

Kitchen Remodel

WebQuest Description: You will be helping a prospect remodel their kitchen.

Grade Level: 9-12

Curriculum: Life Skills / Careers

Keywords: Kitchen, Remodel, Appliances, Flooring, Paint

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Introduction

In your capacity as a sales person and designer for your company, you have the opportunity to help a prospective customer remodel their kitchen. They are soliciting bids for certain portions of their kitchen in the house they just purchased in town. It is your job to listen to what they want, find what meets their needs and present to them your findings to close the sale! So, let's get started!!

Tasks

Here's your challenge. With a set of requirements given to you by your prospect, you will research and find materials and appliances that not only meet their wishes but their budget as well. In doing so, there will also be some calculations of material before you can arrive at how much of certain items are needed. You will need to shop at different online stores, comparing prices and making decisions on all items requested. Find the balance between savings and quality. Find deals, sales and items that satisfy the prospect's request. Whatever it takes! Once you are done shopping, you will need to document your findings in a proposal that includes an itemized breakdown as well as a presentation.

Process

Here are your instructions to complete the WebQuest. Part 1 Break into your pre-determined groups (no more than 4 people per team). Within your groups, first review the prospect's request and make sure you all understand what is being requested. The client request is documented and attached. You should also do any materials calculations in your team discussion. After reviewing the prospect request, as a group determine the team strategy to meet the request. Then, determine how you will divide the work. For example, different people research different items or different people research different websites. Part 2 Do your research using the sites provided in the links section below. For Lowes and Home Depot, you can find all the items you need. Amazon will have some of the requested items, but not all of them. The Lumber Liquidators and Sherwin Williams sites are specialized sites for flooring and paint respectively. Part 3 Get back together as a team and bring all the gathered information to see how it all fits. Do the color schemes match? Does the combined cost of all the items found fit within the budget? Do you think you've met what the prospect requested? Do you want to do more research and revise anything before you finalize your proposal? Part 4 You are to create two things to show the prospect. 1) A presentation using a tool of your choosing (e.g. PowerPoint, Adobe Spark or Prezi). Other tools besides the three examples are fine. The presentation should include pictures of the items selected, the color scheme chosen and other details that will help you make the sale. (You will actually show or present the presentation to your class). Remember, you are trying to prove that you know what the prospect wants and have the best proposal. The presentation should be no more than 5 minutes in length. 2) A detailed spreadsheet showing itemized costs and how it compares to the budget target from the prospect. The spreadsheet should include the items, links if possible, any specifics about your choice, where they come from, original cost and sales price if applicable. Be detailed and be creative. Remember, you are trying to make a sale! (The spreadsheet will not need to be presented. It will, however, be reviewed by the teacher and graded using the provided rubric.)

Evaluation

Student teams will be graded using the rubric below.

Category and Score	1	2	3	4	Score
Presentation	Confusing presentation. Not well organized. Several requested items are missing.	Presentation is not organized and a few requested items are not included.	Good presentation with all or no more than 1 item missing.	Thorough and easy to follow presentation with information about all items requested.	25

Category and Score	1	2	3	4	Score
Detailed Spreadsheet	Very hard to follow, several items and their origins are missing. Difficult to read. One or more calculations may be incorrect.	Some details are missing. The spreadsheet is not easy to read. One or more calculations may be incorrect.	All items presented, but a bit confusing to follow. All calculations are correct and shown.	All items present, accurate and presented in an organized manner. All calculations are correct and shown.	25
Budget vs Quality	\$1000 over budget	Over budget by less than \$1000 budget and one or more items don't meet the quality requested.	Close to budget but with above average quality.	On budget with average to above average quality.	25
Meeting Prospect Request and Expectations	Color schemes don't go together. Misses the mark completely on what the prospect requested.	Some consideration of what the prospect wanted.	Meets almost everything the prospect wanted.	Meets everything the prospect requested.	25
				Total Score	100

Conclusion

The first part of this lesson demonstrated that remodeling is a detailed task with lots of small decisions. Hopefully, this project gave you an idea of the complexities of a seemingly straightforward task and then the difficulty of coordinating those many decisions while staying within desired budget. The other part of this lesson is the importance of presenting your findings. You needed to be both creative and detailed. In business and in sales, if you have a great product but don't present it well, you may find it difficult to find buyers. So, don't underestimate how you decide to tell others about your products and offerings. You also got to use at least two software tools to present your findings. In the business world, you will be using software frequently to capture thoughts and ideas to customers, co-workers and prospects.

Teacher Page

This WebQuest was created to challenge students to think critically about budgets, customer service, salesmanship and the use of technology to present ideas. The other benefit I hope to accomplish with this lesson is critical thinking when decisions involve compromise. I've set the budget at a level so students will need to make trade-offs on what they select. Ultimately, with the budget provided, they will likely not meet all their prospect's requirements. I would think in a group format this assignment can be completed in 2-3 class periods.

Standards

Here are standards that are part of this WebQuest. NETS-S Standard 3.0: Students critically curate a variety of resources using digital tools to construct knowledge, produce creative artifacts and make meaningful learning experiences for themselves and others. National Association of State Administrators of Family and Consumer Sciences website: www.nasafacs.org 2.7.3 Manage money effectively by developing financial goals and budgets. 11.3.1 Analyze product information, including but not limited to floor coverings, wall coverings, textiles, window treatments, furniture, lighting fixtures, kitchen and bath fixtures and equipment.

Credits

Pictures incorporated into this WebQuest were taken from various websites.

Other