

# Unit 01: Journalizing Sales and Cash Receipts Using Special Journals

Content Area: **Business**  
Course(s): **Accounting II**  
Time Period: **4 weeks**  
Length: **4 weeks**  
Status: **Published**

## Unit Overview

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Students will be able to journalize sales and cash receipts using special journals for a merchandising business.

## Transfer

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Students will be able to independently use their learning enabling them to plan, record, analyze, and interpret financial information to make sound business decisions.

## Meaning

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## Understandings

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Students will understand ...

- Accounting terms related to sales and cash receipts for a merchandising business
- Accounting concepts and practices related to sales and cash receipts for a merchandising business
- The process of journalizing sales on account using a sales journal
- The process of journalizing cash receipts using a cash receipts journal
- The process of recording sales returns and allowances using a general journal

## Essential Questions

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Students will keep considering...

- What are sales and cash receipts journals and what are their role in the accounting cycle?

- How does a merchandising business differ from a service business?
- Why is sales tax considered a liability to the business?
- How do you journalize sales on account?
- What type of transaction appears on a sales journal?
- How do you record sales discounts on a cash payments journal?
- What's the difference between a sales return and a sales return and allowance?
- What accounting concepts apply to this chapter?

## **Application of Knowledge and Skill**

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### **Students will know...**

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Students will know...

- Accounting terms related to sales and cash receipts for a merchandising business
- Accounting concepts and practices related to sales and cash receipts for a merchandising business
- The process of journalizing sales on account using a sales journal
- The process of journalizing cash receipts using a cash receipts journal
- The process of recording sales returns and allowances using a general journal

### **Students will be skilled at...**

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Students will be skilled at...

- Defining accounting terms related to sales and cash receipts for a merchandising business
- Identifying accounting concepts and practices related to sales and cash receipts for a merchandising business
- Journalizing sales on account using a sales journal
- Journalizing cash receipts using a cash receipts journal
- Recording sales returns and allowances using a general journal

## Academic Vocabulary

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- Accounting terms and concepts related to sales and cash receipts for a merchandising business, i.e. batch report, terminal summary, etc.

## Learning Goal 1

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Students will be able to assess and journalize sales and cash receipts using special journals for a merchandising business.

- Students will be able to assess and journalize sales and cash receipts using special journals for a merchandising business.

CRP.K-12.CRP8	Utilize critical thinking to make sense of problems and persevere in solving them.
CRP.K-12.CRP11	Use technology to enhance productivity.
PFL.9.1.12.B.1	Prioritize financial decisions by systematically considering alternatives and possible consequences.
PFL.9.1.12.E.2	Analyze and apply multiple sources of financial information when prioritizing financial decisions.
PFL.9.1.12.E.3	Determine how objective, accurate, and current financial information affects the prioritization of financial decisions.
PFL.9.1.12.E.5	Evaluate business practices and their impact on individuals, families, and societies.
PFL.9.1.12.G.1	Analyze risks and benefits in various financial situations.
CAEP.9.2.12.C.9	Analyze the correlation between personal and financial behavior and employability.
TECH.8.1.12.A.CS2	Select and use applications effectively and productively.

## Target 1

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Journalize and analyze sales on account using a sales journal.

- Journalize and analyze sales on account using a sales journal.

## Target 2

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Journalize and analyze cash receipts using a cash receipts journal.

- Journalize and analyze cash receipts using a cash receipts journal.

### **Target 3**

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Record and analyze sales returns and allowances using a general journal.

- Record and analyze sales returns and allowances using a general journal.

### **Formative Assessment and Performance Opportunities**

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- Class discussion
- Collection of vocab
- Presentation of ideas
- Review of workpapers
- Teacher observation
- Use of technological resources for quick assessment i.e. Socrative.com

### **Summative Assessment**

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- Chapter Test

### **Accommodations/Modifications**

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- Application Problems for extra practice
- Cases for critical thinking at the end of the chapter
- Recycle Problem for extra credit
- Students work collaboratively to journalize

### **Unit Resources**

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Teacher can choose from the following resources:

- Book Companion Website
- Century 21 Accounting 9E
- Century 21 Accounting Simulation
- Chapter PowerPoints
- Computer
- Document Camera
- Guest Speakers
- Interactive Excel Spreadsheets
- Quickbooks
- Videos

- Whiteboards
- Workbook

## **Interdisciplinary Connections**

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LA.RST.11-12.3	Follow precisely a complex multistep procedure when carrying out experiments, taking measurements, or performing technical tasks; analyze the specific results based on explanations in the text.
LA.WHST.11-12.6	Use technology, including the Internet, to produce, share, and update writing products in response to ongoing feedback, including new arguments or information.
MA.K-12.1	Make sense of problems and persevere in solving them.
MA.S-MD.B.5b	Evaluate and compare strategies on the basis of expected values.