|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  **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. |  JANUARY | 3-4 | THE SCOPE OF COMMERCE | * Nature

and the subject matter of commerce* Comm

erce flow chart* Import

anceof 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** |
|  |  | FEBRUARY | 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. | FEB& MARCH | 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&APRILI | 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** |
|  |  | MAY | 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 chart1. 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** |
|  |  | MAY&JUNE | 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. | JU LY | 1 - 3 | THEORY OF DEMAND | * Features

of demand curve .* Law of

demandChanges 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 |
|  |  | AUGUST | 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 |  |