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| **Week** | **Chapter****Please note\*: Learning Outcomes will run concurrent with 37 relevant outcomes as part of new Junior Certificate Business course****New Junior Certificate Business: First Year Scheme** | **Topic** | **Resources** | **Objectives** | **Outcomes** |
| 1 |  | **General Rules and Introduction of New Junior Cert Business** | * I-Pads
 | * Class rules set
* Students will be introduced to course and assessment criteria
* Introduction to Business Website
 | N/A |
| 2 | 1 | **Income**  | * Business Website
* Schoology
* YouTube
* Handouts
* Class Discussion
* Class Test
* Group work
* Kahoot
* Sporcle
 | * Definition of income
* Where do we get income- example work/pocket money
* Types of income with examples- their own sources
* Why it is important to keep a record of your income- discussion and get students thinking about importance of managing income at home
 | 1.11.2 |
| 3  | 2 | **Expenditure** | * Business Website
* Schoology
* YouTube
* Handouts
* Internet
* Class Discussion
* Class Test
* Think/Pair/Share
* Kahoot
* Sporcle
 | * Definition of expenditure
* 3 types of expenditure
* Examples of expenditure in everyday life
* Key Terms: Financial Cost/ Opportunity Cost/ Impulse Buying/ Current Expenditure/ Capital Expenditure
* Importance of keeping track of expenditure and link to future chapters
* Why expenditure is needed in the economy
* Get students thinking about the importance of managing income at home
 | 1.21.10 |
| 4 |  | **My Financial Life Cycle** | * Business Website
* Poster Paper
 | * Prepare a personal Financial Life Cycle
* Why is it important?
 | 1.11.33.1 |
| 5/6/7 | 3 | **Manage my Income and Expenditure Day to Day** | * Business Website
* Schoology
* YouTube
* Debit/Credit Rap
* Handouts
* Pair Work
* Class Test
* Peer Teaching
* Kahoot
* Sporcle
 | * Differentiate needs and wants with disposable income
* Construct a personal life cycle to identify financial needs at different stages of life
* Prepare an Analysed Cash Book and balance the accounts
* Be able to analyse the figures on the cash book
* The difference between debits and credits
* Importance of keeping records for the household
 | 1.11.31.13 |
| 7/8 | 4 | **Money, Banking, and Personal Accounts** | * Business Website
* Schoology
* YouTube
* Handouts
* Bank Websites
* Class Discussion
* Class Test
* School Bank
* Guest Speaker\*
* Kahoot
* Sporcle
 | * What is money
* The forms of money
* Difference between money and bartering
* Debit and Credit Cards
* Methods of Payment
* What is personal banking
* Why do we need banks?
* What are current/deposit accounts and how are they opened
* Functions of banks
* Enabling the students to open their own bank accounts through school bank
 | 1.21.10 |
| 8 |  | **Midterm** |  |  |  |
| 9/10 | 5 | **The Wise Consumer** | * Business Website
* Schoology
* YouTube
* Handouts
* Internet
* Class Discussion
* Class Test
* Think/Pair/Share
* Kahoot
* Sporcle
 | * Revise needs and wants
* How to be wise- eg. Shop around etc.. The main steps
* Caveat Emptor
* Unit pricing
* The influence of advertising/brand on us as consumers
* Relate to business and economy
* Relate to their own personal lives
 | 1.21.9 |
| 11/12/13 | 6 | **Consumer Rights and Responsibilities** | * Business Website
* Schoology
* YouTube
* Handouts
* Internet
* Class Discussion
* Class Test
* Think/Pair/Share
* Kahoot
* Sporcle
 | * Sale of Goods and Supply of Services Act 1980
* The Consumer Protection Act 2007
* Responsibilities of consumers- ethical v non ethical purchasing- www.fairtrade.ie
* Responsibilities of retailers
* Letters of Complaint
* Protecting consumers
 | 1.1.1.71.81.91.102.5 |
| 14 |  | **Chain of Production and Channels of Distribution** | * Business Website
* Schoology
* Trip to Coca- Cola Factory
* YouTube
* Handouts
* Internet
* Class Discussion
* Class Test
* Think/Pair/Share
* Kahoot

Sporcle | * The different sectors in the economy and their importance to the Irish economy
* How a product is produced.
* The different channels of distribution that exist and they type of products associated with each
* The chain of production and channels of distribution for the Coca-Cola Factory
 | 2.22.5 |
|  |  | **Christmas break** |  |  |  |
| 15/16 | 7 | **Your Working Life: Work and Employment** | * Business Website
* Schoology
* Students will chat to somebody at home about work/employment
* Class Discussion
* YouTube
* Kahoot
* Sporcle
 | * Differentiate between work and employment
* Why people work
* The different types of work available- self-employed/ volunteering etc..
* Interpret rights and responsibilities of employers and employees
* Illustrate types of pay
* Workplace organisation structures
* The world of work in the 21st Century
 | 2.32.42.63.23.3 |
| 17/18 | 8 | **Importance of Enterprise** | * Business Website
* RTE Player-Dragons Den
* YouTube
* Student research project on an entrepreneur that has influenced them
* Kahoot
* Sporcle
 | * What is an entrepreneur?
* Characteristics of entrepreneurs
* The risks
* Impact on the community
* Famous examples
* Research an entrepreneur and present findings to class
 | 2.12.23.62.7 |
| 19/20 | 9 | **Researching your Business** | * Business Website
* YouTube-Pixar
* Caldbury’s Fuse Bar Case Study
* Class Discussion
* Kahoot
* Sporcle
 | * From idea generation to final decision
* SWOT Analysis
* Importance of Market Research
* Field v Desk
* Design a market research survey
 | 1.12.7 |
| 21/23 | 10 | **Marketing your Business** | * Business Website
* YouTube
* Case Studies
* Research an Ad they are interested in
* Marketing Mix Research Assignment
* Class Discussion
* Class Test
* Kahoot
* Sporcle
 | * What is marketing?
* Explain the Marketing Mix using the 4 P’S for a product/service
* Marketing examples and case studies examined
* Power of brands that can affect consumer choice
* Study marketing examples on YouTube
 | 2.8 |
| 24 | 11 | **The Economic Challenge**  | * Business Website
* Schoology
* Internet
* Handouts
* YouTube
* Class Discussion
* Kahoot
* Sporcle
 | * Chain of production
* Factors of Production
* Macro vs Micro Economics Use local products and services to illustrate chains of production and factors of production
* Revisit the importance of opportunity cost and relate to the economy
 | 1.23.1 |
| 25 | 12 | **Economic Systems** | * Business Website
* Schoology
* Internet
* Handouts
* YouTube
* Class Discussion
 | * The three types of economies
* Ireland as a mixed economy
 | 3.23.93.11 |
|  |  | **Easter** |  |  |  |
| 26/27 | 13 | **Economic Indicators** | * Business Website
* Schoology
* Internet
* Handouts
* YouTube
* Class Discussion
* Group Task and Presentation on Economics
 | * Unemployment
* Inflation
* Interest Rates
* Economic Growth
* Differentiate the key economic indicators and relate them to country performance
* Economics group task and presentation
 | 3.13.63.93.103.11 |
| 28 |  | **Irelands Economy- What Happened?** | * YouTube
* Class Discussion
 | * The Celtic Tiger Era
* Housing Crisis
 |  |
| 29-31 |  | **Apprentice Challenge**  | * Posters
* I-Pads
 |  |  |
| 32+ |  | **Revision for Exams** |  |  |  |