

Sales speech v1

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PR3 - EDUCATIONAL LEARNING PATHS

Technology tools (version):	Fectar studio
Requirements: What do you need? (Think hardware, skills, knowledge.)	Computer Studio with greenscreen and camera Knowledge how to use Fectar
Optional technologies:	360 camera Mobile phone with Fectar app
Date:	8.12.2023
College:	Omnia
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Topics of the lesson(s):	To make a sales pitch
Estimated time:	1,5 days



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Lesson title/subject: Sales speech

Intention: What do you wish for or hope to happen? (Intentions are often not measurable or tangible, but help you in developing the design process)

1. Teachers learn new technology, make teaching more attractive and fun in new environment.
2. Students learn to use a new technology and also concentrate to study, develop their sales skills. They get practice and self-confidence.

Desired Outcomes: one or more measurable and tangible goals teacher aims for with this lesson/these lessons.

1. Students learn to make pitch/ sales speech.
2. Students learn to use Fectar.

Agenda: HOW are you going to reach the goals? Description of the lesson plan / educational activities / working methods.

Day1

1. Teacher makes a reservation to studio with a greenscreen.(10min)
2. Teacher teaches how to make a good pitch/ sales speech (theory, steps etc).(60min)
3. Students write a sales speech about the product given by the teacher or of free choice. (60min)
4. Students choose a product picture from Fectar or find a picture by themselves. (30min)
5. Students choose a background picture from Fectar or find a background picture by themselves.(30min)
6. (optional) Students set a 360 image as their background.

Day2

7. Teachers and students come to studio at the reserved time.
8. Video shootings in studio.(180min)
9. Students add their videos, product picture and background picture to Fectar. They may also edit their product picture in the studio.(60min)
10. Each student makes their own Fectar space. Each student adds a product picture, background picture, video and links will be added to their Fectar space.(60min)
11. Students present their Fectar spaces to each other.(60min)

Roles: Who facilitates what? Who participates? What do we expect of the students?

1. Participants are students, teachers and staff in the studio.
2. Teacher organises the plan for the day and takes care of time schedules etc.
3. Studio facilitates video shooting and computers to work with.



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4. (Optional) Students load Fectar application to their mobile phones.
5. Students have chosen pictures in advance.
6. Students have practiced their speeches.

Rules: Rules or principles are about how you want to learn and work together.

1. Everybody has a good attitude and wants to share videos in class.
2. Handle carefully computers, cameras etc.
3. Take into consideration GDPR and other legal rules in your own country and agree with students about leaving / deleting their work in Fectar

Time: Describe the time path: What time do we start / finish / break? When is the time for reflection? What happens between contact times?

1. Sales speeches must be written before studio day
2. Video shootings 10 minutes/ student.
3. Add videos to Fectar and edit pictures and background.
4. Lunchbreak.
5. Continue working as needed.
6. Presentations and reflection.