

**"Sole Proprietor Loses Restaurant"**  
A Problem-based Learning Curricular Unit  
(Provided by the Curriculum Revitalization Initiative)

**Problem Statement/Product/Performance:**

*The Asian Connection*, a popular, local restaurant, offered both Asian and American dishes. Customers to the restaurant remarked that the food was the best Asian food in the city. The dishes were well-prepared, fresh and delicious. The service was impeccable, and the prices were affordable. People flocked to the restaurant, and lines of customers often waited to get a table. One day a sign appeared on the restaurant: "The *Asian Connection* Will Be Closed Until Further Notice." The restaurant owner did not return calls. You are the business manager for the restaurant, and you have been asked to present a report to the food suppliers, indicating why the restaurant has closed. Why do you think the restaurant closed?

**Problem Presentation:**

**Bringing the Problem Home:**

What do you look for in the restaurants you patronize?

**Setting:**

Show a picture of a restaurant.



**Problem Statement and designated roles/responsibilities:**

Student Role: Business Manager

Tutor Role: Person who holds the Initial Inquiry Documents (Intake records, Newspaper article, etc.)

**Product/Performance Assessment:**

You have to present an official business report to the food suppliers of the restaurant, explaining why you think the *Asian Connection* has closed.

**Possible Content Objectives:**

A4-2: Prepare Memos

A4-6: Prepare Various Types of Reports

A15-3: Determine the Advantages and Pitfalls of Global Markets

B3-1: Format and Compose Business Memos

B3-5: Format and Compose Business Reports

C4-1: Identify the Advantages and Disadvantages of Sole #1

C4-2: Identify the Advantages and Disadvantages of Sole Proprietorship #2

C5-1: Identify the Purpose of a Business Plan

C8-1: Identify the Aspects of a Changing Global Marketplace

D4-1: Determine When Informal Writing is Inappropriate

E2-2: Recognize and Appreciate Cultural Differences

E2-4: Recognize Cultural Differences

E11-5: Demonstrate Importance of Integrity and Honesty

These Lessons may be found in the Curriculum Revitalization Initiative Lesson Library for Business, Marketing and Management on the Website, <http://www.ilcte.org>.