**LESSON PLAN/NOTE FOR WEEK 9 ENDING 10/11/2023.**

**Term**: First

**Week**: 9

**Date**: 6/11/2023

**Class**: SS 2

**Subject**: Economics

**Topic**: Concepts of Revenue

**Sub-Topic:** Meaning of Revenue and types of Revenue

**Period**: 2nd

**Time**: 08:50—9:30

**Duration**: 40 Minutes

**Number in class**: 10 Students

**Average Age:** 14 Years

**Sex**: Mixed

**Specific objectives:** By the end of the lesson, the students should be able to:

(1) Define Revenue

(11) List the types of Revenue.

(111) Explain the types of Revenue

**Rationale**: For the students to be able to identify how firms make their money.

**Previous knowledge:** The students have been receiving Money from their parents and other relatives.

**Instructional material:** A chart showing people receiving money

**Reference material**: Gbenga Babalola (2020) metropolitan Economics for senior secondary schools.

**LESSON DEVELOPMENT**

|  |  |  |  |
| --- | --- | --- | --- |
| **Stages/Steps** | **Teacher's Activities** | **Students' Activities** | **Learning points** |
| **Introduction** | Reviews the previous lesson | Participate actively in the class discussion | To arouse the students interest to learn. |
| **Step 1** | Defines Revenue as: Revenue is the amount of money which a firm receives by the sale of its output in the market. | Listen carefully to the teacher | For better understanding of the lesson. |
| **Step 11** | Asks the students to list the types of Revenue. | List the types of Revenue as: (1) total revenue (11) average revenue etc. | To encourage critical thinking. |
| **Step 111** | Guides the students to explain the types of Revenue. | Respond to the class activity. | To enable the students reason logically. |
| **Board Summary** | Summarizes the lesson as:  **Concepts of Revenue**  Revenue is the amount of money which a firm receives by the sale of its outputs in the market. While cost indicate the expenses of a firm, revenue indicate the receipts of a firm. The major objective of a firm is to make maximum profits.  **Types of Revenue**  (1) Total Revenue: This refers to the total amount of money that the firm receives from the sale of its products, i.e gross revenue. In other words, It is the total sales receipt earned from the sale of its total output produced over a given period of time. TR=f(Q). TR=p xQ . E.g a firm sells 8000 units of a commodity at the rate of #4 per unit, then TR= p xQ = 4 x 8000= #32,000  (2) Average Revenue: This is the revenue per unit of the commodity sold. Then, TR=TR/Q. E.g 2 units are sold at the rate of #10 per unit, then TR would be #20 (2×10). AR= TR/Q= 20/2=#10. Average Revenue means price.  (3) Marginal Revenue: It is the additional revenue earned by selling an additional unit of output by the seller. MR differs from the price of the products because it takes into account the effects of changes in price. Unit x price. ∆unit x price. Different = MRn=TRn—TRn\_1, total revenue when 4 units are sold at the price of #14 = 4×14=56 Total Revenue when 5 units are sold at the price of #12= 5×12= 60. Therefore, marginal revenue earned by the 5 units = 60-56=#4. Marginal Revenue equals its marginal cost. I.e revenue should be greater than cost, it is profitable to do so. | Copy and submit the note book for marking. | For future reference. |
| **Evaluation** | Evaluates the lesson as:  (1) Define Revenue  (2) Mention 3 types of Revenue  (3) Explain 3 types of Revenue. | Respond to the questions. | Ascertaining the attainment of the stated objectives. |
| **Conclusion** | Rounds up the lesson by marking and correcting students work. | Check and do their correction | Consolidation of the lesson. |
| **Assignment** | Gives home work as:  (1) Explain the relationship between AR and MR under oligopoly. | Respond by doing the home work at home. | To ensure continuity of learning. |



10th November, 2023

APPROVED!

Deputy Head Instructor Admin