

1 ECONOMIC AND MANAGEMENT SCIENCES: SENIOR PHASE GRADE: 7, 8 & 9

Multi-Grade Lesson Plan (Can be adapted for Mono Grades)

Introduction

- This lesson plan has been developed to accommodate Multi-grade teaching for the senior phase.
- This lesson plan can also be adapted for Mono-grade teaching. It can be used to show learners how an entrepreneur can grow from a small business into a large business – “Neyo’s Success Story”.
- After introducing the broad topics to all three grades, the teacher should teach the content relevant to the specific grade.
- Class work and homework activities are applicable to the concepts, knowledge and skills specific to the grade as outlined in this lesson plan.
- Learners should be referred to the appropriate sections in their textbooks.

Multi-grade Lesson Plan for Economic and Management Sciences: Grade: 7, 8 & 9

Topic: Entrepreneurship	Term: 3
Grade 7: Starting a business (CAPS: page 14)	Week:
Grade 8: Forms of Ownership (CAPS: page 18)	2hrs: 4 periods of 30 minutes
Grade 9: Functions of a business (CAPS: page 22)	2hrs: 4 periods of 30 minutes
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Link with next lesson

- Grade 7: Setting and achieving goals, advertising and budgets (CAPS: Page 12).
 Grade 8: Forms of ownership: Partnerships and close corporations (CAPS: Page 18).
 Grade 9: Functions of a business (Public relations, Production, General management, Risk management, Characteristics of the business functions, Role and importance of business functions (CAPS: Page 22).

Prior Content knowledge

- Grade 7: Definition, characteristics and skills of an entrepreneur. Entrepreneurial actions of buying, selling, producing and making a profit (CAPS: Page 12).
 Grade 8: Factors of production (CAPS: Page 17).
 Grade 9: Sectors of the Economy (CAPS: Page 21).

Content

- Grade 7
• Needs and wants of consumers
• SWOT Analysis
Grade 8
• Sole trader
• Characteristics of a sole trader
• Advantages and disadvantages of sole traders
• Their role in sustainable job creation
Grade 9
• Functions of a businesses (Administration, Purchasing, Marketing, Finances, Human resources, Risk management)
• Characteristics of the business functions
• Importance of the business functions

Aims and objectives of the lesson

- By the end of the lesson learners will be able to:
Grade 7
• Identify needs and wants of consumers, and explain it in their own words.
• Describe the characteristics of a good entrepreneur in writing.
• Draw up a SWOT Analysis based on the poster, “Neyo’s Success Story”.
Grade 8
• Describe a sole trader using characteristics, advantages and disadvantages in their own words.
Grade 9
• Explain orally how Neyo became a sole trader.
• Discuss the role of sole traders in sustainable job creations.
• List the different functions of a business.
• Explain the characteristics and roles of these functions in a business.
Learners:
• Notes and activities are completed by the learners’ in their work / exercise books.

Teaching methods

- Grade 7
• Group teaching
• Observation and interpretation of the chart
• Discussion
• Question and answer
• Narrative
Grade 8
• Sole trader
• Characteristics of a sole trader
• Advantages and disadvantages of sole traders
• Their role in sustainable job creation
Grade 9
• Functions of a businesses (Administration, Purchasing, Marketing, Finances, Human resources, Risk management)
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• Discuss the role of sole traders in sustainable job creations.
Learners:
• Notes and activities are completed by the learners’ in their work / exercise books.

Form of assessment

- Grade 7: Activity 1: SWOT Analysis - Neyo’s business chart
 Grade 8: Activity 2: Short questions of the sole trader.
 Grade 9: Activity 3: Short questions on the functions of a business.

Evidence of assessment

- Teacher:
• Activities are marked, corrected and dated.
• Notes given by the teacher are checked.
• Teacher’s comments must appear in the learners’ books.

Assessment strategy

- Formal Informal Memo

Vocabulary / important words

- Grade 7
Needs, wants, SWOT Analysis, strengths, weaknesses, opportunities, threats and consumers.
Grade 8
Sole trader, sustainable, job creation and sustainable job creation
Grade 9
Business functions Adminstration, Purchasing, Marketing, Finances, Human resources, Risk management.

Differentiation (Enrichment opportunities/ addressing barriers to learning)

- Pitch the language level of the lesson at English First Additional Language (EFAL).
• Rearrange learners seating position to accommodate learners’ needs.
• Group learners according to their grades.

Assessment tool: Memo

- Activity 1: Grade 7
Activity 2: Grade 8
Activity 3: Grade 9

Evidence of assessment

- Answer the following questions:
1. Does the owner of the sole trader usually manage the business on his own?
2. What happens to the sole trader if the owner dies?
3. What does it mean when the owner has unlimited liability for the debts of the business?
4. State whether the following statements are true or false:
a) The owner can lose his personal possessions if there is no money in the business to pay for the debts.
b) Creation of a sole trader is difficult.
c) Sole trader can make quick decisions.
d) The owner takes all the risks in the business?

Assessment tool: Memo

- Activity 1: Grade 7
Activity 2: Grade 8
Activity 3: Grade 9

Assessment tool: Memo

- Answer the following questions:
1. In your own words, explain the term ‘functions of the businesses’.
2. Name two activities handled by administrative function.
3. Name the four P’s of marketing.
4. Explain the purpose of market research in making product choices for a business.
5. List four important activities of the human resources function.
6. Identify the function that controls loans and investments.
7. Which function is responsible for brand building?
8. What is the main focus of risk management?

Assessment tool: Memo

- Activity 1: Grade 7
Activity 2: Grade 8
Activity 3: Grade 9

Assessment tool: Memo

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6

Grade 9

Ask a Grade 9 learner to read the “green bubble speech” on the poster.

- Explain to the learners that Neyo’s business has grown.
- Ask learners if they think Neyo can run the business on his own. Learners should give reasons for their answers.
- Based on the learners’ responses, explain that Neyo will need to delegate some of the business functions to other employees in order to manage the business more effectively.
- Refer the learners to the relevant section in their text books.
- Randomly select learners and ask them to read from their text books.
- Explain to the learners the different functions of a business.
- Inform the learners that each function must work well with other functions to achieve the objectives of the business. The functions the learners need to know for this lesson are Administration, Purchasing, Financing, Marketing, Human resources and Risk management.
- Explain in detail the characteristics, role and importance of each function. Give Activity 4 to complete.

Resources

Money in Action Poster: “Neyo’s success story”, textbooks, and activity sheets.

7

Grade 7

Answer the following questions by giving two answers in each block.

- Use “Neyo’s success story poster” to complete the SWOT analysis by giving two answers in each block.
- | | |
|---|---|
| STRENGTHS (Internal) | OPPORTUNITIES (External) |
| Businesses can grow as more customers can buy products or services from similar businesses. | Businesses can grow as more customers can buy products or services from similar businesses. |
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Answer the following questions:

Use “Neyo’s success story poster” to complete the SWOT analysis by giving two answers in each block.

8

Grade 8

Answer the following questions:

1. Yes, a sole trader owns the capital and is entitled to all profits. The sole trader provides the business with management, it as well. The sole trader is the sole trader of the business.
2. When the sole trader dies the business closes down. It does not exist anymore.
3. Sole traders have unlimited liability for debts of the business.
4. Sole traders are responsible for debts of the business.
5. Sole traders have to pay taxes on their income.
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7. Sole traders have to pay taxes on their income.
8. Sole traders have to pay taxes on their income.

Answer the following questions:

Use “Neyo’s success story poster” to complete the SWOT analysis by giving two answers in each block.

9

Grade 9

Answer the following questions:

1. In your own words, explain the term ‘functions of the businesses’.
2. Name two activities handled by administrative function.
3. Name the four P’s of marketing.
4. Explain the purpose of market research in making product choices for a business.
5. List four important activities of the human resources function.
6. Identify the function that controls loans and investments.
7. Which function is responsible for brand building?
8. What is the main focus of risk management?

Answer the following questions:

Use “Neyo’s success story poster” to complete the SWOT analysis by giving two answers in each block.

10

Grade 9

Answer the following questions:

1. Functions of the business that people include: List any two.
2. Businesses handled by the administration include: List any two.
3. The four P’s of marketing are: Price, Product, People and Place.
4. Businesses is to identify the needs and objectives of the market.
5. Four P’s of marketing are: Price, Product, People and Place.
6. Marketing the phone calls to answer the needs of the customer.
7. Sole trader responds from the learner.
8. Sole trader is to identify the needs and objectives of the market.
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Answer the following questions:

Use “Neyo’s success story poster” to complete the SWOT analysis by giving two answers in each block.

11

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Answer the following questions:

Use “Neyo’s success story poster” to complete the SWOT analysis by giving two answers in each block.

12

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Answer the following questions:

Use “Neyo’s success story poster” to complete the SWOT analysis by giving two answers in each block.

13

Grade 9

Answer the following questions:

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17. Sole trader is to identify the needs and wants of the market.
18. Sole trader is to identify the needs



Neyo's Success Story



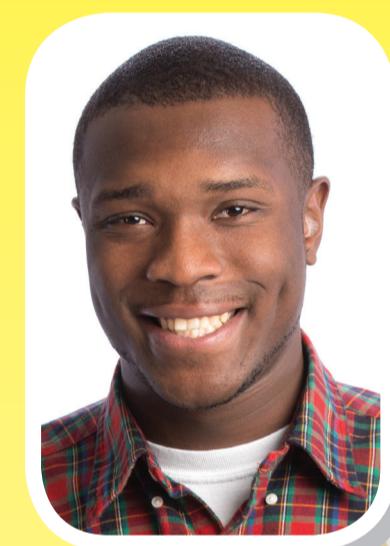
Hi, my name is Neyo.
I will be selling apples at
this years'
Entrepreneurs Day.
What will you be selling?



basic education

Department:
Basic Education
REPUBLIC OF SOUTH AFRICA

FINANCIAL SERVICES
CONSUMER EDUCATION FOUNDATION
plan your financial future



It's been 5 years since my
selling apple days. I now own
my own fruit and vegetable
spaza shop.



Today I own my own mini
market. What's your
entrepreneurs dream?

