

Lesson Plans for adult educators/teachers/trainers which will be used for the FINE2WORK EDUCATIONAL PACK.

Module Name: Financial Literacy	
Topic 2 Title: Pricing and costs structure	
Lesson Plan 5 – the importance of pricing and costs calculation	
Duration: 60 minutes	
Aim	The main goal of this lesson plan is to provide all the necessary information to adult learners about the basic principles of the importance of pricing and costs calculation.
Target Group	Adults (especially women)
Facility/ Equipment	<ul style="list-style-type: none"> • Classroom • Internet access • Projector • White board
Tools/ Materials	<ul style="list-style-type: none"> • A3 paper • Sticky notes • Handout 1
Main Tasks	<p>1. Task 1: Understand the basics of pricing</p> <p>1.1 Explain to the learners the following definitions: (20 mins) (see Handout 1)</p> <ul style="list-style-type: none"> • needed material resources to start own business <p>1.2 Give individual task for everybody to write on sticky notes the material resources they think they need to start own business</p> <p>2. Task 2: Divide the class to work in teams. Teams should be formatted out of 2-3 people. (5 mins)</p> <p>2.1. Provide your students with A3 paper. They need to match the sticky noted with the definitions (see Handout 1) (15 mins)</p> <p>3. Task 3: Wrap up (10 mins)</p>

HANDOUT 1: The importance of pricing and costs calculation

Definition:	Description:
1. the pricing	is basically the sum of all costs plus profit margin in industry we operate.
2. the average price	the minimal and maximal price in market