

Business Connections	
Objectives	Students will use Live Documents while going through a mock business deal. Students will learn how to use Live Documents and the benefits associated with web 2.0 applications in the business world.
Learning Environment	The learning environment will be in a classroom with computers and internet access.
Types of Students	Students will be in post-secondary education: Grades 13-16.
Standards	<p>Applications</p> <p style="text-align: right;">CMP.2</p> <p>Students continue to combine the rhetorical strategies of narration, exposition, persuasion, and description in texts. Students are introduced to writing reflective compositions and historical investigation reports and become familiar with the forms of job applications and resumes. Students deliver multimedia presentations on varied topics. Student writing demonstrates a command of Standard English and the research, organizational, and drafting strategies outlined in Standard 4 - Writing Process. Writing demonstrates an awareness of the audience (intended reader) and purpose for writing.</p>
Materials	<ul style="list-style-type: none"> • Computer • Internet Access • Live Documents account
Procedure	<ol style="list-style-type: none"> 1. Students will be paired into pairs. Students will be given their own mock company. 2. In pairs, students will devise a business proposition to give to their partner company. 3. The business propositions will be written on Live Documents. 4. If the partner company accepts the proposition (because it will benefit their company), the two companies will create a presentation about their proposition on Live Documents Presentation. 5. If the partner company does not accept the proposition (because it will not benefit their company), then the that partner must propose their own deal for the other company to accept or decline. 6. This process will continue until an agreement is made and the presentation is made.

	7. Once all of the partner companies have created their presentations, they will present them to the class, discussing all details of their business proposition.
Application	Throughout the business propositions, students will be practicing how to write a proper business proposal. They also learn how to properly deliver a presentation to a group.
Evaluation	<p>Students will be graded on their documents that were written for the proposal(s). They will also be graded on their presentation and their delivery of the presentation.</p> <ul style="list-style-type: none"> • Proposal Documents—40pts • Presentation—40pts • Delivery—20pts <p>Total = 100pts.</p>

Standards from:

<http://dc.doe.in.gov/Standards/AcademicStandards/StandardSearch.aspx>