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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. | JANUARY | 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

schedule1. 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** |  |
| FEBRUARY | 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 advertisement1. 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** |
|  |  | FEBRUARY | 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** |
|  |  | MARCH | 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. | MARCH | 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 retailers1. 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. |  |
| APRIL | 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. | MAY | 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 |  |
| JUN. |  |  |
| **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. | JULY | 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 store1. 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** |
|  |  | SEPTEMBER | 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 |  |  |
|  |  | OCT. | 1 | MID TERM BREAK |
| 2-5 | **REVISION** |
|  |  | NOV. | 1-3 |
| 4-5 | **NATIONAL EXAMINATIONS** |