



Communicating with Clients and Customers

General Description:

Twenty-four minute engaging Australian video set against the fictional backdrop of a music company, "Rhythm Music," demonstrates the important skill of managing interactions with customers and clients. The program examines how to improve personal communication skills to meet the needs of clients and customers and how to deal with difficult customers. Highlights skills of active listening, questioning, assertiveness and product and service knowledge.

Audience: General

Category: Student, Teacher Resource

Grade Level:

K/1	2/3	4	5	6	7	8	9	10	11	11A	12
								✓			

Year Recommended in Grade Collection: 2001

Supplier: *B.C. Learning Connection Inc.*
#4 - 8755 Ash Street
Vancouver, BC V6P 6T3

Tel: (604) 324-7752

Fax: (604) 324-1844

Toll Free: 1-800-884-2366

Price: \$26.00

ISBN/Order No: BE0354

Copyright: 1997



Effective Presentation Skills

General Description:

Twenty-one-minute video, teacher's guide and presentation skills guide provide a practical tool for improving presentation skills in the context of the business world. Topics cover controlling anxiety, planning, organizing, using visual aids, rehearsing and delivering. Includes activities and evaluation tools.

Audience: General

Category: Teacher Resource

Grade Level:

K/1	2/3	4	5	6	7	8	9	10	11	11A	12
								✓			

Year Recommended in Grade Collection: 2001

Supplier: *B.C. Learning Connection Inc.*
#4 - 8755 Ash Street
Vancouver, BC V6P 6T3

Tel: (604) 324-7752

Fax: (604) 324-1844

Toll Free: 1-800-884-2366

Price: Manual: \$19.95
Leader's Guide: \$24.95
Video: \$26.00

ISBN/Order No: Manual: 156-52202X
Leader's Guide: 1560520523
Video: BE0385

Copyright: 1993



Exploring Business: A Global Perspective

General Description:

Teacher's resource book incorporates business practices in classroom activities. The book includes teaching strategies, blackline masters and answer keys. Student book is not recommended.

Audience: General

Category: Student, Teacher Resource

Grade Level:

K/1	2/3	4	5	6	7	8	9	10	11	11A	12
								✓			

Year Recommended in Grade Collection: 2001

Supplier: *McGraw-Hill Ryerson Ltd. (Ontario)*
300 Water Street
Whitby, ON L1N 9B6

Tel: (905) 430-5000

Fax: (905) 430-5020

Toll Free: 1-800-565-5758 (orders)

Web Address: www.mcgrawhill.ca

Price: Check with Supplier

ISBN/Order No: Teacher's Resource Book: 0-07551428-0
Canadian News Disc: 0-07-551826-0

Copyright: 1994



Exploring Business for the 21st Century

Author(s): Liepner, M.; Magnan, J.; Wasserman, A.

General Description:

Comprehensive business education resource is structured around five units: the role and impact of business, conducting business in a competitive marketplace and changing workplace; personal finance; entrepreneurship; and international business. A student text e-book CD-ROM is included. May also be used to support some of the learning outcomes for Grade 8 and 9.

System Requirements:

Macintosh: PowerPC; 16 Mb of RAM; 6 Mb free disk space for Adobe® Acrobat® Reader 4.0 Installation; 16-bit colour depth, and mouse.
 PC: Intel® Pentium® with 100 MHz; 16 Mb of RAM; Windows® 95; 6 Mb free disk space for Adobe® Acrobat® Reader 4.0 Installation; 16-bit colour depth, and mouse.

Cautions:

Does not cover Business Communications section of IRP. Communication activities are not specifically business formats or uses. Activities use English skills such as debates, reports and research. No specific business formats are mentioned in these activities.

Audience: General

- ESL - terms are explained simply with plenty of visuals to compliment
- Gifted - applications for higher level thinking skills
- LD - knowledge level easy to understand with real life content

Category: Student, Teacher Resource

Grade Level:

K/1	2/3	4	5	6	7	8	9	10	11	11A	12
								✓			

Year Recommended in Grade Collection: 2002

Supplier: McGraw-Hill Ryerson Ltd. (Ontario)
 300 Water Street
 Whitby, ON L1N 9B6

Tel: (905) 430-5000 **Fax:** (905) 430-5020

Toll Free: 1-800-565-5758 (orders)

Web Address: www.mcgrawhill.ca

Price: \$47.95

ISBN/Order No: 0-07-089158-3

Copyright: 2001



**First Nations Youth Entrepreneurs:
 Working to a New Beat**

General Description:

Fifteen-minute video presents four young First Nations entrepreneurs who have started their own businesses in British Columbia: a bed and breakfast owner, a data equipment manufacturer, a general store owner, and a professional magician. They discuss how they began their business, the nature of their business and the daily commitment and hard work necessary to run their business successfully. All four express the importance of continuing to identify new business opportunities. May also be used to support activities on entrepreneurship at the Grade 8 and 9 level.

Audience: General

Category: Student, Teacher Resource

Grade Level:

K/1	2/3	4	5	6	7	8	9	10	11	11A	12
						✓					

Year Recommended in Grade Collection: 2001

Supplier: B.C. Learning Connection Inc.
 #4 - 8755 Ash Street
 Vancouver, BC V6P 6T3

Tel: (604) 324-7752 **Fax:** (604) 324-1844

Toll Free: 1-800-884-2366

Price: \$26.00

ISBN/Order No: BE0358

Copyright: 1997



Ideas Into Action

General Description:

Thirteen-minute video illustrates the process of creative thinking and problem solving. It links problem solving in the business environment to the communication of ideas. Accompanying teacher's guide includes activities and reproducible student handouts.

Audience: General

- Gifted - opportunities for divergent thinking; opportunities for in-depth analysis

Category: Student, Teacher Resource

Grade Level:

K/1	2/3	4	5	6	7	8	9	10	11	11A	12
						✓	✓	✓			

Year Recommended in Grade Collection: 2001

Supplier: International Tele-Film Enterprises Ltd.
 41 Horner Avenue
 Unit 3
 Etobicoke, ON M8Z 4X4

Tel: (416) 252-1173 **Fax:** (416) 252-1676

Toll Free: 1-800-561-4300

Price: Check with Supplier

ISBN/Order No: Not available

Copyright: 1993



Introducing Business

General Description:

Comprehensive 24-minute Australian video opens by presenting business scenes familiar to young teenagers. A brief explanation of the nature of production and key inputs, process, management and outputs used by businesses follow. Five different businesses are profiled to show a network of production enterprises. In addition, managers reflect on their goals and speak about the effect of environmental influences on their businesses. Although produced in Australia, this video is representative of the global nature of business.

Audience: General

Category: Student, Teacher Resource

Grade Level:

K/1	2/3	4	5	6	7	8	9	10	11	11A	12
							✓				

Year Recommended in Grade Collection: 2001

Supplier: *B.C. Learning Connection Inc.*
#4 - 8755 Ash Street
Vancouver, BC V6P 6T3

Tel: (604) 324-7752

Fax: (604) 324-1844

Toll Free: 1-800-884-2366

Price: \$26.00

ISBN/Order No: BE0356

Copyright: 1995



Media Messages: Using Video, Print, Radio and Mixed Media

Author(s): Steele, L.

General Description:

Booklet comprises 20 activities that require student groups to create commercials or advertisements using video, print, radio, or mixed media. Each scenario contains background information and suggestions. Includes tools for evaluation and assessment.

Cautions:

One activity suggests students use video outside of the school. This may be inappropriate for younger students.

Audience: General

Category: Teacher Resource

Grade Level:

K/1	2/3	4	5	6	7	8	9	10	11	11A	12
								✓			

Year Recommended in Grade Collection: 2001

Supplier: *Creative Curriculum Incorporated*
815 - 456 Moberly Road
Vancouver, BC V5Z 4L7

Tel: (604) 876-6682

Fax: (604) 876-6682

Price: \$18.00

ISBN/Order No: 0-9682937-5-1

Copyright: 1992



Mutual Mania

Author(s): Hopkins, C.; Hopkins, G; Hopkins, T.

General Description:

Engaging board game simulation that helps students to understand some of the complexities and risks associated with mutual fund investment. The accompanying teacher's guide provides related information, definitions, lesson plans and worksheets. Game requires a minimum of two hours to play. Students must be familiar with the rules prior to play.

Audience: General

Category: Student, Teacher Resource

Grade Level:

K/1	2/3	4	5	6	7	8	9	10	11	11A	12
								✓			

Year Recommended in Grade Collection: 2001

Supplier: *Competitive Edge Enterprises Inc.*
3885 Gallagher's Grange
Kelowna, BC V1W 3Z9

Tel:

Fax: (250) 862-8966

Toll Free: 1-888-327-6460

Price: Board Game: \$29.00
Teaching Guide: \$9.00

ISBN/Order No: Board Game: not available
Teaching Guide: 00968607-0-2

Copyright: 1996



Secrets of Selling: How Stores Turn Shoppers into Buyers

General Description:

Twenty-eight-minute video reveals the tactics used in various retail outlets to encourage shoppers to buy. The accompanying instructor's guide contains a summary, a quiz with answer key, research activities and a reproducible glossary on the language of merchandising.

Audience: General

Category: Student, Teacher Resource

Grade Level:

K/1	2/3	4	5	6	7	8	9	10	11	11A	12
							✓				

Year Recommended in Grade Collection: 2001

Supplier: *B.C. Learning Connection Inc.*
#4 - 8755 Ash Street
Vancouver, BC V6P 6T3

Tel: (604) 324-7752

Fax: (604) 324-1844

Toll Free: 1-800-884-2366

Price: Video: \$26.00
Teacher's Guide: \$1.00

ISBN/Order No: Video: BE0350
Teacher's Guide: G4766

Copyright: 1993



The World of Business: A Canadian Profile, Third Edition

Author(s): Murphy et al.

General Description:

Student text, workbook and teacher's resource binder explore business issues pertinent to Canada, such as money, finance, marketing, law, consumer issues, computer applications and accounting. Includes computer test banks for MS-DOS and Macintosh. The recommended videos from this series are listed individually.

System Requirements:

Macintosh: System 6.0 or later; 1 Mb RAM.
MS-DOS: DOS 2.1 or later; 320 K RAM.

Audience: General

Category: Student, Teacher Resource

Grade Level:

K/1	2/3	4	5	6	7	8	9	10	11	11A	12
						✓	✓	✓			

Year Recommended in Grade Collection: 2001

Supplier: *Nelson Thomson Learning*
1120 Birchmount Road
Scarborough, ON M1K 5G4

Tel: (416) 752-9448 **Fax:** (416) 752-8101

Toll Free: 1-800-268-2222/1-800-668-0671

Web Address: www.nelson.com

Price: Student Text: \$65.95
Student Workbook: \$14.95
Teacher's Resource: \$111.95

ISBN/Order No: Student Text: 17-604692-5
Student Workbook: 17-604694-1
Teacher's Resource: 17-604693-3

Copyright: 1994



The World of Business - Accounting

General Description:

Thirty-two minute video in four segments from CBC *Venture* deals with the struggles of small businesses and has a strong entrepreneurial focus while illustrating the importance of accounting to business. Includes a teacher's guide and reproducible activity sheets.

Audience: General

Category: Student, Teacher Resource

Grade Level:

K/1	2/3	4	5	6	7	8	9	10	11	11A	12
							✓				

Year Recommended in Grade Collection: 2001

Supplier: *Nelson Thomson Learning*
1120 Birchmount Road
Scarborough, ON M1K 5G4

Tel: (416) 752-9448 **Fax:** (416) 752-8101

Toll Free: 1-800-268-2222/1-800-668-0671

Web Address: www.nelson.com

Price: \$131.95

ISBN/Order No: 0-17-606-5822

Copyright: 1996



The World of Business - Computer Applications

General Description:

Twenty-nine minute video in four segments from CBC *Venture* deals with the Y2K problem, computer crime, computer games and the Internet. It has a strong entrepreneurial bent. Includes a teacher's guide and reproducible activity sheets.

Audience: General

Category: Student, Teacher Resource

Grade Level:

K/1	2/3	4	5	6	7	8	9	10	11	11A	12
								✓			

Year Recommended in Grade Collection: 2001

Supplier: *Nelson Thomson Learning*
1120 Birchmount Road
Scarborough, ON M1K 5G4

Tel: (416) 752-9448 **Fax:** (416) 752-8101

Toll Free: 1-800-268-2222/1-800-668-0671

Web Address: www.nelson.com

Price: \$131.95

ISBN/Order No: 017-606-5792

Copyright: 1996



The World of Business - International Business

General Description:

Thirty-four minute video in four segments from *CBC Venture* deals with international trade, global marketing and investment and doing business in a number of cultural contexts. It has a strong entrepreneurial bent. It includes a teacher's guide and reproducible activity sheets.

Audience: General

Category: Student, Teacher Resource

Grade Level:

K/1	2/3	4	5	6	7	8	9	10	11	11A	12
								✓			

Year Recommended in Grade Collection: 2001

Supplier: *Nelson Thomson Learning*
1120 Birchmount Road
Scarborough, ON M1K 5G4

Tel: (416) 752-9448 **Fax:** (416) 752-8101

Toll Free: 1-800-268-2222/1-800-668-0671

Web Address: www.nelson.com

Price: \$131.95

ISBN/Order No: 0-17-606-5784

Copyright: 1996



The World of Business - Marketing

General Description:

Thirty-two minute video in six segments from *CBC Venture* and *Market Place* deals with entrepreneurship, innovation and the importance of customer service. Includes a teacher's guide and reproducible activity sheets.

Audience: General

Category: Student, Teacher Resource

Grade Level:

K/1	2/3	4	5	6	7	8	9	10	11	11A	12
								✓			

Year Recommended in Grade Collection: 2001

Supplier: *Nelson Thomson Learning*
1120 Birchmount Road
Scarborough, ON M1K 5G4

Tel: (416) 752-9448 **Fax:** (416) 752-8101

Toll Free: 1-800-268-2222/1-800-668-0671

Web Address: www.nelson.com

Price: \$131.95

ISBN/Order No: 017-605-7919

Copyright: 1996



The World of Business - Money and Financial Institutions, Credit and Personal Finance

General Description:

Forty minute video in five segments from *CBC Venture* deals with barter, investment, credit, banking and lending. It has a strong financial focus, both personal and in terms of business. Includes a teacher's guide and reproducible activity sheets.

Audience: General

Category: Student, Teacher Resource

Grade Level:

K/1	2/3	4	5	6	7	8	9	10	11	11A	12
							✓				

Year Recommended in Grade Collection: 2001

Supplier: *Nelson Thomson Learning*
1120 Birchmount Road
Scarborough, ON M1K 5G4

Tel: (416) 752-9448 **Fax:** (416) 752-8101

Toll Free: 1-800-268-2222/1-800-668-0671

Web Address: www.nelson.com

Price: \$131.95

ISBN/Order No: 017-606-5806

Copyright: 1996



The World of Business - Profile of Business

General Description:

Thirty-eight minute video in five segments from CBC *Country Canada* and *Venture* deals with retail merchandising, self-employment, international business, marketing and franchising and has a strong entrepreneurial bent. Includes a teacher's guide and reproducible activity sheets.

Audience: General

Category: Student, Teacher Resource

Grade Level:

K/1	2/3	4	5	6	7	8	9	10	11	11A	12
						✓					

Year Recommended in Grade Collection: 2001

Supplier: *Nelson Thomson Learning*
1120 Birchmount Road
Scarborough, ON M1K 5G4

Tel: (416) 752-9448 **Fax:** (416) 752-8101

Toll Free: 1-800-268-2222/1-800-668-0671

Web Address: www.nelson.com

Price: \$131.95

ISBN/Order No: 017-606-5776

Copyright: 1996



The World of Business - You, the Consumer

General Description:

Twenty-seven minute video in four segments from CBC *Venture* and *Market Place* deals with marketing to the young, the wealthy and the mainstream public. Responsibilities of consumers are a focus. Includes a teacher's guide and reproducible activity sheets.

Audience: General

Category: Student, Teacher Resource

Grade Level:

K/1	2/3	4	5	6	7	8	9	10	11	11A	12
							✓				

Year Recommended in Grade Collection: 2001

Supplier: *Nelson Thomson Learning*
1120 Birchmount Road
Scarborough, ON M1K 5G4

Tel: (416) 752-9448 **Fax:** (416) 752-8101

Toll Free: 1-800-268-2222/1-800-668-0671

Web Address: www.nelson.com

Price: \$131.95

ISBN/Order No: 017-606-5814

Copyright: 1996