groups or individually, proposing to the students to prepare an advertising leaflet with offers.

Softwares can be used to create flyers (looking for proper terms), in which some supermarket products are discounted.

They will then have to calculate the discounted prices, also looking for the likely discount percentage for the selected products.

The evaluation will take account of both the application of the mathematical procedures and the computer developed skills.

At linguistic level, this type of lessons allows them to learn the terms related to the products that are purchased, the purchase and the sale, to know the currency of the host country and to make assessments also with respect to the prices of their mother countries.