



**NATIONAL PACING GUIDE**  
**Entrepreneurship Skills**  
 Department of Education  
 Career & Technical Education Section  
*Business Studies Junior High School Unit*  
 Academic Year 2022-2023



**Course Description:** Entrepreneurship plays a very important role in our society today. The subject therefore serves to address a primary need to ensure that students in Business programmes are exposed to current trends and practices that have significant implications for the Entrepreneurship and general commercial and economic environment in the country. Entrepreneurship addresses the commercial potential for developing, organizing, and managing business ventures. While acknowledging the risks and expenses involved, entrepreneurs seek innovative ways of making a profit by translating inventions or technologies into needed products and services. This course of study will expose students to important entrepreneurship principles, which should adequately prepare them to become successful entrepreneurs in the near future.

In an effort to keep our students on target and permit you to follow their progress and expected outcomes, this document outline the expected areas of focus for the academic year of 2022-2023. Please visit the Ministry of Education’s website at [ministryofeducationbahamas.com](http://ministryofeducationbahamas.com) for ongoing updates. Together, we will experience academic growth.

**GRADE 8 TERM 1**

<b>WEEK</b>	<b>TOPIC/CONCEPT</b>	<b>OBJECTIVE(S)</b> <b>Students will:</b>	<b>No. of Periods</b>	<b>Resources</b>	<b>Assessments</b>
1	*The Purpose of Business	1. Define the following terms: <ul style="list-style-type: none"> <li>• Needs</li> <li>• Wants</li> <li>• Economic Problems</li> <li>• Scarcity</li> </ul> 2. Distinguish between needs and wants. 3. Explain what is meant by scarcity. 4. List examples of scarcity. 5. Describe opportunity costs.	1	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Exploring Entrepreneurship in Junior High School</li> <li>• Essential Principles of Business for CSEC</li> </ul>	<b>Formative Assessment:</b> <ul style="list-style-type: none"> <li>• Create a chart displaying examples of needs and wants.</li> <li>• Write a paragraph explaining why opportunity cost can be hard for an individual.</li> </ul> <b>Summative Assessment:</b> <ul style="list-style-type: none"> <li>• Unit / Key Terms quiz (oral/written)</li> <li>• Teacher Made Worksheets</li> <li>• Online education platforms Example: (Kahoot or Quizziz)</li> </ul>

				<p>Business Studies Fourth Edition (Cambridge IGCSE)</p> <p><a href="https://myeducite.com/uploads/Cambridge%20IGCSE%20Business%20Studies%204th%20edition.pdf">https://myeducite.com/uploads/Cambridge%20IGCSE%20Business%20Studies%204th%20edition.pdf</a></p> <ul style="list-style-type: none"> <li>• Textbook located online using the link attached</li> <li>• Teacher Notes <a href="https://byjus.com/commerce/what-is-entrepreneurship/">https://byjus.com/commerce/what-is-entrepreneurship/</a></li> </ul>	
2	Factors of Production	<ol style="list-style-type: none"> <li>1. Define the factors of production</li> <li>2. Explain each component of the factors of production : Land, Labour, Capital and Enterprise</li> <li>3. Categorize examples of each area of the Factors of production.</li> </ol>	1	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Exploring Entrepreneurship in Junior High School</li> <li>• Essential Principles of Business for CSEC</li> </ul>	<ul style="list-style-type: none"> <li>• Complete Self-Assessment tests</li> <li>• Create a visual presentation displaying the factors of production. (<a href="https://website.simpleshows.com">https://website.simpleshows.com</a> )</li> </ul> <p style="text-align: center;"><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit/Key Terms quiz (oral/written)</li> <li>• PowerPoint presentations</li> <li>• Teacher Made Worksheets</li> </ul>

				<ul style="list-style-type: none"> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	
3	Specialization and Division of Labour	<ol style="list-style-type: none"> <li>1. Define the term labour and specialization.</li> <li>2. Discuss examples of specialization.</li> <li>3. Explain division of labour.</li> <li>4. Describe the advantages and disadvantages of division of labour.</li> </ol>	1	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Exploring Entrepreneurship in Junior High School</li> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Discuss ways in which division of labour can be used.</li> <li>• Fill out Exit Slips (a written form of documentation to determine if objectives were achieved).</li> </ul> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit/Key Terms quiz (oral/written)/PowerPoint presentations</li> <li>• Teacher Made Worksheets</li> </ul>
4	Production	<p>Students will:</p> <ol style="list-style-type: none"> <li>1. Define production.</li> <li>2. Explain Primary, secondary and tertiary Production.</li> </ol>	1	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> </ul>	<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Complete Self-Assessment tests</li> <li>• Create a visual presentation displaying the factors of production. ( <a href="https://website.simpleshows.com">https://website.simpleshows.com</a> )</li> </ul>

		<p>3. List examples of primary, secondary and Tertiary production.</p> <p>4. Differentiate between primary, secondary</p>		<ul style="list-style-type: none"> <li>• Exploring Entrepreneurship in Junior High School</li> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<ul style="list-style-type: none"> <li>• Group presentation to research jobs found under given types of production.</li> </ul> <p style="text-align: center;"><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit/Key Terms quiz (oral/written)</li> <li>• PowerPoint presentations</li> <li>• Teacher Made Worksheets</li> </ul>
5	*The Entrepreneur Defined	<p>Students will:</p> <p>1. Define the following terms:</p> <ul style="list-style-type: none"> <li>• Entrepreneur</li> <li>• Entrepreneurship</li> <li>• Consumer</li> <li>• Product</li> <li>• Service</li> </ul> <p>2. Distinguish between the terms Employees and Entrepreneurs.</p> <p>3. State reasons to support becoming an Entrepreneur.</p> <p>4. Identify and explain advantages and disadvantages associated with being an Entrepreneur.</p>	2	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Exploring Entrepreneurship in Junior High School</li> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> </ul>	<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Name that type of Business Game (Teacher will show picture of each type of business and students will identify the correct type, student with the most points wins the game and will get a prize.)</li> </ul> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit / Key Terms quiz (oral/written)</li> <li>• Teacher Made Worksheets</li> <li>• Use images that represent various types of business and have students indicate the type of business</li> <li>• Write one sentence that describes what it was learnt in the lesson. <ul style="list-style-type: none"> <li>▪ Classification Worksheet</li> <li>▪ True &amp; False Activity</li> </ul> </li> </ul>

				<ul style="list-style-type: none"> <li>• Teacher Videos</li> </ul>	<ul style="list-style-type: none"> <li>▪ Matching Activity</li> </ul>
6	*Characteristics An Entrepreneur Should Possess	<ol style="list-style-type: none"> <li>1. Explain characteristics of a potentially successful Entrepreneur.</li> <li>2. Demonstrate how to be a successful Entrepreneur.</li> <li>3. Identify successful local and international entrepreneurs.</li> </ol>	1	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Exploring Entrepreneurship in Junior High School</li> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Charades – Name that characteristics - (Students will be placed into two (2) groups. The teacher will demonstrate a characteristic and the students will have to guess what it is. The team with the most points at the end of the game’s wins. Group will be rewarded based on the Teacher.)</li> <li>• Discussions with cards (using “I agree”, “I disagree”, “I do not know”)</li> <li>• Tik Tok video</li> <li>• Write a letter to a local entrepreneur describes what they student would have learnt</li> <li>• True &amp; False Activity</li> <li>• Short Answers Worksheet</li> </ul> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit/Key Terms quiz (oral/written)</li> </ul>
7	Types of Entrepreneurial Businesses	<ol style="list-style-type: none"> <li>1. Explain the terms: <ul style="list-style-type: none"> <li>• Business</li> <li>• Sole traders</li> <li>• Partnerships</li> <li>• Private limited companies</li> <li>• Public limited companies</li> <li>• Co-operatives</li> </ul> </li> </ol>	2	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Exploring Entrepreneurship</li> </ul>	<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Complete a true &amp; false activity- students will be placed on teams to complete the activity first and correctly.</li> <li>• Discussion- lead students in a discussion highlighting the strategies used to complete the activity.</li> </ul>

		<p>2. List the types of Entrepreneurial businesses.</p> <p>3. Differentiate between the types of Business organizations.</p> <p>4. Describe the advantages and Disadvantages of the types of business.</p>		<p>in Junior High School</p> <ul style="list-style-type: none"> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<ul style="list-style-type: none"> <li>• Write positive and negative characteristics of team members and distribute to each student. Have the students explain which are positive characteristics and why.</li> <li>• Have students work in pairs, one student of the pair should be blindfolded. The student that is not blind folded should give the students instructions (created by the teacher). This is to encourage the skills of trust, oral and listening communication</li> </ul> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit/Key Terms quiz (oral/written)</li> <li>• Worksheets</li> </ul>
8	ECONOMIC SYSTEMS	<p>1. State the importance of capital investment.</p> <p>2. Define the terms:</p> <ul style="list-style-type: none"> <li>• Economy</li> <li>• Economic Systems</li> </ul>	1	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Exploring Entrepreneurship in Junior High School</li> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• PowerPoint Presentation</li> <li>• Draw a table and include information about each type of Economy (a rubric will be used)</li> </ul> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit / Key Terms quiz (oral/written)</li> <li>• Worksheets</li> </ul>

9	Functions of a Business	<p>Students will:</p> <ol style="list-style-type: none"> <li>1. Discuss the main aim of a business.</li> <li>2. Explain the functions of a business. <ul style="list-style-type: none"> <li>• Production</li> <li>• Finance</li> <li>• Marketing</li> <li>• Personnel</li> </ul> </li> <li>3. Differentiate the functions of a Business.</li> </ol>	1	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Exploring Entrepreneurship in Junior High School</li> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Create a visual display on the functions of a business. ( <a href="https://website.simpleshow.com">https://website.simpleshow.com</a> )</li> <li>• Do a think, pair, share exercise with a partner.</li> </ul> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit / Key Terms quiz (oral/written)</li> <li>• Worksheets</li> </ul>
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**GRADE 8 TERM II**

<b>WEEK</b>	<b>TOPIC/CONCEPT</b>	<b>OBJECTIVE(S)</b> <b>Students will:</b>	<b>No. of Periods</b>	<b>Resources</b>	
1	*Developing a Business Plan	<ol style="list-style-type: none"> <li>1. Define the term business plan.</li> <li>2. State the purposes of a business plan.</li> <li>3. Explain the importance of a business Plan.</li> <li>4. Identify and explain the basic elements Of a business plan.</li> <li>5. List common mistakes to avoid when</li> </ol>	2	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Exploring Entrepreneurship in Junior High School</li> <li>• Essential Principles of</li> </ul>	<p><b>Formative Assessment:</b> Choose from different Business Plan Templates</p> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit / Key Terms quiz (oral/written)</li> <li>• Short Answer</li> <li>• Worksheets</li> </ul>

		Creating an effective business plan. 6. Create a business plan.		Business for CSEC <ul style="list-style-type: none"> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	
2	Costs To Start Your Business	1. Define the terms start-up costs and Operating expenses. 2. Identify the types of start-up costs and Operating expenses. 3. Describe the types of start-up costs and Operating expenses.	1	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Exploring Entrepreneurship in Junior High School</li> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Research the items and the cost needed to start up individual businesses.</li> <li>• Do a Think &amp; Share exercise with a partner based on various Bahamian businesses and the type of capital they used.</li> <li>• Group Presentations to class on Types of Capital</li> <li>• PowerPoint Presentation explaining items and cost to start of a business of you choice.</li> </ul> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit/Key Terms quiz (oral/written)</li> <li>• Worksheets</li> <li>• Short Answer Questions</li> <li>• Peer Assessment</li> <li>• Online Platforms: Kahoot !, Quizlet, Educaplay, Nearpod</li> </ul>
3	Reason Why Businesses Fail	1. Explain reasons why businesses fail 2. Poor Management 3. Failure to plan for change	1		<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Matching Activity</li> <li>• Short Answer Questions</li> </ul>



					<ul style="list-style-type: none"> <li>• Create a model or find a picture of one soft skill and discuss its importance.</li> </ul> <p><b>Summative Assessment:</b> Unit/Key Terms quiz (oral/written)</p>
4	*Teamwork	<ol style="list-style-type: none"> <li>1. Explain what is meant by Teamwork.</li> <li>2. List the traits that are necessary to Become a good team member.</li> <li>3. Explain the traits of a good team Member.</li> <li>4. Demonstrate the traits displayed by a good team member.</li> </ol>	1		<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Complete a true &amp; false activity- students will be placed on teams to complete the activity first and correctly.</li> <li>• Discussion- lead students in a discussion highlighting the strategies used to complete the activity.</li> <li>• Write positive and negative characteristics of team members and distribute to each student. Have the students explain which are positive characteristics and why.</li> <li>• Have students work in pairs, one student of the pair should be blindfolded. The student that is not blind folded should give the students instructions (created by the teacher). This is to encourage the skills of trust, oral and listening communication</li> </ul> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit/Key Terms quiz (oral/written)</li> <li>• Worksheets</li> </ul>
5	Communication	<ol style="list-style-type: none"> <li>1. Define the word communication.</li> <li>2. Describe the process of effective Communication.</li> <li>3. Explain the different forms of communication; internal, external, formal and informal</li> </ol>	1	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Exploring Entrepreneurship</li> </ul>	<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Impromptu Speaking Activity – The teacher will give different topics to students to speak on for a maximum of 5 minutes. Teacher will prepare rubric.</li> </ul>

		<p>4. Differentiate between the forms of Communication.</p> <p>5. Demonstrate the advantage of two-Way communication.</p> <p>6. Express the reason for communication Barriers.</p>		<p>in Junior High School</p> <ul style="list-style-type: none"> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<ul style="list-style-type: none"> <li>• Discussion- Students will discuss ways one can block out distractions, the importance of speaking clearly and at an appropriate volume, the impact of a boring or exciting topic on listening, etc.</li> <li>• Do a think, pair, share exercise with a partner.</li> <li>• Create a business letter and a memorandum.</li> </ul> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit/Key Terms quiz (oral/written)</li> <li>• Worksheets</li> </ul>
6	*Developing Listening and Telephone Skills	<p>1. Define the term listening.</p> <p>2. State the importance of having good Listening skills.</p> <p>3. List the ways to improve your listening Skills.</p> <p>4. Explain the difference between Listening and hearing.</p> <p>5. Describe ways to improve your Listening skills.</p> <p>6. Differentiate between active and Passive listeners.</p> <p>7. Discuss the implications of effective Listening for entrepreneurial success.</p>	2	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Dramatize the correct and incorrect techniques for answering/speaking on the telephone.</li> <li>• Create a map that includes a step by step process for effective telephone conversation.</li> </ul> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit/Key Terms quiz (oral/written)</li> <li>• Worksheets</li> </ul>
7	*Hard And Soft Skills	<p>1. Define the terms hard and soft skills.</p> <p>2. State the importance of hard and soft Skills on the job.</p>	1	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> </ul>	<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Matching Activity</li> <li>• Short Answer Questions</li> </ul>

		3. List and explain the key hard and soft Skills. 4. Differentiate between hard skills and soft Skills.		<ul style="list-style-type: none"> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<ul style="list-style-type: none"> <li>• Create a model or find a picture of one soft skill and discuss its importance.</li> </ul> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit/Key Terms quiz (oral/written)</li> <li>• Worksheets</li> </ul>
<b>GRADE 9 TERM I</b>					
<b>WEEK</b>	<b>TOPIC/CONCEPT</b>	<b>OBJECTIVE(S)</b> <b>Students will:</b>	<b>No. of Periods</b>	<b>Resources</b>	<b>Assessments</b>
1	The Fundamentals of Marketing	Students will: 1. Define what market, marketing and Marketing mix is. 2. Discuss the four P's of the marketing Mix; Product, Price, Place and Promotion. 3. Differentiate the 4P's of the Marketing mix. 4. Explain the types of products that Businesses can produce.	2	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Exploring Entrepreneurship in Junior High School</li> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Complete a true &amp; false activity- students will be placed on teams to complete the activity first and correctly.</li> <li>• Discussion- students will be led into a discussion of the importance of marketing products or services.</li> <li>• Using a trifold board students can display the use of the 4P's on a particular product.</li> <li>• Create a video presentation displaying the importance of the 4 P's.</li> </ul> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit/Key Terms quiz (oral/written)</li> <li>• Worksheets</li> <li>• Online worksheets Kahoot It!, Quizzes</li> </ul>

				<a href="https://www.entrepreneur.com/article/299335">https://www.entrepreneur.com/article/299335</a>  <a href="https://www.thebalancesmb.com/different-types-of-advertising-methods-38548">https://www.thebalancesmb.com/different-types-of-advertising-methods-38548</a>	
2	Market Research	<p>1. Explain why market research is Important.</p> <p>2. Identify methods of conducting Market research.</p> <p>3. Demonstrate how to create a questionnaire and interview Questions.</p>	1	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	
3	Product Image (Branding)	<p>1. Explain the terms brand name, packaging, brand loyalty and brand Image.</p> <p>2. Discuss the importance of a brand Image.</p> <p>3. Identify ways of branding a good or Service.</p>	1	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Exploring Entrepreneurship in Junior High School</li> </ul>	<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Complete a true &amp; false activity- students will be placed on teams to complete the activity first and correctly.</li> <li>• Discussion- lead students in a discussion of the importance of branding a product or service.</li> <li>• Create a form of branding for a product</li> </ul> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit/Key Terms quiz (oral/written)</li> </ul>

				<ul style="list-style-type: none"> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<ul style="list-style-type: none"> <li>• Worksheets</li> </ul>
4	Marketing Mix: Pricing	<ul style="list-style-type: none"> <li>• Define Cost-plus pricing, penetration pricing, price skimming, promotional pricing, psychological pricing. dynamic Pricing and competitive pricing. <ul style="list-style-type: none"> <li>• Differentiate between the types of Pricing strategies.</li> <li>• Distinguish how to select suitable pricing strategies for a particular Business.</li> <li>• Explain price elasticity of demand.</li> </ul> </li> </ul>	1	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Exploring Entrepreneurship in Junior High School</li> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Create a display board showing examples of pricing strategies.</li> <li>• Multiple Choice</li> </ul> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit/Key Terms quiz (oral/written)</li> <li>• Worksheets</li> </ul>

5	IMPORTANCE OF ADVERTISING	<ol style="list-style-type: none"> <li>1. Define the term advertising.</li> <li>2. List the functions of advertising.</li> <li>3. State the purpose of advertising.</li> <li>4. Identify and explain the types of Advertising.</li> </ol>	1	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Create a survey using the school community to determine the most common type of advertising.</li> <li>• Compare and contrast survey results to determine the most common type of advertising.</li> </ul> <p><b>Summative Assessment:</b> Unit/Key Terms quiz (oral/written)</p>
6	ADVERTISING MEDIA	<p>Students will:</p> <ol style="list-style-type: none"> <li>1. Define the term advertising media.</li> <li>2. State the purpose of advertising Media.</li> <li>3. List and explain the types of Advertising medium.</li> <li>4. Differentiate between types of Advertising media's.</li> <li>5. Create an advertisement using any Form of media.</li> <li>6. The positive effects of using social Media for advertising. (Facebook, Instagram, WhatsApp Business)</li> </ol>	2	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<p><b>Formative Assessment</b></p> <ul style="list-style-type: none"> <li>• Teacher provides a product or service and students can then determine the best type of advertising media to be used.</li> <li>• Create a commercial to advertise their product or service.</li> </ul> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit Quiz</li> <li>• Jeopardy</li> <li>• Short Answer Questions</li> </ul>

WEEK	TOPIC/CONCEPT	OBJECTIVE(S) Students will:	No. of Periods	Resources	Assessments
7	CHANNELS OF DISTRIBUTION	Students will: 1. Define the terms: Distribution <ul style="list-style-type: none"> <li>• Channel of distribution</li> <li>• Producer</li> <li>• Wholesaler</li> <li>• Retailer</li> <li>• Consumer</li> </ul> 2. Differentiate direct and indirect Channel. 3. Describe the channels of Distribution. 4. Explain the advantages and disadvantages of the different Channels of distribution. 5. List examples of retailers and Wholesalers.	2	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<b>Formative Assessment:</b> <ul style="list-style-type: none"> <li>• Create a PowerPoint Presentation depicting the channels of distribution as a perspective Entrepreneur.</li> <li>• Create a video presentation discussion retailer vs wholesalers.</li> </ul> <b>Summative Assessment:</b> <ul style="list-style-type: none"> <li>• Unit / Key Terms quiz (oral/written)</li> </ul>

<b>Grade 9 Term 2</b>					
<b>WEEK</b>	<b>TOPIC/CONCEPT</b>	<b>OBJECTIVE(S)</b> <b>Students will:</b>	<b>No. of Periods</b>	<b>Resources</b>	<b>Assessment</b>
1	*BUSINESS REGISTRATION	1. Explain the term Business License. 2. Discuss the importance of registering a business. 3. List the steps in registering for a business license. 4. Identify the purpose of Department of Inland Revenue and Small Business Development Center. 5. List documents needed to register a Business. (Business License, VAT Certificate, Letter of Good Standing (NIB), Passport, NIB Card, Voter's Card). 6. Define Value Added Tax (VAT). 7. State the current percentage of VAT in The Bahamas. 8. Review the history of VAT in The Bahamas. 1. Calculate VAT	2	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Exploring Entrepreneurship in Junior High School</li> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<b>Formative Assessment</b> <ul style="list-style-type: none"> <li>• Create a PowerPoint Presentation based on the steps to register a business.</li> <li>• Create an infomercial listing the steps in registering a business.</li> </ul> <b>Summative Assessment:</b> Unit / Key Terms quiz (oral/written) / Research the history of implementation of VAT in The Bahamas (Project)
2	FINANCIAL PLANNING	Students will: 1. Define the terms: <ul style="list-style-type: none"> <li>• Budget</li> <li>• Income</li> <li>• Expenses</li> <li>• Profit</li> </ul>	2	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Exploring Entrepreneurship</li> </ul>	<b>Formative Activity:</b> <ul style="list-style-type: none"> <li>• Students can watch a YouTube Video on the importance of budgeting and create a group presentation discussing the important reasons of budgeting.</li> </ul>



		<ul style="list-style-type: none"> <li>• Loss</li> </ul> <ol style="list-style-type: none"> <li>2. List the components that should be Included in a budget.</li> <li>3. State the advantages and Disadvantages of budgeting.</li> <li>4. Discuss the importance of budgeting.</li> <li>5. Prepare a simple budget.</li> <li>6. Explain the importance of keeping Accurate financial records. (budget, Income, expenses, profit, loss).</li> </ol>		<p>in Junior High School</p> <ul style="list-style-type: none"> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit Quiz</li> <li>• Short Answer</li> <li>• Educational platforms: Kahoot, Quizzes or Educaplay.</li> </ul>
3	BUSINESS TRANSACTIONS	<p>Students will:</p> <ol style="list-style-type: none"> <li>1. Explain the types of business documents; Letter of Enquiry, Quotation, Order, Delivery note and Invoice.</li> <li>2. Identify the templates of Letter of Enquiry, Bill of Lading, Order, Delivery note, Freight Note and Invoice.</li> <li>3. Calculate discounts that can be offered to buyers; Trade discount, Quantity Discount and Cash Discount.</li> <li>4. Describe transportation costs.</li> <li>5. Differentiate between the functions of business documents.</li> </ol>	2	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<p><b>Formative</b></p> <ul style="list-style-type: none"> <li>• Group Presentations of students ordering goods for a particular business and explain the process of receiving these goods.</li> <li>• Virtual interview with an entrepreneur discussing their experience of ordering goods.</li> </ul> <p><b>Summative</b></p> <ul style="list-style-type: none"> <li>• Unit Quiz</li> <li>• Short Answer</li> <li>• Presentation</li> </ul>
4	*BUSINESS AND BANKING	<p>Students will:</p> <p>9.2.4 A. Banking 1. Define the terms:</p> <ul style="list-style-type: none"> <li>• Money</li> <li>• Legal Tender</li> </ul>	2	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> </ul>	<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Label the parts of a cheque.</li> <li>• Create cheques based on structured scenarios given.</li> </ul>

		<ul style="list-style-type: none"> <li>• Banking</li> </ul> <ol style="list-style-type: none"> <li>2. Explain the functions of money.</li> <li>3. Identify the qualities of money.</li> <li>4. State the types of money.</li> <li>5. Differentiate the following types of Banks: <ul style="list-style-type: none"> <li>• Central Bank</li> <li>• Commercial Bank</li> <li>• Offshore Bank</li> </ul> </li> <li>6. Discuss various banking services Provided by commercial banks.</li> </ol>		<ul style="list-style-type: none"> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<ul style="list-style-type: none"> <li>• Presentation on how formal Commercial Banking is changing as we progress into the 21<sup>st</sup> century</li> </ul> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit / Key Terms quiz (oral/written)</li> </ul>
5	Insurance	<p>Types of Insurance</p> <ol style="list-style-type: none"> <li>1. Define the terms: <ul style="list-style-type: none"> <li>• Insurance</li> <li>• Premium</li> <li>• Policy</li> <li>• Claim</li> </ul> </li> <li>2. State the importance of insurance.</li> <li>3. Discuss the principles of insurance; insurable interest, utmost good faith and indemnity.</li> <li>4. List and explain the types of insurance. Life Assurance Marine Insurance Fire Insurance Accident Insurance (Motor, Personal accident and sickness)</li> <li>5. List examples of insurance companies In The Bahamas.</li> </ol>	1	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Research the types of insurances and create a video infomercial about them.</li> <li>• Discuss the advantages and disadvantages of they types of insurances in a classroom debate.</li> <li>• Match common insurance terms to their related definitions.</li> </ul> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit / Key Terms quiz (oral/written) Online Platform (Edmodo, Kahoot, Educaplay or Quizzes)</li> </ul>

6	* National Insurance	<ol style="list-style-type: none"> <li>1. State the purpose of National Insurance.</li> <li>2. List and discuss the benefits Offered by National Insurance.</li> <li>3. State the current rates of National Insurance. (Employer and Employee)</li> <li>4. Calculate National Insurance.</li> <li>5. State the consequences of not paying the National Insurance Contribution.</li> </ol>	2	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Research the benefits offered by National Insurance and create a poster.</li> <li>• Calculate National Insurance.</li> <li>• Match common insurance terms to their related definitions.</li> </ul> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit / Key Terms quiz (oral/written)</li> <li>• Online Platform (Edmodo, Kahoot, Educaplay or Quizzes)</li> </ul>
7-8	Business And Transportation	<ul style="list-style-type: none"> <li>• Define the term "Transportation".</li> <li>• Discuss the factors of the types of Transportation.</li> <li>• Explain the methods of transportation Land – Road, Rail, Pipeline Water – River and Sea Air – Freight and Passenger</li> <li>• List advantages and disadvantages of each method of transport.</li> <li>• Distinguish requirements of an airport.</li> </ul>	4	<ul style="list-style-type: none"> <li>• Internet Access</li> <li>• YouTube</li> <li>• PowerPoint Presentation</li> <li>• Essential Principles of Business for CSEC</li> <li>• Business Studies Fourth Edition (Cambridge IGCSE)</li> <li>• Teacher Notes</li> <li>• Teacher Videos</li> </ul>	<p><b>Formative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Research the different types of boats that dock into Potters Cay Dock.</li> <li>• Complete a chart listing the different airlines that travel through The Bahamas domestically and internationally.</li> </ul> <p><b>Summative Assessment:</b></p> <ul style="list-style-type: none"> <li>• Unit / Key Terms quiz (oral/written)</li> <li>• Jeopardy</li> <li>• Online Platform (Edmodo, Kahoot, Educaplay or Quizzes)</li> </ul>