

<b>Theme:</b> Intercultural Communication in the Workplace	<b>Length:</b> 3 hours	
<b>Topic:</b> Being a Vendor	<b>Target Audience:</b> CLB 4 – 5	
<b>Lesson Objective(s)/Task(s):</b> Students will complete preparation of their small group presentation for selling an item Students will deliver a persuasive presentation to the class Students in the 'audience' will take notes during each presentation and ask questions following them Each student in the 'audience' will state whether/which product they would purchase and why Presenters will try to persuade audience/customers Class will debate and vote on the most persuasive product/presentation		
<b>Learner Outcome(s):</b> By the end of the lesson, students will be able to <b>Listening</b> Recognize and interpret advice, opinions, and suggestions (5) <b>Speaking</b> Express opinions and feelings (5) Agree and disagree appropriately (5) Thank others for their contribution (5) <b>Reading</b> Understand the main idea of short texts and compare simple information (4) Identify key information and find specific details (5) <b>Writing</b> Copy or record an expanded range of information from short texts (4)		
<b>Resources and Materials:</b> Student PPTs, posters, visual aids, mock ups Projector or PPT Persuasive Presentation Rubrics		
<b>Activity</b>	<b>Timing</b>	<b>Possible Roadblocks &amp; Solutions</b>
1. Welcome and Review - Instructor will welcome the class and review the key guidelines for the product presentation project.	5-10 minutes	
2. Final Preparations - Groups will have thirty minutes at the start of class to review their key ideas, go over any last suggestions, and organize the final pieces of their presentations, and then presentations will begin.	30 minutes	
3. Groups will draw numbers to determine the presenting order. Presentations will run back to back until all products have been introduced. The class will ask questions after each presentation and the responses from the presenting group should attempt to be persuasive. After all of the	1 h 30 – 1 h 45 minutes	

<p>groups have presented, the instructor will facilitate a discussion of comparing and contrasting products and presentations and the class will vote, by anonymous ballot, on their favorite product (groups may <i>not</i> vote for their own product!)</p> <p>4. The winning group will be awarded coffees/teas/treats from a nearby café. The class will travel there together for the remainder of the class. At the café, students will be expected to interact with servers and cashiers as much as possible, putting into practice the many speech acts and cultural norms discussed in class thus far.</p>	<p>Remaining Time</p>	
<p><b>Notes:</b></p>		
<p>Written By: Laura Mitchell</p>		