



education

Department:

Education

PROVINCE OF KWAZULU-NATAL

UMLAZI DISTRICT

ECONOMIC AND MANAGEMENT SCIENCES LESSON PLAN

CMC				SCHOOL	Tyburn Primary School
CIRCUIT	Burlington			EDUCATOR	Ms S.L Smit
SUBJECT	EMS	TERM	3	GRADE	7
DURATION	8 Hours	WEEK NO	1-4	DATE	
TOPIC	The Entrepreneur				
PRIOR CONTENT KNOWLEDGE				LINK WITH NEXT LESSON	
People who own businesses				Businesses	
CONTENT				VOCABULARY/ IMPORTANT WORDS	
Definition of an Entrepreneur					
Characteristics and skills of an entrepreneur					
Entrepreneurial skills in buying and selling (making a profit through trading)					
Entrepreneurial skills of actions of producing and making profit through manufacturing.					
Aims and Objectives of the lesson.					
By the end of the lesson learners will be able to:					
- Define an entrepreneur					
- Critically discuss the characteristics of an entrepreneur					
- Evaluate the functions of an entrepreneur					
- Analyse the effects of an entrepreneur’s actions					
CURRICULUM DIFFERENTIATION					
TIER 1 (Learners who are below level)		TIER 2 (Learners who meet the standards)		TIER 3 (Learners who exceed the standards)	
The textbook and teachers’ explanation will be the main source of Knowledge.		Learners will work in pairs, using additional resources such as articles and an additional textbook.		In addition, the sources mentioned these learners will also actively engage in research to enhance the depth of their understanding.	

ENGLISH ACROSS THE CURRICULUM (EAC) (✓ the appropriate boxes)		Reading /Viewing		Listening		Writing/ Presentation		Speaking	
EXPANDED OPPORTUNITIES:					TEACHING METHODS:				
Research conducted within their community					Explanation				
					Group Work				
					Whole class discussion				
ASSESSMENT STRATEGY Formal ☐ Informal ☐									
FORM OF ASSESSMENT:					ASSESSMENT TOOL:				
LESSON, CLASS WORK AND HOMEWORK									
TEACHER'S ACTIVITIES					LEARNERS' ACTIVITIES				
LESSON 1									
Teacher to explain what it takes to be an entrepreneur: It takes certain skills and personal characteristics to be a successful entrepreneur. Not everyone is cut out to be an entrepreneur. An entrepreneur has to be able to live with uncertainty and be comfortable taking risks. Some people are more comfortable working for other people. They enjoy the security of earning a regular income at the end of every month. Teacher to facilitate a whole class discussion centred around the characteristics and skills of an entrepreneur to be a successful entrepreneur: Explain how a person needs certain personal characteristics and skills. It is not enough just to have a good business idea. Entrepreneurs need to have: - business knowledge - perseverance - determination. - Innovative – Entrepreneurs need to be able to think in a fresh way, have exciting ideas and solve problems creatively. - Committed and dedicated – Entrepreneurs need					- Learners to write down notes from the chalkboard. - Learners to memorise the new terms introduced. - Learners to participate in the whole class discussion. - Tier 1 learners to write notes from their textbook. - Tier 2 learners to work in groups to provide practical examples of how the mentioned characteristics can be identified in an individual - Tier 3 learners to research other skills an entrepreneur should possess. They are to conduct research by speaking to local business owners and their parents. - Suggest implications of an entrepreneur fails to possess the necessary characteristics and skills. Learners to answer the following questions in their exercise books:				

to focus on their work so their business succeeds. - Motivated and independent – Entrepreneurs need to be self-starters and make their own decisions. - Energetic – Entrepreneurs must have the energy to work hard for long hours. - Risk taking – Entrepreneurs need to be prepared to take calculated risks or they will not expand their businesses and move forward. - Bold and courageous – Entrepreneurs need to see the problems they will encounter as challenges, not obstacles. SKILLS OF AN ENTREPRENEUR: - Communication – communicate well with clients and staff. - Planning - know how to prepare for future, both long term and short term. - Marketing – sell products ideas. - Management – be able to direct people to complete tasks as efficiently as possible. - Financial – be able to handle money wisely.	Activity 1 1. Explain in your own words what an entrepreneur is. 2. Look at the alphabet and select 6 of the most important skills that you think an entrepreneur should have and explain why. 3. Do you think that you would enjoy being an entrepreneur? Give reasons for your answer
LESSON 2	
Teacher to ask questions to recap the content of the previous lesson. Distribute worksheets to learners. Read the case study and guide learners as they attempt to complete the activity. Correction lesson 1 and 2 activities.	- Read the case study. - Answer the questions that follow in their notebooks. - Engage in peer-peer marking. - Ask questions. - Answer questions.
LESSON 3 and 4	
The teacher will present learners with a scenario to emphasise the four main actions of any entrepreneur namely: 1. Buy 2. Sell 3. Produce 4. Make a profit After facilitating a whole class discussion defining the concepts listed above, the teacher will write the following summarised notes on the chalkboard:	- Learners will be tasked to take down notes from the chalkboard. - Learners to ask questions. - Learners to complete activity 3 from their worksheets - Learners to read case studies 2 and 3

Entrepreneurial action of buying

The first basic functions that an entrepreneur must perform, is buying or purchasing equipment, raw materials and stock. Different businesses need different kinds of equipment to run a business. A business might need furniture, computer equipment, machinery, or vehicles. This equipment is known as capital items.

Entrepreneurial action of producing the entrepreneurial action of producing includes all those activities that provide the goods and services that consumers, businesses and the public sector want and for which they are prepared to pay. Producing is the action of making the product. Producing involves taking raw materials and turning them into something useful that can be sold to customers. Producing is also referred to as manufacturing or production. Not all businesses produce goods. Some businesses sell a service without making any physical product. Businesses that produce products are known as manufacturing businesses.

Entrepreneurial action of selling- Selling is the action of persuading customers to buy a product or service. Selling involves activities such as advertising and marketing the product. It also involves talking to customers and explaining to them how the product works or the benefits of the products or services. It is important that customers are satisfied with what they buy so that they come back again.

Entrepreneurial action of making a profit. The goal of owning a business is to make a profit. A business that does not make a profit will have to close. The entrepreneur will have to keep financial records to keep track of the income and expenses of the business.

Teacher to assist with read case studies 2 and 3

Resources:

Chalkboard, textbook, worksheet, newspaper

Teacher's comments / reflection:

Departmental Head's Comments:

TEACHER:	SIGNATURE:	DATE:
DH:	SIGNATURE:	DATE: