



MARCH 16-20, 2020

TOPIC: NATIONAL ARTISTS IN THE PHILIPPINES

- National Artist in the Different Fields

Directions: Give at least 1 masterpiece of the following NATIONAL ARTISTS in different fields. Give a short explanation for each artwork or masterpiece. Write your answer in 1 whole sheet of pad paper.

ARTISTS	EXPLANATION
ISMAEL BERNAL (Cinema) Title:	
RYAN CAYABYAB (Music) Title:	
FERNANDO AMORSOLO (Visual Artists) Title:	
GUILLIERMO TOLENTINO (Sculpture) Title:	
HONORATA "ATANG" DELA RAMA (Theater) Title:	
NICK JOAQUIN (Literature) Title:	
LEANDRO V. LOCSIN (Architecture) Title:	



LA IMMACULADA CONCEPCION SCHOOL
SENIOR HIGH SCHOOL
GRADE 12 – CORE: PERSONAL DEVELOPMENT

MARCH 16-20, 2020

TOPIC: THE CHALLENGES OF MIDDLE AND LATE ADOLESCENCE

Directions: Watch the video entitled “In Search OfThe Man Who Broke My Neck” by Joshua Prager on Ted.com. Then, answer the following questions in one whole sheet of pad paper.

1. What particular challenge did the man face?
2. What did he do to take the challenge?
3. What enabled him to resolve his special challenge?
4. Share a similar story, either yours or by others you know who experienced a similar challenge.



LA IMMACULADA CONCEPCION SCHOOL
SENIOR HIGH SCHOOL
GRADE 12 – HUMMS: CREATIVE NONFICTION

MARCH 16-20, 2020

TOPIC: FORMS AND TYPES OF CREATIVE NONFICTION

1. Based on your previous homework/reading activity, “The Three Idiots” the movie, write a 150-200-word reflection paragraph about your personal view on the main characters Rancho, Farhan, and Raju.

2. Follow this format:
 - a. First Paragraph: Quotation
Choose a quotation that is anchored on the theme of the movie.
 - b. Second Paragraph: Description
Describe the main characters based on their values and attitudes in life.
 - c. Third Paragraph: Assertion
Give your personal view about the characters as well as the story. Consider the multiple themes about different aspects of life.

3. Write your answer in one whole sheet of paper.



LA IMMACULADA CONCEPCION SCHOOL
SENIOR HIGH SCHOOL
GRADE 12 – APPLIED: PRACTICAL RESEARCH III

MARCH 16-20, 2020
TOPIC: RESEARCH EVALUATION

Directions: Analyze carefully the statements below and answer the questions thoroughly.

Write your answer in one whole sheet of paper.

1. Explain in detail why researchers should observe ethical practices when conducting research activities or projects. Cite pertinent examples.
2. How would you describe a person with scientific sense who possesses research integrity? State the person's behavior in relation to the conduct of his research activities.
3. Discuss the correct process of validating the research instrument.
4. How do you evaluate a thesis or dissertation? What are the criteria for judging the worthiness of a thesis or dissertation?



MARCH 16-20, 2020

TOPIC: ENERGY CHANGES IN CHEMICAL REACTIONS
FIRST LAW OF THERMODYNAMICS

I. ENERGY CHANGES IN CHEMICAL REACTION

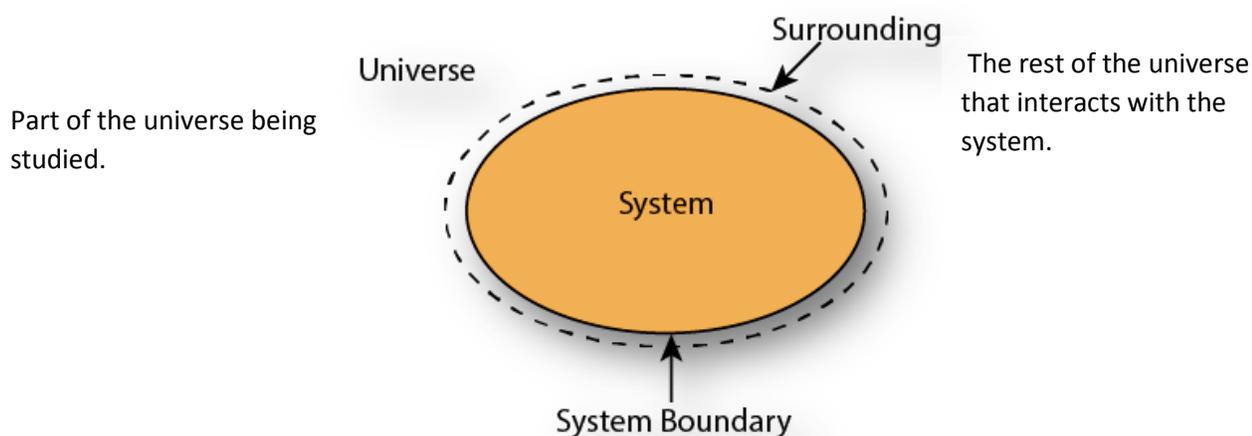
- Thermochemistry

The study of energy or heat flow that accompanies a chemical reaction and/or physical transformations.

- Heat

A form of energy transfer between two objects as a result of their difference in temperature.

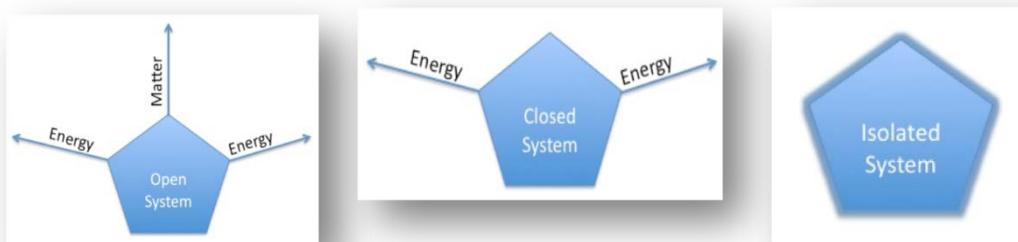
- Energy generally flows from hotter objects to a cooler one until thermal equilibrium is reached.
- In the concept of heat, it is important to define and differentiate between system and its surroundings.



Consider a cup of hot coffee where a teaspoon is dipped. If the coffee is taken as the system, then everything that is directly in contact with its surroundings which include the cup, the teaspoon, and the air above the surface of the liquid. The surrounding will absorb the energy from the hot coffee. And since they are colder than coffee, heat will flow from the coffee to the cup, the teaspoon, and the air above it.

- THREE TYPES OF SYSTEM

1. Open system - Can exchange matter and energy usually in the form of heat, with its surroundings.
2. Closed system - Allows the transfer of energy (heat) but not matter.
3. Isolated system - Does not allow the transfer of either matter or energy.



- Heat is represented by q .

$-q$ – heat flows from a system to surroundings (exothermic)

$+q$ – system absorbs heat from surroundings (endothermic)

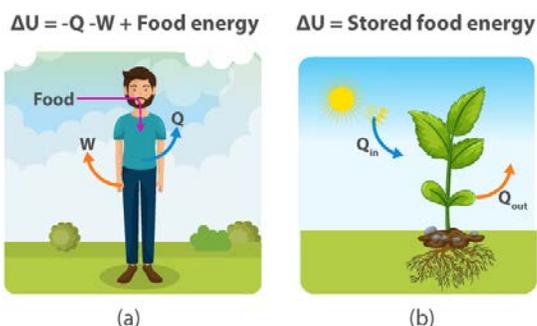
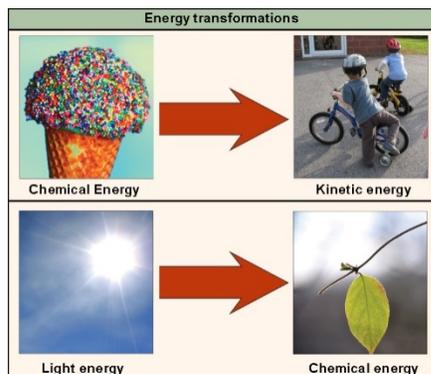
Example:

1. For physical changes, the melting of ice is endothermic because the ice (system) absorbs heat from the surrounding.
2. Freezing is exothermic because ice releases heat to its surrounding.

II. FIRST LAW OF THERMODYNAMICS

- Energy cannot be created nor destroyed but can be converted from one form to another.

$$\Delta E_{\text{sys}} = -\Delta E_{\text{surr}}$$



- Energy can be transferred from place to place or changed between different forms
- The change in energy of a system is equal to the heat absorbed (q) by the system and the work (w) done on it.

$$\Delta E_{\text{sys}} = q + w$$

- (+w) - When work is done on the system, it gains energy and work is denoted as positive.
- (-w) - when the system does the work, it uses up or transfers some of its energy so that work is denoted as negative

PRACTICE PROBLEM:

Calculate the change in energy for the following processes. Identify if the process is endothermic or exothermic.

1. A gas releases 35 J of heat as 84 J of work was done to compress it.

$$\Delta E_{\text{sys}} = (-q) + (+w) = -35\text{ J} + 84\text{ J} = \mathbf{49\text{ J (exothermic)}}$$

2. A gas absorbs 48 J of heat as it does 72 J of work by expanding.

$$\Delta E_{\text{sys}} = (+q) + (-w) = 48\text{ J} + (-72\text{ J}) = \mathbf{-24\text{ J (endothermic)}}$$

TO DO LIST

I. Identify if it is EXOTHERMIC or ENDOTHERMIC . Justify your answer.

	PROCESS	JUSTIFICATION
1. Combustion of gasoline		
2. Photosynthesis		
3. Cellular respiration		

II. Write 5 examples of an exothermic process and endothermic process.

EXOTHERMIC	ENDOTHERMIC

III. Answer the following problems.

1. What is the work done by a system when it absorbs 47J of heat and gain 12J of energy?
2. How much heat is released by a system when 45J of work is done on it to decrease its energy to 23J?

IV. Give 1 example of each three types of system. Draw and explain.

Open system	Closed system	Isolated system



MARCH 16-20

TOPIC: SELLING PRINCIPLE (PART 1)

SCOPE

- Task of a Sales Professional
- Identifying Key Accounts
- Database Management and Maintenance
- Stages in the Sales Process

SELLING – sales is an integral part of tourism promotion. Sales professionals make tourism products and services available to customers.

Personal selling can be defined as the person-to-person communication between a sales person and a prospective customer in which the needs are met in exchange for money or resources.

Task of Sales Professionals

Kotler (2010) outlines the primary tasks sales professionals perform for their companies as:

1. **Prospecting** – The sales professional is tasked to look into potential customers or “prospect”.
2. **Targeting** – Sales professionals need to determine who to tap among a list of prospects given the available resources.
3. **Communicating** – Sales personnel need to find ways and means to keep in touch with clients.
4. **Selling** – Sales personnel are trained to do product presentations, negotiations, overcoming objections, and closing the sale.
5. **Servicing** – Sales persons should help clients solve problems and render technical or expert assistance.
6. **Information Gathering** – Sales representatives gather intelligence information such as what the competition is doing or what the company’s needs are.
7. **Allocating** – Sales people assist in deciding which clients to prioritize based on the past and future business engagements when there is shortage of inventory.

IDENTIFYING KEY ACCOUNTS (Customer)

One of the major challenges a sales person has is looking for customers.

Some sources of customers include:

- Internet
- The telephone directory
- Referrals from other customers
- Friends of friends
- Past customers
- Inquiries

PRIMARY ACCOUNTS

- Clients who provide a big portion of the business on a regular and sustained basis. The kind of clients a company cannot afford to lose. It is a type of accounts for whom sales professionals devote 80% of their time and resources.

SECONDARY ACCOUNTS

- Clients who provide substantial sales revenue occasionally, and may have potential for growth in the future because their business is growing and they will transfer their purchases from a competitor to the company.

MARGINAL ACCOUNTS

- Clients who provide nominal business.
- Clients who purchase once in a while; not be significant but still better than none.

DATABASE MANAGEMENT

- Maintaining an active list of prospects, existing clients, and previous clients is important in the selling process. This is called a database. Databases can be maintained and managed.
 - a. *Electronically* through a client database management program or through computer programs such as Microsoft Excel, or
 - b. *Manually* through a phonebook directory or index cards.

STAGES OF SALES PROCESS

1. Prospecting and qualifying prospects
2. Pre- Approach
3. Approach
4. Presentation and Demonstration
5. Negotiation and Overcoming Objections
6. Closing the Sale
7. Follow-up and Maintenance

TO DO LIST:

Directions: Answer the following questions. Write all your answers in **1 whole sheet of paper**.

1. What are the tasks of sales professional?
2. What are the three types of accounts? Which one is the most important?
3. What are the stages of the sales process? Discuss Each.

ACTIVITY

Directions: Answer the following questions. Write your answers in **LONG BOND PAPER**.

1. What are the tasks that sales professionals need to perform? Why are they important?
2. If you are selling tour packages, who would be your prospective key accounts? Why?
3. How do you maintain an active database?
4. Describe the stages of the sales process as it happens in the tourism industry using an example of a tourism product or service.