**Coláiste na Mí**

**Leaving Certificate - Business**

**Scheme of Work**

**6th Year 2020/2021**

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| **Aims – Business Syllabus** |
| * To contribute to a balanced and appropriate general education, leading to the personal and social development of students through a study of business and enterprise.
* To encourage initiative and self-reliance in each student.
* To develop a clear understanding of the role of enterprise, to encourage the development of appropriate enterprise learning skills, and to generate in students a positive and ethical attitude to enterprise in personal, business and public life.
* To develop a critical understanding of the overall environment in which business functions.
* To help prepare students for participation in a changing business environment for adult and working life and also as a basis for further education.
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| **Objectives – Business Syllabus** |
| * To develop students' literacy, numeracy, problem-solving and communication skills and to develop an attention to detail in the presentation of information.
* To develop an understanding of the structures, institutions, processes and management of business.
* To enable students to make informed business decisions.
* To enable students to use established commercial principles and knowledge, to critically evaluate commercial information, and to offer solutions to given commercial problems.
* To promote a positive awareness of cultural and social diversity in international business.
* To enable students to understand and appreciate ethics in business.
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| **Resources Used** |
| * Coláiste na Mí Business Studies Website [www.colaistenamibusiness.com](http://www.colaistenamibusiness.com)
* Ready For Business Textbook
* I-Pads-Student’s own device
* OneNote
* Schoology
* Exam Papers
* YouTube Videos
* YouTube Channel
* Examinations.ie
* Websites such as RTE.ie/Irish Times/Irish Independent/Journal.ie for news stories
* Dragons Den Clips
* Explain Everything
* Class Tests
* Handouts
* Key Term Quizzes and Puzzles
* Lollipop Sticks
* Peer Learning
* Class Discussions
* Note Taking and Note Making
* Kahoot
* Puzzlemaker
* Sporcle of Key Terms
* Unit Sheets
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**6th Year Business Scheme of Work**

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| **Week** | **Unit/Topic** | **Learning Outcomes** | **General Content** | **Assessment****For Learning****Of Learning** | **Literacy** | **Numeracy** |
|  |  |  | **UNIT 5** |  |  |  |
| **Aug/Sep** | **Business Opportunities****(Conclude Chapter)** | To enable students to:* Prepare a Breakeven Chart
* Assess the likely profitability of a business
 | * Website
* Schoology
* Unit Sheet
* Ch. 13

Textbook* Worksheets
* Video clips
* Exam Papers
* Sporcles
* Microsoft Forms
 | Assessment for learning:* Self and Peer Assessment
* Think, Pair, Share

Assessment of learning:* Sporcles/Forms
* Q and A
* Exercise in text and workbook
* Regular correction of H.W

End of chapter test will form part of AFL & AOL | Key words highlighted in each chapterSporcles | Calculate B/E point+, - , /Prepare B/E chartInterpret B/E chart |
| **Sep** | **Business Expansion** | To enable students to:* Identify, understand and spell key vocabulary
* Understand the reasons and methods of business expansion
* Explain the sources of finance for business expansion
* Distinguish between equity and debt financing
* Understand the implications of expansion for a business
 | * Website
* Unit Sheet
* Schoology
* Textbook
* Worksheet
* Media
* -print
* -web
* Video clips
* Exam Papers
* Sporcles
* Microsoft Forms
 | Assessment for learning:* Self and Peer Assessment
* Reflective note
* Think, Pair, Share

Assessment of learning:* Questions and answers
* Sporcles/Forms
* Exercise in text and workbook
* Regular correction of H.W

End of chapter test will form part of AFL & AOL | Key words highlighted in each chapterVerbal TestsSporclesPuzzlesKahoot |  |
|  |  |  | **UNIT 2** |  |  |  |
| **Oct** | **Entrepreneurs & Enterprise** | Students will:* Understand what enterprise is
* Identify where enterprise is relevant
* Understand the rewards & risks associated with becoming an entrepreneur
* Identify the characteristics& skills associated with becoming an entrepreneur
* Understand why enterprise is important
* Look at The Intrapreneur vs The Entrepreneur and why become one
 | * Website
* Chapter 4 Ready for Business
* Worksheets
* YouTube
* Sporcles
* Kahoots
* Exam Papers
* Sporcles
* Microsoft Forms
 |  Assessment for learning* Self & Peer assessment
* Reflective note think, pair, share
* Mind maps

Assessment of learning* Sporcles/Forms
* Q&A
* Observation of students
* Differentiated questions
* Correction of HW
* Completion of exercises in textbook and additional handouts

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|  |  |  | **UNIT 1** |  |  |  |
| **Oct/Nov** | **People in Business** | Students will:* Understand what a business is
* Identify the different stakeholders in business
* Understand what interests groups are
* Understand the different relationships that exist in business
* Understand what conflict is and how it can be resolved
* The Law of Contract
* Terminating Contracts
 | * Unit 1-
* Website Presentations
* Chapter 1 Ready For Business
* Worksheets
* Case Studies
* Video clips
* YouTube
* Sporcles
* Kahoots
* Microsoft Forms
 |  Assessment for learning* Self & Peer assessment
* Reflective note think, pair, share
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Assessment of learning* Sporcles/Forms
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|  |  |  | **MIDTERM** |  |  |  |
|  |  |  | **IN-HOUSE ASSESSMENTS** |  |  |  |
| **Nov** | **Resolving Conflict in the Marketplace** | Students will:* The Consumer
* Identify the legislation that protects consumers
* Understand how to resolve consumer complaints in a non-legislative/legislative manner
 | * Website Presentations Chapter 2 Ready for Business
* Worksheets
* ABQs
* YouTube
* Puzzle Sheets
* Sporcles
* Kahoots
* Exam Papers
* Microsoft Forms
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* Mind maps

Assessment of learning* Sporcles/Forms
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* Correction of HW
* Test

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| **Dec** | **Resolving Conflict in the Workplace** | Students will:* Examine Industrial Relations
* Identify causes of conflict in the workplace
* Understand what trade Unions are
* Understand the Industrial Relations Act 1990, Labour Relations Commission, Labour Court, Unfair Dismissals Act 1977 to 2007 & the Employment Equality Act 1998
 | * Website Presentations
* Chapter 3 Ready for Business
* Express
* Worksheets
* ABQs
* Sporcles
* Kahoots
* Exam Papers
* Microsoft Forms
 | Assessment for learning* Self & Peer assessment
* Reflective note think, pair, share
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| **Dec** | **Exam Preparation and Revision- Short Questions and Paper Work** |  |  |  |  |  |
|  |  |  | **Christmas Holidays** |  |  |  |
|  |  |  | **ABQ Work** |  |  |  |
| **Jan** | **Paper Work and ABQ Preparation**  | Students will:* Develop understanding of key components of Exam Papers
* Prepare themselves appropriately for the ABQ
 | * Website
* Textbook
* Schoology
* Unit Sheet
* Exam Papers
 |  |  |  |
|  |  |  | **MOCKS** |  |  |  |
|  |  |  | **MIDTERM** |  |  |  |
| **Feb** | **Mock Returns and Feedback** |  |  |  |  |  |
|  |  |  | **UNIT 6** |  |  |  |
| **Feb** | **Industries and Sectors of the Economy** | Students will:* Identify, understand and spell key words
* Understand the factors of production
* Identify the categories of industry – primary, secondary, tertiary
* Understand the role of Indigenous firms and transnational firms in the Irish Economy
 | * Website
* Textbook
* Worksheets
* Past Q’s
* Media
* Exam Papers
* Sporcles
* Microsoft Forms
 | **For:*** Self and Peer Assessment
* Reflective note
* Think, Pair, Share
* Mind Maps

**Of:*** Sporcles/Forms
* Questions and answers
* Exercise in text and workbook
* Regular correction of H.W
* End of section tests
 | Key words highlighted in each chapterVerbal TestsSporclesPuzzlesKahoot |  |
| **March** | **Types of Business Organisation** | Students will:* Identify, understand and spell key vocab.
* Understand Sole Traders, Partnerships, Private Ltd Company, Co-ops, State Owned and Public Limited Company as types of Business Organisation
* Explain Strategic Alliances and Franchising
* Understand why businesses change ownership structure
* Identify the main trends in Business Ownership Structure
 | * Website
* Textbook
* Worksheets
* Past Q’s
* Media
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| **March** | **Community Development** | Students will:* Explain Community Development and the factors that influence a business’s decision to locate in a local community
* Understand how a local community can develop itself
* Identify the organisations that can assist with community development
 | * Website
* Textbook
* Worksheets
* Past Q’s
* Media
* Exam Papers
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**Of:*** Questions and answers
* Exercise in text and workbook
* Regular correction of H.W.
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|  |  |  | **MIDTERM** |  |  |  |
| **April** | **Business, Government, and** **The Economy** | Students will:* Identify, understand and spell key words
* Understand the term Economy and the impact of economic variables in business
* Explain the effect of levels of unemployment, levels of inflation, interest rates, exchange rates on business
* Understand why government intervene in business and economic affairs
* Explain how government taxation, expenditure services and laws and regulations affect business
* Under the public sector and distinguish between privatisation and nationalisation
 | * Website
* Textbook
* Worksheets
* Past Q’s
* Media
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| **Apr/May** | **Business Ethics** | Students will:* Explain the term ethics and code of ethics
* Understand the reasons for ethics and ways to encourage it
* The effects of CSR on business stakeholders and the wider community
 | * Website
* Textbook
* Worksheets
* Past Q’s
* Media
* Exam Papers
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* Microsoft Forms
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* Mind Maps

**Of:*** Sporcles/Forms
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| **May** |  |  | **EXAM PREPERATION AND REVISION** |  |  |  |