SCHEME OF WORK BUSINESS STUDIES FORM 3 2022

TERM II ENDARASHA BOYS

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| **WK** | **LSN** | **TOPIC** | **SUB-TOPIC** | **OBJECTIVES** | **T/L ACTIVITIES** | **T/L AIDS** | **REFERENCE** | **REMARKS** |
| **2** | 1 | PRODUCT MARKETS | The kinked demand curve. | By the end of the lesson, the learner should be able to: Interpret the kinked demand curve. | Curve sketching; Discussion. | text book | Pg 47-48 |  |
| 2 | CHAIN OF DISTRIBUTION | Channels of distribution. Distribution of local agricultural produce. | By the end of the lesson, the learner should be able to: Define the term channel of distribution. Identify common channels of distribution.  Describe distribution of local agricultural produce. | Brain storming; Probing questions; Brief discussion. Draw a flow chart; | text book  Chart ?channels of distribution of local agricultural produce | Pg 49-50 |  |
| 3 | CHAIN OF DISTRIBUTION | Distribution of locally manufactured goods. | By the end of the lesson, the learner should be able to: Describe distribution of locally manufactured goods. | Draw a flow chart; Probing questions; Brief discussion. | Flow chart. | Pg 51-52 |  |
| 4 | CHAIN OF DISTRIBUTION | Distribution of imported goods. | By the end of the lesson, the learner should be able to: Describe distribution of imported goods. | Draw a flow chart; Brief discussion. | Flow chart. | Pg 52-53 |  |
| 5 | CHAIN OF DISTRIBUTION | Roles played by intermediaries in the distribution chain. | By the end of the lesson, the learner should be able to: Outline roles played by intermediaries in the distribution chain. | Brain storming; Oral questions; Discussion. | Illustrative flow charts. | Pg 54-57 |  |
| **3** | 1 | CHAIN OF DISTRIBUTION NATIONAL INCOME. | Choice of distribution channel.  Meaning of national income, GDP, NDP, GNP & NNP. Per  capita income. | By the end of the lesson, the learner should be able to: Explain factors influencing choice of distribution channel. Define terms related to national income. | Brain storming; Oral questions; Discussion.  Exposition of new concepts, explanations & discussion. | text book | Pg 57-58 |  |
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|  | 2 | NATIONAL INCOME. | Circular flow of income. | By the end of the lesson, the learner should be able to: Describe the circular flow of income.  State assumptions made in circular flow of income. | Exposition of new concepts, explanations & discussion. | Chart: circular flow of income. | Pg 60-61 |  |
| 3 | NATIONAL INCOME. | Factors affecting circular flow of income. | By the end of the lesson, the learner should be able to: Outline factors that affect circular flow of income. | Oral questions; Exposition of concepts. | text book | Pg 61-62 |  |
| 4 | NATIONAL INCOME. | Expenditure approach of determining national income. | By the end of the lesson, the learner should be able to: Determine national income using expenditure approach. List down problems associated with expenditure approach. | Exposition of new concepts, explanations & discussion; Calculations. | Calculators,text book | Pg 63-64 |  |
| 5 | NATIONAL INCOME. | Income approach of determining national income. | By the end of the lesson, the learner should be able to: Determine national income using income approach.  List down problems associated with income approach. | Exposition of new concepts, explanations & discussion; Calculations. | Calculators. | Pg 64-65 |  |
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| **4** | 1 | NATIONAL INCOME. | Output approach of determining national income. | By the end of the lesson, the learner should be able to: Determine national income using output approach.  List down problems associated with output approach. | Exposition of new concepts;  Probing questions; Guided discussion; Calculations. | Calculators. | Pg 65-66 |  |
| 2 | NATIONAL INCOME. | Uses of national income statistics. Levels of national income. | By the end of the lesson, the learner should be able to: Outline uses of national income statistics.  Highlight factors that influence the levels of national income. | Exposition of new concepts;  Probing questions; Guided discussion. Guided discussion; Review exercise. | text book | Pg 66-67 |  |
| 3 | POPULATION & EMPLOYMENT. | Population growth. | By the end of the lesson, the learner should be able to:  Outline factors associated with population growth. List factors that are likely to lead to either high or low birthrates. Calculate population growth rate. | Brain storming; Exposition of new concepts;  Probing questions; Guided discussion; Calculations. | text book | Pg 71-72 |  |
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|  | 4 | POPULATION & EMPLOYMENT. | Optimum population. Under- population. | By the end of the lesson, the learner should be able to: Define the term optimum population. Illustrate the concept of optimum population graphically.  Explain what optimum population depicts.  Cite factors that lead to under population.  State demerits of under  -population. | Exposition of new concepts;  Probing questions; Guided discussion; Illustrative curve sketching.  Brain storming; Guided discussion. | Chart- optimum population.  Chart- under population. | Pg 73-74 |  |
| 5 | POPULATION & EMPLOYMENT. | Over- population. Young population. | By the end of the lesson, the learner should be able to:  Cite factors that lead to over population.  State advantages and disadvantages of over- population.  Cite factors that may lead to young population.  State advantages and disadvantages of a young population.  Outline challenges of a young population. | Brain storming; Oral questions; Guided discussion. Exposition; | Chart- over population. | Pg 75-77 |  |
| **5** | MID TERM EXAMS AND BREAK | | | | | | | |
| **6** | 1 | POPULATION & EMPLOYMENT. | Ageing population. | By the end of the lesson, the learner should be able to: Identify problems associated with ageing population.  State factors that may lead to ageing population. | Q/A to review young population; Discussion on ageing and declining populations. |  | Pg 78-79 |  |
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|  | 2 | POPULATION & EMPLOYMENT. | Declining population. | By the end of the lesson, the learner should be able to: State factors that may lead to a declining population.  Outline effects of a declining population. | Q/A to review young population; Discussion on ageing and declining populations. |  | Pg 78-79 |  |
| 3 | POPULATION & EMPLOYMENT. | Population structure. Employment and unemployment. | By the end of the lesson, the learner should be able to: Differentiate between a young population and an ageing population. Define the term population structure.  Explain implications of population size and structure on development.  Define the term employment.  Identify types of unemployment. | Probing questions; Drawing an illustrative population pyramid; Discussion.  Exposition and discussion on new concepts associated with unemployment. | Chart- population structure pyramid., Diagram of vicious cycle of rapid population growth. | Pg 80-81 |  |
| 4 | POPULATION & EMPLOYMENT. | Causes of unemployment. | By the end of the lesson, the learner should be able to: Outline the main causes of unemployment. | Q/A and brief discussion |  | Pg 87-88 |  |
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| **7** | 1 | POPULATION & EMPLOYMENT. | Solving unemployment problems. | By the end of the lesson, the learner should be able to: Suggest some possible solutions to unemployment problems in Kenya. | Group discussions & presentations; Guided discussion. |  | Pg 88-90 |  |

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|  | 2 | NET WORTH OF A BUSINESS. | Basic terms used in business. | By the end of the lesson, the learner should be able to:  Define basic terms used in business.  State characteristics of assets / liabilities. | Brief discussion on the terms debtor, creditor, asset, liability and capital. |  | Pg 92-95 |  |
| 3 | NET WORTH OF A BUSINESS. | Book-keeping Equation. | By the end of the lesson, the learner should be able to: Identify sources of assets.  Derive and explain the bookkeeping equation. | Use a concrete example to arrive at the book-keeping equation. Apply the book- keeping equation.  Supervised practice. |  | Pg 95-97 |  |
| 4 | NET WORTH OF A BUSINESS. | Balance sheet. | By the end of the lesson, the learner should be able to: Define the term balance sheet.  Prepare a balance sheet. | Guided preparation of a balance sheet.  Supervised practice. Assignment. |  | Pg 97-98 |  |
| 5 | NET WORTH OF A BUSINESS. | Balance sheet. | By the end of the lesson, the learner should be able to: Define the term balance sheet.  Prepare a balance sheet. | Guided preparation of a balance sheet.  Supervised practice. Assignment. |  | Pg 97-98 |  |
| **8** | 1 | NET WORTH OF A BUSINESS. | Importance of a balance sheet.  Book-keeping equation and balance sheet. | By the end of the lesson, the learner should be able to: Explain importance of a balance sheet.  Relate book-keeping equation with balance sheet | Probing questions; Discussion.  Guided discovery; |  | Pg 99 |  |
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|  | 2 | NET WORTH OF A BUSINESS. | Net worth of a business. | By the end of the lesson, the learner should be able to: Determine a business net worth using book- keeping equation and a balance sheet. | Discussion. |  | Pg 99-100 |  |
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| 3 | NET WORTH OF A BUSINESS. | Topic review. | By the end of the lesson, the learner should be able to: Answer questions correctly. | Answer numerical questions.  Exercise review. |  | Pg 100-102 |  |
| 4 | BUSINESS TRANSACTIONS | Types of business transactions. | By the end of the lesson, the learner should be able to:  Give examples of business transactions. Define the term deferred payment.  Give examples of credit transactions. | Probing questions; Oral questions; Brief guided discussion. |  | Pg 103 |  |
| 5 | BUSINESS TRANSACTIONS | Effects of transactions on the balance sheet. | By the end of the lesson, the learner should be able to: Determine the effects of transactions on the balance sheet. | Worked examples; Supervised exercise; Guided discovery. |  | Pg 103-108 |  |
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| **9** | 1 | BUSINESS TRANSACTIONS | Changes in capital: Drawing. Additional investments. | By the end of the lesson, the learner should be able to: Explain how drawings affect capital.  Explain how additional investments affect capital. | Worked examples Supervised practice. Exercise.  Work through an example. |  | Pg 108-9 |  |
| 2 | BUSINESS TRANSACTIONS | Profit & losses. | By the end of the lesson, the learner should be able to: Determine the solvency of a business. | Q/A : review meaning of terms profit and loss.  Work through examples. |  | Pg 109-110 |  |
| 3 | BUSINESS TRANSACTIONS | Initial and final capital of a business. | By the end of the lesson, the learner should be able to: Compute the capital at the end of a given period. | Work through examples; Group activities;  Guided discussion. |  | Pg 111 |  |
| 4 | THE LEDGER. | Meaning and purpose of a ledger. | By the end of the lesson, the learner should be able to:  Identify features of a ledger.  Explain the purpose of a ledger. | Exposition of new concepts and detailed discussion. | A ledger book. | Pg 117 |  |
| 5 | THE LEDGER. | Rules of recording transactions in ledger accounts. | By the end of the lesson, the learner should be able to: Record transactions in a ledger A/Cs. | Exposition and summary in tabular form | A ledger. | 118-120 |  |
| **10** | END OF TERM EXAMS AND CLOSING OF SCHOOL | | | | | | | |