

# **Dollar Bay Instructors Guide**

(version 1.1, 15Dec05)

By Susan Sattler and Brian M. Slator

Copyright 2005, Worldwide Web Instructional Committee

This work was supported in part by National Science Foundation grant EIA-0086142

## Table of Contents

<b>Lesson Plan 1: Creating an Account, Navigation and Employment</b> .....	3
<b>Lesson 1 Instructor's Guide: Creating an Account, Navigation and Employment</b> .....	4
<b>Navigation Reference Sheet</b> .....	6
<b>Worksheet #1.1: Creating your Account</b> .....	7
<b>Worksheet #1.2: Searching for an Employee</b> .....	9
<b>Lesson Plan 2: Market Research</b> .....	10
<b>Lesson 2 Instructor's Guide: Market Research</b> .....	11
<b>Lecture #2.1: Market Research</b> .....	12
<b>Worksheet #2.1: Market Research</b> .....	13
<b>Lesson Plan 3: Ordering Products and Setting Prices</b> .....	14
<b>Lesson 3 Instructor's Guide: Ordering Products and Setting Prices</b> .....	15
<b>Lecture #3.1: Ordering Products and Setting Prices</b> .....	16
<b>Scenarios #3.1: Ordering Products and Setting Prices</b> .....	17
<b>Worksheet #3.1: Ordering your Products</b> .....	18
<b>Lesson Plan 4: Advertising</b> .....	19
<b>Lesson 4 Instructor's Guide: Advertising</b> .....	20
<b>Lecture #4.1: Advertising</b> .....	21
<b>Worksheet #4.1: Advertising</b> .....	22
<b>Quiz #4.1: Advertising</b> .....	23
<b>Lesson Plan 5: Market Reporting</b> .....	24
<b>Lesson 5 Instructor's Guide: Market Reporting</b> .....	25
<b>Lecture #5.1: Market Reporting</b> .....	26
<b>Worksheet #5.1: Market Reporting</b> .....	27
<b>Quiz #5.1: Market Reporting</b> .....	28
<b>Lesson Plan 6: Banking</b> .....	29
<b>Lesson 6 Instructor's Guide: Banking</b> .....	30
<b>Lecture #6.1: Banking</b> .....	31
<b>Worksheet #6.1: Banking</b> .....	32
<b>Scenarios #6.1: Taking out a Loan</b> .....	33
<b>Quiz #6.1: Loans</b> .....	35

**Dollar Bay**  
**Lesson Plan 1: Creating an Account, Navigation and Employment**  
Designed for a 50 minute class period

**Goals:**

- Students will have an understanding of what Dollar Bay is and how it works.
- In hiring an employee, students will utilize National Economics Content Standard 2: Effective decision making requires comparing the additional costs of alternatives with the additional benefits.

**Objectives:**

- Students will establish a retail store in which they will manage throughout the project.
- Students will be able to use the navigation system in Dollar Bay.
- Students will make a decision on hiring an employee based on experience vs. cost.
- Students will ask their employee business questions and state why these questions should be asked.

**Activities:** (All times are approximate)

- Create an Account (8 minutes)
  - The instructor hands out Worksheet #1.1, and guides students through it
- Using the Navigation System (5 minutes)
  - The instructor hands out the Navigation Reference Sheet and students actively navigate Dollar Bay.
- Class discussion on hiring an employee (12 minutes)
  - A list of guiding questions is included in the Instructor's Guide.

**Assessments:**

- Students will hand in Worksheet #1.1, showing their username and password
- Students are able to get to find their way around Dollar Bay. ( 5 minutes)
  - Instructor asks students to arrive at certain locations in Dollar Bay (A list of places to find is included in the Instructor's Guide).
  - Students fill out the back of Worksheet #1.1 as they visit the specified locations.
- Students will hire an employee in Dollar Bay ( 7 minutes)
  - After hiring, they will answer the first question on Worksheet #1.2
- Students will ask their employee at least two questions, using the dialog box with pre-written questions. ( 8 minutes)
  - Students will answer the remaining questions on Worksheet #1.2 after asking each question.

## Dollar Bay

### Lesson 1 Instructor's Guide: Creating an Account, Navigation and Employment

#### 1. Creating an Account – Hand out Worksheet #1.1

- All players of Dollar Bay will need their own login. We recommend using the FirstNameLastName (JohnDoe), or FirstInitialLastName (JDoe) naming convention.
- Under the “Options” tab, students will be able to change the appearance of their player as well as their store.
- Make sure students fill out this information on their Worksheet and hand it in, so that it can be referenced if a student forgets his/her password.

#### 2. Using the Navigation System – Hand out the Navigation Reference Sheet

- Allow students to actively explore Dollar Bay, finding all of the places on the reference sheet.

#### 3. Assessing the Navigation

- Students are to answer the questions on the back of Worksheet #1.1 while they are asked to visit certain places.
- Ask all students to visit the following places:
  - A warehouse
  - The bank
  - The Hall of Fame
  - The student’s store
  - The backroom of his/her store
  - The street outside his/her store

#### 4. Class Discussion on Hiring an Employee

- Questions for students:
  - What are some of the reasons why a business owner would spend more money to hire one employee versus another?
  - When starting a business, do you feel it is more important to save money and spend less on an employee, or to spend more on an employee? Why?
  - When a business grows, there are often more employment opportunities. However, there are times when a business grows that it actually requires less employees. What do you think some of the reasons for this could be? (Technology, Consolidation of factories)
  - What are some factors to consider when determining whether it is necessary to hire more employees to run a store?
  - What are some factors to consider when determining when it is necessary to let an employee go?

**5. Hire an employee in Dollar Bay – Hand out Worksheet #1.2**

- Under the “Hiring” tab, students will hire an employee, noting the difference between the less expensive, and the more expensive employees.
- Students are to answer the first question on Worksheet #1.2.

**6. Questioning your Employee**

- Students will ask their employee at least two questions by clicking on the employee and choosing a question from the list.
- Students are to answer the remaining questions on Worksheet #1.2.

**Navigation Reference Sheet**  
**\*Save this to reference while playing Dollar Bay\***



**Clicking on the “Map” tab will get you to this screen.**

- The **square with an X** represents a warehouse. By clicking on a warehouse, you will go to the warehouse and be able to order products. Each warehouse sells something different.
- The **blue star** represents your store.
- The **red squares** represent other stores.
- The **green dollar sign** is the bank. By clicking on the bank, you will go to the bank where you can get information on loans.
- The **yellow star** is the Hall of Fame, where you go once you complete the game.
- The name of each town is printed on the map.

**Clicking on the “Home” tab will take you back to your store.**

- By clicking on the door on the left side of your store, you will go to the backroom, where you can store products. To get back to your store, click on the door in the backroom.
- By clicking on the door on the right side of your store, you will go to the street outside of your store. To get back into your store, click on the door.

**Communication with other players:**

- You can communicate with other people in Dollar Bay by clicking on the person, and choosing a question from the text box.
- Remember that you want to **click on the person you want to talk to**, not yourself.

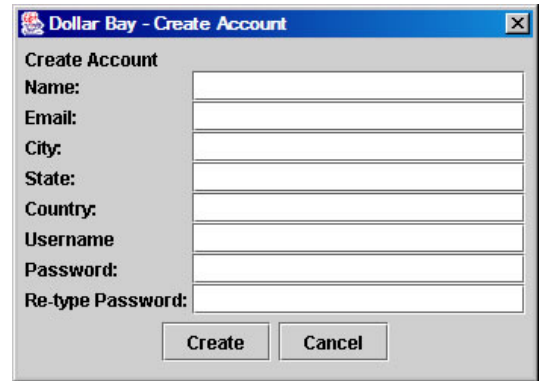
Name: \_\_\_\_\_  
Date: \_\_\_\_\_

### Worksheet #1.1: Creating your Account

#### 1. Creating a New Account

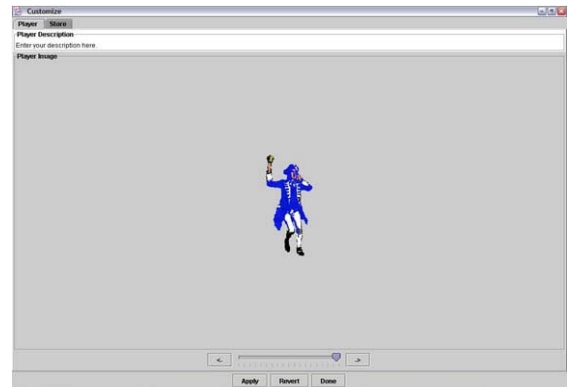
- Choose a login name and password.
- Write this down because each time you return, you will be using this information.

Username: \_\_\_\_\_  
Password: \_\_\_\_\_



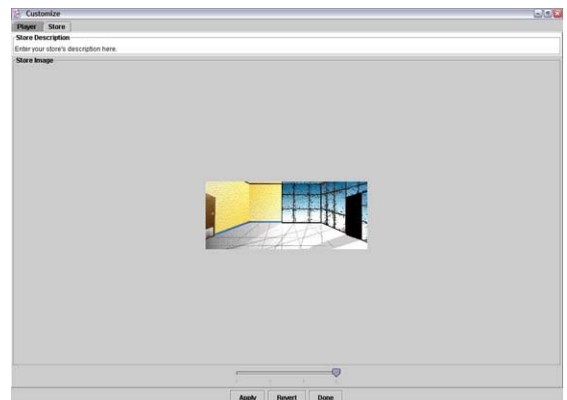
#### 2. Choosing a Player

- Click on the "Options" tab, then the "Player" tab.
- The first time you play Dollar Bay, you must choose your player. Scroll through the options, using the slider at the bottom of the screen. Choose one, click "Apply", and then "Done".
- This will be your player each time you enter into Dollar Bay.



#### 3. Choosing a Store

- Click on the "Store" tab.
- Move the slider left or right until you find a suitable choice. Select "Apply" when you are finished.



## Navigation

While navigating Dollar Bay, fill in the blanks as you visit the locations that you are asked to find.

### 1. Visit a warehouse

- What is the name of the warehouse you visited?

### 2. Find the bank

- What is the symbol for the bank?

### 3. Go to your store

- How did you get to your store?

### 4. Visit the backroom of your store

- Do you have any items in the backroom of your store?

### 5. Go to the street outside of your store

- What does the sign outside of your store say?



Name: \_\_\_\_\_

## **Worksheet #1.2: Searching for an Employee**

### **Hiring an Employee**

After hiring your employee, write a rationale explaining why you chose to pay as much as you did for the level of service you will be receiving from your employee.

### **Questions for an Employee**

Ask your employee at least two questions by clicking on your employee and choosing a question to ask. Write down the question you asked, why you asked it, and how the employee's feedback helped you.

**Question 1:**

**Question 2:**