



BOE Approved 8/18

Cliffside Park Public Schools

GRADE:9-12

Subject: Sports and Entertainment Marketing

Unit Name: Basic Marketing: Marketing is all around Us

Duration: September

Essential Questions:

- *What is Marketing?
- *The difference between needs and wants
- *Identify the seven functions of Marketing
- * Understand what the foundations and functions of Marketing are.
- *How can Marketing help lower prices?
- *Explain Marketing
- *Why is the study of Marketing helpful in any career?

Enduring Understandings:

Students will take various quizzes and a comprehension test at the end of the unit consisting of multiple choices, T/F, short-answer where a passing score will demonstrate mastery of the material. Follow current sports & entertainment business news for class discussions. Students will work together on group assignments following the lesson which allow them to learn how to express their ideas as well as communicate with others. Project: Students will find which advertisements they find appealing or not so appealing. Students will be reminded to explore all media – including, but not limited to billboards, television, radio, and Internet ads. Students are encouraged to use computers to research internet and use computer applications for their projects

**Relevant Standards: NJSLs
STANDARD 8.1 (Computer and
information literacy) All students will**



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<p>use computer applications to gather and organize information and to solve problems.</p> <p>STANDARD 8.2 (Technology Education) All students will develop an understanding of the nature and impact of technology, engineering, technological design, and the designed world as they relate to the individual, society, and the environment.</p> <p>STANDARD 9.1.12 (Career and Technical Education) All students will develop career awareness and planning, employability skills, and foundational knowledge necessary for success in the workplace.</p> <p>STANDARD 9.2.12(Consumer, Family, and Life Skills) All students will demonstrate critical life skills in order to be functional members of society.</p>				
<p>Interdisciplinary Connections: ELA, Math, Social Studies, Science</p>				
<p>Tier 2: Vocabulary: analyze,compile,demonstrate, explore, irrelevant, synthesize</p>				
<p>Tier 3 Vocabulary:Marketing, products, goods, services, exchange, financing, distribution, selling, Product/Service Management, Marketing research, Marketing</p>				



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Information management, Promotion, Pricing, Needs, wants				
<p>Core Instructional Materials/Resources/Digital Tools: Sports & Entertainment Marketing 3rd edition, & Marketing Essentials, 3rd ed. textbook, PowerPoint slides (student take notes from slides), Promethean Board, NY Times, Wall Street Journal, BusinessWeek articles, and various collection of outside resources. e., specific textbooks, classroom resources, digital tools, links to websites and videos</p> <p>Sources New Jersey Student Learning Standards (2016) - http://www.state.nj.us/education/cccs/2016/math/standards.pdf New Jersey Student Learning Standards - Technology (2014) - http://www.state.nj.us/education/cccs/2014/tech/8.p Career Ready Practices (2014) - http://www.state.nj.us/education/cccs/2014/career/CareerReadyPractices.pdf Pearson enVision 2.0 (2016) - https://www.pearsonrealize.com</p>				



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<p>21st Century Themes and Skills: (CRP Standards/NJSLS)</p>	<p><u>To apply the standards that apply copy and paste from the link.</u></p> <p>12 Career Ready Practices follow the link below. NJSLS</p> <p>http://www.state.nj.us/education/cccs/2014/career/CareerReadyPractices.pdfCRP1. Act as a responsible and contributing citizen and employee. CRP2. Apply appropriate academic and technical skills. CRP3. Attend to personal health and financial well-being. CRP4. Communicate clearly and effectively and with reason. CRP5. Consider the environmental, social and economic impacts of decisions. CRP6. Demonstrate creativity and innovation. CRP7. Employ valid research strategies.CRP8. Utilize critical thinking to make sense of problems</p>
<p>8.1 Educational Technology</p> <p>8.2 Technology Education, Engineering, Design, and Computation</p>	<p>http://www.state.nj.us/education/cccs/2014/tech/8.pdf</p> <p>Select and use applications effectively and productively. NJSLS 8.1.12.A.2 Produce and edit a multi-page digital document for a commercial or professional audience and present it to peers and/or professionals in that related area for review. 8.1.12.A.3 Collaborate in online courses, learning communities, social networks or virtual worlds to discuss a resolution to a problem or issue. 8.1.12.A.4 Construct a spreadsheet workbook with multiple worksheets, rename tabs to reflect the data on the worksheet, and use mathematical or logical functions, charts and data from all worksheets to convey the results. 8.1.12.A.5 Create a report from a relational database consisting of at least two tables and describe the process, and explain the report results</p> <div data-bbox="688 1284 1990 1352" style="border: 1px solid black; height: 40px; width: 100%;"></div>



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Assessments and Performance Tasks:		<p>Formative: Celebrity Endorsements: Students will be assigned to groups and grading will be announced. Presentation will follow.</p> <p>Teacher made tests and quizzes designed to meet the student's specific level</p> <p>Summative: Quarterly assessments with standards embedded within.</p> <p>Alternative: Project based assessments relating to class topics</p>	
Differentiation/Accommodations/Modifications			
Gifted and Talented	English Language Learners	Students with Disabilities	
		504 Plans	



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		Students at risk of academic failures	
<p><i>(content, process, product and learning environment)</i></p> <p>Debate topics of interest / subject importance.</p> <p>Authentic listening and reading</p> <p>Use of Higher Level Questioning Techniques</p> <p>Differentiation of the presentation strategies and student expectations</p> <p>Small group work</p> <p>Students present on topic of interest and curriculum related</p>	<p>Highlight key vocabulary through close reading</p> <p>Use graphic organizers</p> <p>Modified Assignments</p> <p>Native Language Translation (peer, online assistive technology, translation device, bilingual dictionary</p> <p>Extended time to complete class work</p> <p>Differentiation of the presentation strategies and student expectations</p> <p>Small group work</p> <p>Paired Learning</p> <p>Alternative assignments</p>	<p><i>(appropriate accommodations, instructional adaptations, and/or modifications as determined by the IEP or 504 team) Such as but not limited to the following:</i></p> <p>Debate topics of interest / subject importance.</p> <p>Authentic listening and reading</p> <p>Model skills / techniques to be mastered.</p> <p>Extended time to complete class work</p> <p>Differentiation of the presentation strategies and student expectations</p> <p>Small group work</p>	



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	Culturally related project based assignments			
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