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| **COMPETENCE 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 describe the basic principle of commerce which are necessary in modern business environment. | J  ANUAR  Y | 3  -  4 | THE SCOPE OF COMMERCE | * Nature   and the subject matter of commerce   * Comm   erce flow chart   * Import   ance  of commerce   * Reason   s for studying commerce. | 4 | Guide students to   * Define commerce * Explain the branches of commerce * Explain the importance of commerce * Discuss with students the importance of the branches of commerce and their relationships. | * Participate in the discussion to define commerce and in explaining the importance of branches of commerce and their relationships. * Write a summary on commerce. | 1. Commerce flow chart 2. Pictures showing business in work to earn a living. | Essentials of Commerce in East Africa by S. Butt pg 11 | 1. Writ   e about the school shop and the services which assist in its operations.   1. Quiz   , Tests an presentation. | |  |
|  |  |  | 5 |  |  |  |  | | | | | |
| **COMPETENCE** | **GENERAL OBJECTIVES** | **MONTH** | **WEEK** | **MAIN TOPIC** | **SUB-TOPIC** | **PERIODS** | **TEACHING ACTIVITIES** | **LEARNING ACTIVITIES** | **T/L MATERIAS** | **REFERENCES** | **ASSESSMENT** | | **REMARKS** |
|  |  | F  E  B  R  UA  R  Y | 1  &  2 |  | * Distinc   tion of commerce form Economics.   * Devel   opment of Commerce in Tanzania. | 6 | * Guide the students   to understand the difference between commerce and Economics.   * Explain the   development of commerce in Tanzania. | Listening, asking and answering questions. | ‘’ | ‘’ | ‘’ | |  |
| 3 | MONTHLY TEST | | 2 |  | | | | | |
| Students should be able to pick up a career | Students should be able to prepare himself /herself for future e specialisation. | F  E  B  &  MA  R  C  H | 4  &  1 | PRODUCTION | * Meani   ng of production   * Differe   nt factors of production.   * Cost of   production | 6 | * Expose students to a   production activity.   * Guide students to   define production.   * Explain factors of   production an cost of production. | * Visit a   production area   * Define   production   * Listening asking   and answering questions. | Pictures showing a production process. | Essential of commerce in East Africa  by S.A Butt. | 1. Visit a construction site and write about the factors of production present on the site and the goods production. | |
| 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** |
|  |  | MAR  &  AP  R  I  L  I | 4 |  | * Specia   lisation and division of labour.   * Differe   nt types of goods | 6 | * Explain division of labour and specialisation and discuss their advantages and disadvan*t*ages | * Participate in   discussion.   * Listening, asking * and answering questions | Goods of various types | **‘’** | **‘’** | |  |
| 1-3 |
| 4 | MONTHLY TEST | | 2 |  | | | | | |
| 5 |  | * Import   ance of production. | 2 | * Discuss the importance of production. | * Participate in discussion. |  |  |  | |
|  |  | * Classify   of production |  |  |  |  |  |  | |
| **COMPETENCE** | **GENERAL OBJECTIVES** | **MONTH** | **WEEK** | **MAIN TOPIC** | **SUB-TOPIC** | **PERIODS** | **TEACHING ACTIVITIES** | **LEARNING ACTIVITIES** | **T/L MATERIAS** | **REFERENCES** | **ASSESSMENT** | | **REMARKS** |
|  |  | MA  Y | 1  &  2 |  | * Classifi   cation of production .   * Branch   es of production.   * Occup   ations   * Relatio   n between production branches.   * Role of   commerce in production   * Relatio   nship of commerce to Economics. | 4 | * Discuss the importance of commerce to production. * Discuss the relationship between branches of production. * Discuss the role of commerce in production. * Discuss the relationship of commerce and Economics. | * Participate in discussion. | 1. Producti   on flow chart   1. Picture   showing businessman in work to earn a living. |  |  | |  |
| REVISION |  | 2 | Guide students to revise for the terminal exams. | * Revise class notes. * Make calculations * Attempt past paper questions. | * Class   Notes   * Past   exams question papers. |  |  | |
| 3 | **TERMINAL EXAMINATIONS** | | | | | | | | |
| **COMPETENCE** | **GENERAL OBJECTIVES** | **MONTH** | **WEEK** | **MAIN TOPIC** | **SUB-TOPIC** | **PERIODS** | **TEACHING ACTIVITIES** | **LEARNING ACTIVITIES** | **T/L MATERIAS** | **REFERENCES** | **ASSESSMENT** | | **REMARKS** |
|  |  | M  A  Y  &  J  U  N  E | 4  &1- 4 |  |  |  |  |  |  |  |  | |  |
| Students should be able to apply the marketing and procurement techniques | Students should be able to describe the basic principles of commerce which are necessary in modern business environment. | J  U L  Y | 1 - 3 | THEORY OF DEMAND | * Features   of demand curve .   * Law of   demand  Changes in quantity demanded |  | * Guide students to draw demand curve. * Guide the students to understand changes in quantity demanded. | * Draw demand curve * Listening asking and answering questions. | Demand scheduled and demand curve on manila sheets. | A text book of Economics by J.L Hanson pg 56. | Draw a demand schedule and curve of one of the products commonly used at one’s home. | |
| 4 | * MID - TERM TEST | |  |  | | | | | |
| 5 | HOLIDAY | | | | | | | | |
|  |  | AUGU  S  T | 1-4 |
| **COMPETENCE** | **GENERAL OBJECTIVES** | **MONTH** | **WEEK** | **MAIN TOPIC** | **SUB-TOPIC** | **PERIODS** | **TEACHING ACTIVITIES** | **LEARNING ACTIVITIES** | **T/L MATERIAS** | **REFERENCES** | **ASSESSMENT** | | **REMARKS** |
| ‘’ | ‘’ | SEPTEMBER | 1-3 |  | - Changes in demand  - Factors which cause changes in demand |  | -Guide the students to differentiate changes in quantity demanded from changes in demand and explain the factors which cause changes in demand. | -Listening asking and answering questions. | -do- | -do- | Quiz test and demonstrations. | |  |
| 4 | MID - TERM TEST | |  |  |  |  |  |  | |  |
|  |  | OCTOBER | 1 | MID-TERM BREAK | | | | | | | |  | |
| 2-5 | REVISION | | | | | | | |  | |
|  |  | NOV. | 1-3 |
| 4-5 | ANNUAL EXAMINATIONS | | | | | | | |  | |