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| **Week** | **Chapter****New Junior Certificate Business: First Year Scheme 2020-2021****Please note\*: Learning Outcomes will run concurrent with 37 relevant outcomes as part of new Junior Certificate Business course****Certificate Business course** | **Topic** | **Resources** | **Objectives** | **Outcomes** |
|  |  |  | Based on 3 x 40 minutes class periods per week and 3 week taster programme until October Midterm. |  |  |
|  |  |  | **PERSONAL FINANCE 1** |  |  |
| Sep |  | **General Rules and Introduction of New Junior Cert Business** |  | * Class rules set and introduction to course and assessment criteria
 | N/A |
| 1 | 1 | **Income**  | * Business Website
* Schoology
* YouTube
* Handouts
* Class Discussion
* Class Test
* Group work
* Kahoot
* Sporcle/Forms
 | * 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 |
| 2  | 2 | **Expenditure** | * Business Website
* Schoology
* YouTube
* Handouts
* Class Discussion
* Class Test
 | * Definition and 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  | 1.21.10 |
| 2/3 | 3 | **My Financial Cycle** | * Business Website
* Class Notes
* KWL
* Poster Paper
 | * Prepare a personal Financial Life Cycle
* Differentiate needs and wants with disposable income and the effect on us, society, and the economy
* Construct a personal life cycle to identify financial needs at different stages of life
 | 1.11.33.1 |
|  |  |  | **MIDTERM BREAK** |  |  |
| Nov | 3 | **The Analsyed Cash Book and Balancing Accounts** | * Business Website
* Calculator
* YouTube
* Debit/Credit Rap
* Handouts
* Pair Work
* Class Test
* Peer Teaching
* Kahoot
* Sporcle/Forms
 | * 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
* Contra Entries
 | 1.11.31.13 |
| Nov | 4 | **Financial Service Providers** | * Business Website
* KWL
* Schoology
* YouTube
* Handouts
* Bank Websites
* Class Discussion
* Class Test
* School Bank
* Guest Speaker\*
* Kahoot
* Sporcle
* Research task and presentation
 | * Different Financial Institutions on offer to consumers
* What is personal banking
* Why do we need banks?
* What are current/deposit accounts and how are they opened
* Functions of banks including Direct Debits, Standing Orders, and Cheques etc…
* Borrowing services on offer to us
* Enabling the students to open their own bank accounts through school bank
* The future of banking and payments
 | 1.21.51.81.10 |
| Dec | 5 | **The Wise Consumer** | * Business Website
* Schoology
* YouTube
* Handouts
* Class Discussion
* Think/Pair/Share
* Kahoot
* Sporcle/Forms
* Teacher Recap Video
* How to be Good with Money Clips
 | * 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 |
|  |  |  | **CHRISTMAS**  |  |  |
| Jan | 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
* The CCPC
* Buying Online
* Responsibilities of retailers
* Letters of Complaint
* Protecting consumers
 | 1.1.1.71.81.91.102.5 |
|  |  |  | **ENTERPRISE 1** |  |  |
| Jan |  | **Chain of Production and Channels of Distribution** | * Business Website
* Schoology
* Trip to Coca- Cola Factory\*(Covid-19?)
* YouTube
* Handouts
* Internet
* Class Discussion
* Think/Pair/Share
 | * 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 |
| Feb | 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/Forms
* RTE Player
 | * 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
* Industrial Relations: Key terms and in the news
* The world of work in the 21st Century
 | 2.32.42.63.23.3 |
|  |  |  | **MIDTERM** |  |  |
| Feb | 8 | **Importance of Enterprise** | * Business Website
* RTE Player
* YouTube
* Student research project on an entrepreneur
* Sporcle/Forms
 | * Key definitions of Enterprise and the Entrepteneur
* Financial/Social/Cultural Enterprises in my community
* Enterprise effects on me and the economy
* Famous examples of entrepreneurs
* Skills/Characteristics
* Research an entrepreneur and present findings to class
* The Intrapreneur examined
 | 2.12.23.62.7 |
| March | 9 | **The Business Needs: New Ideas and Product Development** | * Business Website
* YouTube-Pixar
* Starbucks SWOT
* SWOT Presentation
* Class Discussion
 | * Internal and External sources of Business Ideas
* From idea generation to final decision
* SWOT Analysis research and presentation
 | 1.12.22.72.9 |
| March | 10 | **Marketing your Business** | * Business Website
* YouTube
* Research an Ad they are interested in
* Marketing Mix Assignment
* Class Discussion
* Sporcle/Forms
* Project over Easter- (part of summer exam)
 | * 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
 | 2.72.8 |
|  |  |  | **EASTER HOLIDAYS** |  |  |
|  |  |  | **ECONOMICS 1** |  |  |
| April | 11 | **Economics: An Introduction** | * Business Website
* News Websites
* YouTube
 | * Economics definition
* Macro v Micro Economics
* Law of Utility
 | 3.13.3 |
| April | 12 | **Economics: Key Terms and Indicators** | * Business Website
* Schoology
* Handouts
* YouTube
* Class Discussion
* Kahoot
* Sporcle
* RTE News
* Sporcle/Forms
 | * Revisit the importance of opportunity cost and relate to the economy
* Factors of Production
* The three types of economies
* Ireland as a mixed economy
* Unemployment
* Inflation
* Interest Rates
* Economic Growth
* Differentiate the key economic indicators and relate them to country performance
* Economics group task and presentation
 | 1.23.13.63.93.103.11 |
| May |  | **Economics Task on Key Indicators** | * Class Notes
* Poster Paper
 | Research and creative project demonstrated to class based on Economic Indicators |  |
| *May* |  | ***Apprentice Challenge***  | * *Posters*
* *I-Pads*
 | * *Research and present in teams a key revision topic to the class*
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| May |  |  | **REVISION FOR EXAMS** |  |  |