



GEORGIA

PEACH STATE PATHWAYS

Career, Technical, & Agricultural Education

MARKETING SALES AND SERVICE

PATHWAY: Fashion Marketing
COURSE: Advanced Fashion
UNIT 8: Inventory Management



INTRODUCTION

Annotation:

This section will cover implications of shrinkage, inventory control, and computer technology on tracking and maintaining inventory. Students will also calculate markups, markdowns, and types of discounts. This topic has been touched on in previous units but will be covered in depth here.

Grade(s):

x	9 th
x	10 th
x	11 th
x	12 th

Time: 8 50 minute periods.

Author: Revised by Meghan Hatcher

Students with Disabilities:

For students with disabilities, the instructor should refer to the student's IEP to be sure that the accommodations specified are being provided. Instructors should also familiarize themselves with the provisions of Behavior Intervention Plans that may be part of a student's IEP. Frequent consultation with a student's special education instructor will be beneficial in providing appropriate differentiation.



FOCUS STANDARDS

GPS Focus Standards:

MKT-AFM-8. Students will implement an inventory management plan and compute product pricing utilizing cost control methods.

- a. Describe the importance of inventory control.
- b. Examine the impact of internal and external shortage/shrinkage.
- c. Describe the extent to which inventory control impacts profits.
- d. Identify methods of stock planning and explain the importance of stock turnover ratio.
- e. Calculate markups, markdowns, and types of discounts.
- f. Describe the impact of mispricing, internal shortage, and external shortage on profits.
- g. Outline the impact of computer technology on tracking and maintaining inventory.

GPS Academic Standards:

C2P1. Students will solve problems (using appropriate technology).

MC2P4. Students will make connections among mathematical ideas and to other disciplines.

MC2A2. Students will solve simple equations.



UNDERSTANDINGS & GOALS

Enduring Understandings:

- Students will gain understanding of how retailers arrive at the price we pay.
- Student will conceptualize the impact of shrinkage on the fashion industry.

Essential Questions:

- How big of an impact do you think employee theft has on the fashion industry? What are some ways it can be avoided?
- What are some effective ways of tracking inventory?

Knowledge from this Unit:

- Calculating discounts
- Different categories of discounts
- Inventory tracking
- Pricing Math
- Effects of shrinkage

Skills from this Unit:

- Student will be able to calculate discounts and perform basic pricing math to be applied in a retail setting.



ASSESSMENT(S)

Assessment Method Type:

- ☐ Pre-test
- ☒ Objective assessment - multiple-choice, true- false, etc.
 - ☐ Quizzes/Tests
 - ☒ Unit test
- ☒ Group project
- ☒ Individual project
- ☐ Self-assessment - May include practice quizzes, games, simulations, checklists, etc.
 - ☐ Self-check rubrics
 - ☐ Self-check during writing/planning process
 - ☐ Journal reflections on concepts, personal experiences and impact on one's life
 - ☐ Reflect on evaluations of work from teachers, business partners, and competition judges
 - ☐ Academic prompts
 - ☐ Practice quizzes/tests
- ☒ Subjective assessment/Informal observations
 - ☒ Essay tests
 - ☐ Observe students working with partners
 - ☐ Observe students role playing
- ☐ Peer-assessment
 - ☐ Peer editing & commentary of products/projects/presentations using rubrics
 - ☐ Peer editing and/or critiquing
- ☒ Dialogue and Discussion
 - ☐ Student/teacher conferences
 - ☒ Partner and small group discussions
 - ☐ Whole group discussions
 - ☐ Interaction with/feedback from community members/speakers and business partners
- ☒ Constructed Responses
 - ☐ Chart good reading/writing/listening/speaking habits
 - ☒ Application of skills to real-life situations/scenarios
- ☐ Post-test

Assessment(s) Title:

Discount Pricing Quiz

Assessment(s) Description/Directions:

Have students take the quiz after the material on discounting is presented.

Attachments for Assessment(s): Please list.

Discount Pricing Quiz



LEARNING EXPERIENCES

Sequence of Instruction

1. Identify the Standards. Standards should be posted in the classroom for each lesson.
MKT-AFM-8. Students will implement an inventory management plan and compute product pricing utilizing cost control methods.
 - a. Describe the importance of inventory control.
 - b. Examine the impact of internal and external shortage/shrinkage.
 - c. Describe the extent to which inventory control impacts profits.
 - d. Identify methods of stock planning and explain the importance of stock turnover ratio.
 - e. Calculate markups, markdowns, and types of discounts.
 - f. Describe the impact of mispricing, internal shortage, and external shortage on profits.
 - g. Outline the impact of computer technology on tracking and maintaining inventory.*C2P1. Students will solve problems (using appropriate technology).*
MC2P4. Students will make connections among mathematical ideas and to other disciplines.
MC2A2. Students will solve simple equations.
2. Review Essential Questions.
 - How big of an impact do you think employee theft has on the fashion industry? What are some ways it can be avoided?
 - What are some effective ways of tracking inventory?
3. Identify and review the unit vocabulary.
4. Discount Pricing
5. Discount Pricing Handout
6. Discount Pricing Quiz
7. Inventory
8. Have students select a retailer to research. Student will learn how that particular company conducts their inventory control and purchasing. Students will present the information to the class. Presentation format should be conducive to time allocated and resources readily available.
9. Pricing Math
10. Pricing Markup Activity

Attachments for Learning Experiences:

Notes & Reflections:

However “deep” you choose to go into this unit will be the basis for if you need to add another performance task.



CULMINATING PERFORMANCE TASK

Culminating Unit Performance Task Title:

Culminating Unit Performance Task Description/Directions/Differentiated Instruction:

Attachments for Culminating Performance Task:



UNIT RESOURCES

Web Resources:

Attachment(s):

Materials & Equipment:

What 21st Century Technology was used in this unit:

<input checked="" type="checkbox"/>	Slide Show Software
<input checked="" type="checkbox"/>	Interactive Whiteboard
<input type="checkbox"/>	Student Response System
<input type="checkbox"/>	Web Design Software
<input type="checkbox"/>	Animation Software
<input type="checkbox"/>	Email

<input type="checkbox"/>	Graphing Software
<input checked="" type="checkbox"/>	Calculator
<input checked="" type="checkbox"/>	Desktop Publishing
<input type="checkbox"/>	Blog
<input type="checkbox"/>	Wiki
<input checked="" type="checkbox"/>	Website

<input type="checkbox"/>	Audio File(s)
<input type="checkbox"/>	Graphic Organizer
<input checked="" type="checkbox"/>	Image File(s)
<input type="checkbox"/>	Video
<input type="checkbox"/>	Electronic Game or Puzzle Maker