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| **COMPETENCE** | **GENERAL OBJECTIVES** | **MONTH** | **WEEK** | **MAIN TOPIC** | **SUB-TOPIC** | **PERIODS** | **TEACHING ACTIVITIES** | **LEARNING ACTIVITIES** | **T/L MATERIAS** | **REFERENCES** | **ASSESSMENT** | **REMARKS** |
| Students should be able to apply the marketing and procurement techniques i.e pricing, discounting, promotion, ordering etc. | Students should be able to describe the basic principles of commerce which are necessary in modern business environment. | J  A  N  U  A  R  Y | 3  &  4 | THEORY OF DEMAND | * Features   of demand curve   * Law of   demand   * Changes   in quantity demanded   * Changes   in demand   * Factors   which cause changes in demand. | 4 | * Guide students to draw demand curve * Guide students to differentiate changes in quantity demanded from changes in demand and explain the factors which cause changes in demand. | * Draw demand curve * Listening, asking and answering questions. | 1. Demand   schedule   1. Demand   curve on manila sheets. | Text book of Economics by J. L Hanson pg 56. | 1. Draw a   demand schedule and cuver of one of the products commonly used at one’s home.   1. Quiz tests   and demonstrations. |  |
| 5 | **MONTHLY - TEST** | | **2** |  | | | | |
| F  E  B  R  U  A  R  Y | 1 | THEORY OF SUPPLY | * Meaning of supply * Supply schedule * Supply curve * Change in quantity supplied. |  | * Guide the students to draw a supply curve and identify the features of a supply curve. * Differentiate change in quantity supplied from change in supply. | * Draw supply curve and show the change in quantity supplied and change in supply. | 1. Supply   schedule   1. Supply   curves on manila sheets.   1. Cuttings   on advertisement   1. Weekly   market report on various products. | Economics 1 by C.M Ambilike pg 152 | Visit the school shop and determine the supply of one of the products. Create a supply schedule and draw a supply curve. |
| **COMPETENCE** | **GENERAL OBJECTIVES** | **MONTH** | **WEEK** | **MAIN TOPIC** | **SUB-TOPIC** | **PERIODS** | **TEACHING ACTIVITIES** | **LEARNING ACTIVITIES** | **T/L MATERIAS** | **REFERENCES** | **ASSESSMENT** | **REMARKS** |
|  |  | F  E  B  RUAR  Y | 2 |  | * Change in supply * Factors which cause changes in supply | 2 | * Guide the student to identify the factors which cause changes in supply. | * Identify the factors which cause changes in supply. | Manila sheet displaying demand and supply curves in equilibrium. |  |  |  |
| 3 | THEORY OF DEMAND AND SUPPLY | * Equilibrium of demand and supply | 2 | * Guide the students to draw and locate the equilibrium position in the demand and supply curves | * Draw the demand and supply curve in equilibrium and locate the equilibrium position. |  |  |
| 4 | MONTHLY TEST | 2 |  | | | | |
| **COMPETENCE** | **GENERAL OBJECTIVES** | **MONTH** | **WEEK** | **MAIN TOPIC** | **SUB-TOPIC** | **PERIODS** | **TEACHING ACTIVITIES** | **LEARNING ACTIVITIES** | **T/L MATERIAS** | **REFERENCES** | **ASSESSMENT** | **REMARKS** |
|  |  | MAR  CH | 1 |  | * Elasticity   of demand   * Factors   which determine the degree of elasticity of demand   * Elasticity   of supply   * Factors   influencing elasticity of supply. |  | * Guide the students to   calculate elasticity of demand and supply and make necessary interpretations. | * Calculate elasticity   of demand and supply and interpret the results. |  |  |  |  |
| 2 | MID-TERM TEST | |  |  | | | | |  |
| 3 | MID-TERM BREAK | | | | | | | |  |
| **COMPETENCE** | **GENERAL OBJECTIVES** | **MONTH** | **WEEK** | **MAIN TOPIC** | **SUB-TOPIC** | **PERIODS** | **TEACHING ACTIVITIES** | **LEARNING ACTIVITIES** | **T/L MATERIAS** | **REFERENCES** | **ASSESSMENT** | **REMARKS** |
| Students should be able to apply modern commercial methods. | Students should be able to prepare himself/herself for future specialisation. | MA  R  C  H | 4  &  5 | RETAIL TRADE | * Definition * Distincti   on between retailing and retailer   * Function   s of retail trade   * Different   types of retailers. | 6 | Guide students to   * Define retail trade * Explain the difference   between retailing and the retailer   * Explain the functions   of retail trade   * Arrange a study tour   to enable students to distinguish different types of retailers. | * Participate in discussion * Listening, asking and answering questions. * Take part in study tour. | 1. Chart   showing types of retailers   1. Cutting   s from news papers. | Essential of commerce in East Africa by S. Butt pg 16 | Write about the activities performed by the school shop. |  |
| A  P  R  I  L | 1 |
| 2-3 |  | * Qualities   of a good retailer   * Modern   developments in retail trade | 6 | * Guide students to   identify the qualities of a good retailer | * Participate in   discussion   * Write a guided summary on the modern developments in retail trade in Tanzania. |
|  | 4 | MONTHLY TEST | | 2 |  | | | | |
| **COMPETENCE** | **GENERAL OBJECTIVES** | **MONTH** | **WEEK** | **MAIN TOPIC** | **SUB-TOPIC** | **PERIODS** | **TEACHING ACTIVITIES** | **LEARNING ACTIVITIES** | **T/L MATERIAS** | **REFERENCES** | **ASSESSMENT** | **REMARKS** |
| Study should be able to apply modern commercial methods. | Students should be able to prepare himself/herself for future specialisation. | MA  Y | 1 | WHOLESALE TRADE | * Definition * Distinction   between wholesaler and retailers.   * Function   s of a wholesaler. | 6 | Guide the discussion to arrive at:  Definition of wholesale trade   * The functions of wholesaler | * Participate in discussion. |  | Essentials of commerce in East Africa by S. Butt. Pg 27 | Identify the wholesaler of the goods in the school shop. |  |
| 2 |  | Services rendered by the wholesaler to   * Manufac   turers   * Retailers * Public * Types of   wholesalers   * Channels   of distribution   * Eliminatio   n of wholesaler |  | * Guide the discussion to arrive at the importance of a wholesaler to commerce. * Explain different types of wholesalers, channels of distribution and show how a wholesaler can be eliminated. | * Participate in discussion * Write a guided summary on wholesale trade. |  |  |  |
| 3 | TERMINAL EXAMINATIONS | | | | | | | |
| 4 |  | | | | | | | |
| J  UN. |  |  | | | | | | | |
| **COMPETENCE** | **GENERAL OBJECTIVES** | **MONTH** | **WEEK** | **MAIN TOPIC** | **SUB-TOPIC** | **PERIODS** | **TEACHING ACTIVITIES** | **LEARNING ACTIVITIES** | **T/L MATERIAS** | **REFERENCES** | **ASSESSMENT** | **REMARKS** |
| Students should be able to apply modern commercial methods. | Students should be able to discuss and analyse controls which are corner stone of exchange and distribution. | J  U  L  Y | 1-3 | WAREHOUSING MANAGEMENT    &  STOCK ADMINISTRATION | * Definition   of warehousing and a warehouse.   * Need for   a warehouse   * Various   type of warehouses   * Definition   of stock administration   * Functions   of stock administration   * Determin   ation of   * Turnovers * Stock level * Average   stock   * Order   Level   * Rate of   stock turn |  | * Guide students in discussing the need for having a warehouse. * Explain different types of warehouses * Guide students to define stock administration and explain its functions. * Explain the meaning of stock administration and the respective calculations. | * Participate in discussion * Listening, asking and answering questions * Listening, asking and answering questions | Cuttings from newspapers showing store houses and stock yards with their storage facilities. | Essentials of commerce in East Africa by S. A. Butt pg 34 | 1. Write   about the school good store   1. Quiz ,   texts and demonstrations. |  |
|  |  |  | 4 | MID-TERM TEST | |  |  |  |  |  |  |  |
| **COMPETENCE** | **GENERAL OBJECTIVES** | **MONTH** | **WEEK** | **MAIN TOPIC** | **SUB-TOPIC** | **PERIODS** | **TEACHING ACTIVITIES** | **LEARNING ACTIVITIES** | **T/L MATERIAS** | **REFERENCES** | **ASSESSMENT** | **REMARKS** |
|  |  | S  E  P  T  E  M  B  E  R | 1 & 3 | ‘’ | * Merits   and demerits fo warehousing | 4 | * Explain the advantages of a warehouse * Arrange a visit to a warehouse | * Listening, asking and answering questions.   Visit a warehouse. |  |  |  |  |
| 4 | MID-TERM TEST | |  |  | | | | |
|  |  | OC  T. | 1 | MID TERM BREAK | | | | | | | |
| 2-5 | **REVISION** | | | | | | | |
|  |  | NOV. | 1-3 |
| 4-5 | **NATIONAL EXAMINATIONS** | | | | | | | |