

RATIONALISED SCHEMES OF WORK



PRE-TECHNICAL STUDIES

GRADE 8

TERM 3

TEACHER'S NAME.....

TSC NUMBER.....

SCHOOL.....

W K	LS N	STRAND	SUBSTRAND	SPECIFIC LEARNING OUTCOME	KEY INQUIRY QUESTION(S)	LEARNING EXPERIENCES	LEARNING RESOURCES	ASSESSMENT METHODS	REFL
1	1	ENTREPRENEURSHIP	Book keeping	By the end of the lesson the learner should be able to: -Give the meaning of basic terms used in book keeping -explain the importance of bookkeeping for a business -appreciate the importance of bookkeeping for a business	What is book keeping for a business?	The learner is guided to: -discuss the meaning of basic terms used in business -discuss the importance of bookkeeping for a business	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	
	2	ENTREPRENEURSHIP	Book keeping	-Give the meaning of basic terms used in book keeping -explain the importance of bookkeeping for a business -appreciate the importance of bookkeeping for a business	What is book keeping for a business?	-discuss the meaning of basic terms used in business -discuss the importance of bookkeeping for a business	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	
	3	ENTREPRENEURSHIP	Book keeping	-Give the meaning of basic terms used in book keeping -explain the importance of bookkeeping for a business	Why is bookkeeping important to a business?	-discuss the meaning of basic terms used in business -discuss the importance of	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	

				-appreciate the importance of bookkeeping for a business		bookkeeping for a business			
	4	ENTREPRENEURSHIP	Book keeping	-classify business transactions in bookkeeping -prepare simple financial statements for a business -appreciate the importance of bookkeeping for a business	How do you prepare simple financial statements for a business?	-classify business transactions in bookkeeping -calculate assets, liabilities and capital using book keeping equation -determine the cost and price of a given product to calculate profit and loss	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	
2	1	ENTREPRENEURSHIP	Book keeping	-classify business transactions in bookkeeping -prepare simple financial statements for a business -appreciate the importance of bookkeeping for a business	How do you prepare simple financial statements for a business?	-classify business transactions in bookkeeping -calculate assets, liabilities and capital using book keeping equation -determine the cost and price of a given	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	

						product to calculate profit and loss			
	2	ENTREPRENEURSHIP	Book keeping	-classify business transactions in bookkeeping -prepare simple financial statements for a business -appreciate the importance of bookkeeping for a business	How do you prepare simple financial statements for a business?	-classify business transactions in bookkeeping -calculate assets, liabilities and capital using book keeping equation -determine the cost and price of a given product to calculate profit and loss	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	
	3	ENTREPRENEURSHIP	Book keeping	-identify the components of a statement of financial position, cash flow and income statement -keep financial records for effective decision making -desire to keep financial records in a business	How are statements of financial position, cash flow and income statement prepared?	-discuss the components of a statement of financial position, cash flow and income statement - keep financial records for effective decision making	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	

						-draw and present simple statements of financial position cash flow and income statement for a business			
	4	ENTREPRENEURSHIP	Book keeping	-identify the components of a statement of financial position, cash flow and income statement -keep financial records for effective decision making -desire to keep financial records in a business	How are statements of financial position, cash flow and income statement prepared?	-discuss the components of a statement of financial position, cash flow and income statement - keep financial records for effective decision making -draw and present simple statements of financial position cash flow and income statement for a business	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	
3	1	ENTREPRENEURSHIP	Income and budgeting	-explain what is income	What are sources of	-discuss what is income	Pre-technical	-oral questions	

				-identify sources of income for an individual -appreciate sources of income	income in our community?	-discuss sources of income for an individual	studies curriculum design Grade 8	-written questions	
	2	ENTREPRENEURSHIP	Income and budgeting	-explain what is income -identify sources of income for an individual -appreciate sources of income	What are sources of income in our community?	-discuss what is income -discuss sources of income for an individual	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	
	3	ENTREPRENEURSHIP	Income and budgeting	-explain what is income -identify sources of income for an individual -appreciate sources of income	What are sources of income in our community?	-discuss what is income -discuss sources of income for an individual	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	
4	1	ENTREPRENEURSHIP	Income and budgeting	-identify the importance of budgeting in day to day life -prepare a simple budget for personal finance management -appreciate sources of income	Why is it important to prepare a personal budget?	-discuss the importance of preparing a budget -in groups discuss ways of spending money wisely -prepare a simple personal budget	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	

	2	ENTREPRENEURSHIP	Income and budgeting	-identify the importance of budgeting in day to day life -prepare a simple budget for personal finance management -appreciate sources of income	Why is it important to prepare a personal budget?	-discuss the importance of preparing a budget -in groups discuss ways of spending money wisely -prepare a simple personal budget	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	
	3	ENTREPRENEURSHIP	Income and budgeting	-identify the importance of budgeting in day to day life -prepare a simple budget for personal finance management -appreciate sources of income	Why is it important to prepare a personal budget?	-discuss the importance of preparing a budget -in groups discuss ways of spending money wisely -prepare a simple personal budget	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	
	4	ENTREPRENEURSHIP	Income and budgeting	-identify the importance of budgeting in day to day life -prepare a simple budget for personal finance management -appreciate sources of income	Why is it important to prepare a personal budget?	-discuss the importance of preparing a budget -in groups discuss ways of spending money wisely	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	

						-prepare a simple personal budget			
5	1	ENTREPRENEURSHIP	Income and budgeting	-identify ethical and unethical practices in budgeting -practice financial planning in income management -appreciate sources of income	What are the ethical issues in income and budgeting?	-in groups discuss ethical and unethical practices in budgeting -practice financial planning in income management	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	
	2	ENTREPRENEURSHIP	Income and budgeting	-identify ethical and unethical practices in budgeting -practice financial planning in income management -appreciate sources of income	What are the ethical issues in income and budgeting?	-in groups discuss ethical and unethical practices in budgeting -practice financial planning in income management	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	
	3	ENTREPRENEURSHIP	Income and budgeting	-identify ethical and unethical practices in budgeting -practice financial planning in income management -appreciate sources of income	What are the ethical issues in income and budgeting?	-in groups discuss ethical and unethical practices in budgeting -practice financial planning in	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	

						income management			
	4	ENTREPRENEURSHIP	Marketing of Goods and services	-explain what is marketing in a business -identify how market of goods and services is selected -explain the importance of marketing to a business -appreciate the importance of marketing	How is market of goods and services selected?	-discuss the meaning of marketing in a business -explain how market of goods and services is selected -discuss the importance of marketing to a business	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	
6	1	ENTREPRENEURSHIP	Marketing of Goods and services	-explain what is marketing in a business -identify how market of goods and services is selected -explain the importance of marketing to a business -appreciate the importance of marketing	How is market of goods and services selected?	-discuss the meaning of marketing in a business -explain how market of goods and services is selected -discuss the importance of marketing to a business	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	
	2	ENTREPRENEURSHIP	Marketing of Goods and services	-identify sources of information about the	Where can information about the	-discuss sources of information	Pre-technical studies	-oral questions	

				market for its potential customers -explore factors considered when selecting a suitable market for goods and services -appreciate the importance of marketing	market and its potential customers be sourced from?	about the market for its potential customers -explore factors considered when selecting a suitable market for goods and services	curriculum design Grade 8	-written questions	
	3	ENTREPRENEURSHIP	Marketing of Goods and services	-identify sources of information about the market for its potential customers -explore factors considered when selecting a suitable market for goods and services -appreciate the importance of marketing	Where can information about the market and its potential customers be sourced from?	-discuss sources of information about the market for its potential customers -explore factors considered when selecting a suitable market for goods and services	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	
	4	ENTREPRENEURSHIP	Marketing of Goods and services	-select tools to market goods and services -use digital devices to search information in ICT applications used in	Which tools are used to market goods and services?	- select tools to market goods and services use digital devices to search	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	

				marketing of goods and services -appreciate the importance of marketing		information in ICT applications used in marketing of goods and services			
7	1	ENTREPRENEURSHIP	Distribution of goods and services	-identify the role of intermediaries in the distribution of goods and services -illustrate the channels for distributing different goods and services in business -appreciate the role of intermediaries in distribution of goods and services	How is the distribution of goods and services carried out in day to day life?	-discuss the role of intermediaries in the distribution of goods and services -prepare a chart on channels for distribution of different goods and services	Pre-technical studies curriculum design Grade 8 chart		
	2	ENTREPRENEURSHIP	Distribution of goods and services	-identify the role of intermediaries in the distribution of goods and services -illustrate the channels for distributing different goods and services in business -appreciate the role of intermediaries in distribution of goods and services	How is the distribution of goods and services carried out in day to day life?	-discuss the role of intermediaries in the distribution of goods and services -prepare a chart on channels for distribution of different goods and services	Pre-technical studies curriculum design Grade 8 chart		

	3	ENTREPRENEURSHIP	Distribution of goods and services	-identify ethics in distribution of goods and services -value the need for distribution of goods and services -appreciate the importance of distribution of goods and services in the community	Which ethical issues influence distribution of goods and services?	-discuss ethics in distribution of goods and services -discuss the need for distribution of goods and services -watch video clips on channels for distribution of goods and services	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	
	4	ENTREPRENEURSHIP	Distribution of goods and services	-identify ethics in distribution of goods and services -value the need for distribution of goods and services -appreciate the importance of distribution of goods and services in the community	Which ethical issues influence distribution of goods and services?	-discuss ethics in distribution of goods and services -discuss the need for distribution of goods and services -watch video clips on channels for distribution of goods and services	Pre-technical studies curriculum design Grade 8	-oral questions -written questions	
8-9	REVISION/END OF YEAR ASSESSMENT								