|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **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 | 1.1  1.2 |
| 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 | 1.2  1.10 |
| 4 |  | **My Financial Life Cycle** | * Business Website * Poster Paper | * Prepare a personal Financial Life Cycle * Why is it important? | 1.1  1.3  3.1 |
| 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 | 1.1  1.3  1.13 |
| 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 | 1.2  1.10 |
| 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 | 1.2  1.9 |
| 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.  1.7  1.8  1.9  1.10  2.5 |
| 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 | 2.2  2.5 |
|  |  | **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 | 2.3  2.4  2.6  3.2  3.3 |
| 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 | 2.1  2.2  3.6  2.7 |
| 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 | 1.1  2.7 |
| 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 | 1.2  3.1 |
| 25 | 12 | **Economic Systems** | * Business Website * Schoology * Internet * Handouts * YouTube * Class Discussion | * The three types of economies * Ireland as a mixed economy | 3.2  3.9  3.11 |
|  |  | **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 | 3.1  3.6  3.9  3.10  3.11 |
| 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** |  |  |  |