



Salesperson Instructor's Guide



**Hands-on-Academics
Salesperson**
by Career Solutions Publishing

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Standards Source

Source for standards used for the career of **salesperson**:
National Council for the Social Studies (NCSS)

Standards for Salesperson

Social Studies

- ◇ Social studies includes experiences that provide for the study of interactions among individuals, groups, and institutions.
- ◇ Social studies programs provide for the study of how people create, interact with, and change structures of power, authority, and governance.

Instructional Objectives

The **salesperson** module helps students learn the following skills that will be required of them in the career:

- ◇ Identify the characteristics of a salesperson
- ◇ Calculate a commission
- ◇ Recognize the importance of knowing a product or service thoroughly
- ◇ Understand lending terms and Truth in Lending concepts
- ◇ Recognize body language
- ◇ Identify ethical sales behavior

Curriculum Correlations

This list of correlations provides a short cut for identifying the academic concepts required for completing each activity.

Social Studies

- ◇ Discuss the Truth-in-Lending Act of 1968
- ◇ Use lending terminology

Instructional Suggestions

You will expand students' understanding of this career by using some or all of the suggestions given below.

Social Studies

Look in newspapers or magazines for examples of advertising by loan companies that include Truth-In-Lending disclosures.

Obtain a Truth-In-Lending statement from a local bank or from the Internet, make copies, and have students fill in the form based on figures that you make up.

Invite a local banker to talk to the class about Truth-In-Lending, both from a loan officer's point of view and from a borrower's point of view.

Answers to Hands-on-Academics Social Studies Activity

Activity 1

Following are suggested answers; however, you should accept all answers that are appropriate. house; boat; credit card; home improvement loan; student loan; personal loan

Activity 2

- | | |
|------------------------------|----------------------------|
| 1. APR | Annual Percentage rate 10% |
| 2. Exact amount of loan | \$809.60 |
| 3. All fees and costs | Finance charge \$73.60 |
| 4. Amount of monthly payment | \$134.70 |
| 5. Payment due date | September 3, 20xx |

Activity 3

f, c, e, i, d, a, j, b, k, g, h,