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| **Week** | **Chapter**  **New Junior Certificate Business: First Year Scheme 2019-2020**  **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** |  |  |
| 1 |  | **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 | * 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 |
| 2 | 2 | **Expenditure** | * Business Website * Schoology * YouTube * Handouts * Internet * Class Discussion * Class Test * Think/Pair/Share * Kahoot * Sporcle * Practive Questions on accounts | * 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 | 1.2  1.10 |
| 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 | 1.1  1.3  3.1 |
|  |  |  | **MIDTERM BREAK** |  |  |
| 9/10 | 3 | **The Analsyed Cash Book and Balancing Accounts** | * Business Website * Schoology * YouTube * Debit/Credit Rap * Handouts * Pair Work * Class Test * Peer Teaching * Kahoot * Sporcle | * 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 | 1.1  1.3  1.13 |
| 11 | 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 | 1.2  1.5  1.8  1.10 |
| 12/13 | 5 | **The Wise Consumer** | * Business Website * Schoology * YouTube * Handouts * Internet * Class Discussion * 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 |
|  |  |  | **CHRISTMAS EXAMS AND REVISION** |  |  |
| 14/15 | 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.  1.7  1.8  1.9  1.10  2.5 |
|  |  |  | **ENTERPRISE 1** |  |  |
| 16 |  | **Chain of Production and Channels of Distribution** | * Business Website * Schoology * Trip to Coca- Cola Factory * 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 | 2.2  2.5 |
| 17/18\* | 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 * 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 | 2.3  2.4  2.6  3.2  3.3 |
|  |  |  | **FEBRUARY MIDTERM** |  |  |
| 18\*/19 | 8 | **Importance of Enterprise** | * Business Website * RTE Player * YouTube * Student research project on an entrepreneur * Sporcle | * 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 | 2.1  2.2  3.6  2.7 |
| 20 | 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 | 1.1  2.2  2.7  2.9 |
| 21/22 | 10 | **Marketing your Business** | * Business Website * YouTube * Research an Ad they are interested in * Marketing Mix Assignment * Class Discussion * 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 | 2.7  2.8 |
|  |  |  | **EASTER HOLIDAYS** |  |  |
|  |  |  | **ECONOMICS 1** |  |  |
| 23 | 11 | **Economics: An Introduction** | * Business Website * News Websites * YouTube | * Economics definition * Macro v Micro Economics * Law of Utility | 3.1  3.3 |
| 24/25/26 | 12 | **Economics: Key Terms and Indicators** | * Business Website * Schoology * Internet * Handouts * YouTube * Class Discussion * Kahoot * Sporcle * RTE News | * 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 | 1.2  3.1  3.6  3.9  3.10  3.11 |
| *27* |  | ***Economics Task on Key Indicators*** | * *Class Notes* * *Poster Paper* | *Research and creative project demonstrated to class based on Economic Indicators* |  |
| *28/29* |  | ***Apprentice Challenge*** | * *Posters* * *I-Pads* | * *Research and present in teams a key revision topic to the class* |  |
| 29+ |  |  | **REVISION FOR EXAMS** |  |  |