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| **CURRICULUM MONITORING PLAN** | |
| **EDUCATOR:** | **SUBJECT: Business Studies** |
| **GRADE: 11** | **TERM: 1 YEAR:** |

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| **ASSESSMENT OVERVIEW** | | |
| **ASSESSOR:** |  | |
| **SUBJECT MODERATOR:** |  | |
| **ASSESSMENT(S):** | **FAT:** | **FAT:** |
| **Type: Case Study** | **Type: Control Test** |
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| **Content/Topic** | **Week** | **Progress Per class** | **Comment/Reflection** |
| Baseline  Baseline Assessment to determine learning losses in Grade 10 | 1 |  |  |
| Influences on and Control Factors relating to Business Environments  Examination of control factors • Ways to be involved in macro environment – if beneficial to business: • Micro environment • Market environment • Macro environment | 2 |  |  |
| Challenges of the business environments  The challenges of the micro (internal), market and macro business environments • Challenges of the micro environment • Challenges of the market environment • Challenges of the macro environment | 3 |  |  |
| Adapting to challenges of business environments  Ways in which a business can adapt to challenges of the macro environment, and whether this is to the benefit of the business • Information management, strategic responses, mergers, takeovers, acquisitions and alliances, organisation design and flexibility, direct influence of the environment and social responsibility Lobbying, networking and power relations | 4 |  |  |
| Impact and Challenges of contemporary socioeconomic issues on business operations  The impact of contemporary socio-economic issues on business operations, and their challenges; decisions for specific business situations • The impact of contemporary socio-economic issues on business operations and productivity | 5 |  |  |
| Impact and Challenges of contemporary socioeconomic issues on business operations  Possible business solutions/contributions to deal with the socioeconomic issues • Investigation of developments in industrial relations that relate to contemporary business practice | 6 |  |  |
| Business Sectors  The links between various primary, secondary, and tertiary enterprises. • Examination of the links between: o The benefits and challenges of establishing a company versus other forms of ownership • Recap the characteristics, advantages and disadvantages of the forms of ownership | 7 |  |  |
| Benefits of a company vs other forms of ownership  The benefits and challenges of establishing a company versus other forms of ownership • Formation of companies • The company’s charter Memorandum of Incorporation • Name of the company incorporation and commencement of the company Prospectus | 8 |  |  |
| Avenues of acquiring business  Avenues of acquiring businesses Their advantages and disadvantages as well as contractual implications (e.g. royalties, legalities) | 9 |  |  |
| Revision | 10 |  |  |

**Educator:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **Date:**\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **Grade Head**: \_\_\_\_\_\_\_\_\_\_\_\_\_ **Date**:\_\_\_\_\_\_\_\_\_\_

**Subject Head**: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **Date:**\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **Principal:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **Date:**\_\_\_\_\_\_\_\_\_\_

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| **CURRICULUM MONITORING PLAN** | |
| **EDUCATOR:** | **SUBJECT: Business Studies** |
| **GRADE: 11** | **TERM: 2 YEAR:** |

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| **ASSESSMENT OVERVIEW** | | |
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| **Content/Topic** | **Week** | **Progress Per class** | **Comment/Reflection** |
| Creative thinking and problem solving, stress, crisis and change management  Application of creative thinking to address business problems and to improve business practice (recap) • Creative thinking to address business problems and to improve business practice • Creative solutions to business problems; assess these against the reality of the business environment | 1 |  |  |
| Creative thinking and problem solving, stress, crisis and change management  The concepts relating to stress, crisis and change management • How to manage stress • Explain the importance of stress management in pressurised work environments • Crisis and change management • Dealing with business-related crises (e.g. tight deadlines, loss of property, illness) Dealing with and adapting to change (e.g. unemployment, retrenchment, globalisation, affirmative action | 2 |  |  |
| Market Function  Marketing activities • Marketing: locating the consumer standardisation and grading, storage, transport, financing, riskbearing, and buying & selling • Product policy: product development, design, packaging and trademarks • Distribution policy: channels of distribution, intermediaries, direct and indirect distribution | 3 |  |  |
| Market Function  Communication policy: sales promotion, advertising, publicity and personal selling • Pricing policy: importance of pricing, pricing techniques, price determination, factors influencing pricing, price adjustments | 4 |  |  |
| Product Function  The aspects of the production function: •Production planning; safety management; •Quality control; production planning (information about production planning and control) | 5 |  |  |
| Product Function  Production planning: planning, routing, scheduling and loading | 6 |  |  |
| Product Function  Production control: dispatching, following up, inspection and corrective action • Quality control: quality management systems (SABS), quality control bodies and policies | 7 |  |  |
| Professionalism and Ethics  The theories and principles of professionalism and ethics; explore how they relate to the business environment • Application of the principles and skills of professional, responsible, ethical and effective business practice • The concept of ethics and different perspectives on ethics, as well as ethical business ventures | 8 |  |  |
| Revision  breed standards (evaluating and judging a breed), including selection of breeding stock (progeny testing, general , etc)  breeding systems (e.g. cross breeding and inbreeding); and breeding aids (e.g. stud book registers and production) | 9 |  |  |
| Control Test | 10 |  |  |

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| **CURRICULUM MONITORING PLAN** | |
| **EDUCATOR:** | **SUBJECT: Business Studies** |
| **GRADE: 11** | **TERM: 3 YEAR:** |

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| **ASSESSMENT OVERVIEW** | | |
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| **Content/Topic** | **Week** | **Progress Per class** | **Comment/Reflection** |
| Assessment of entrepreneurial qualities in business  The degree to which a business embraces entrepreneurial qualities • Identification and assessment of a business against the entrepreneurial qualities (e.g. risk taking, perseverance, good management, etc.) (recap entrepreneurship qualities from Grade 10 and assess a business against the qualities) | 1 |  |  |
| Assessment of entrepreneurial qualities in business  Critical reflections on a business venture, and identification of its success factors and areas for improvement • Exploration and identification of what makes a business successful. Key success factors, e.g. sustainability, profitability, customer base, etc. Identify areas for improvement | 2 |  |  |
| Transform a business plan into an action plan  Transformation of a business plan into an action plan (including Gantt charts and timelines) collaboratively or independently • Transformation of a business plan into an action plan (e.g. planning tools: Gantt charts or Work Breakdown Structure (WBS) with timelines and responsibilities, project planning) | 3-4 |  |  |
| Start a business venture based on an action plan  Collaboratively or independently starting a business venture based on an action plan • Initiating and setting up business ventures to generate income, basing this on an action plan. • Acquiring funding (Equity capital/loans/debt, considering other sources of funding/capital), if needed | 5-6 |  |  |
| Presentation of business information  Accurate and concise verbal and non-verbal presentation of a variety of businessrelated information (including graphs); respond professionally to questions and feedback • Presentation and validation (support) of businessrelated information in verbal and non-verba | 7 |  |  |
| Presentation of business information  Design and layout of the presentation using different visual • Written information • Responding in a nonaggressive and professional manner to questions about work and presentations | 8 |  |  |
| Revision | 9 |  |  |
| Control Test | 10 |  |  |

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| **CURRICULUM MONITORING PLAN** | |
| **EDUCATOR:** | **SUBJECT: Business Studies** |
| **GRADE: 11** | **TERM: 4 YEAR:** |

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| **Content/Topic** | **Week** | **Progress Per class** | **Comment/Reflection** |
| Introduction to Human Resources Function  Human resources activities • Procedures related to recruitment • Procedure related to selection and interviewing • Procedures of induction and placements | 1 |  |  |
| Introduction to Human Resources Function  Human Resources: - Labour Relations Act [LRA] - Basic Conditions of Employment Act [BCEA] - Employment Equity Act (EEA) - Compensation for Occupational Injuries and Diseases act (COIDA) - Legalities of employment contracts • Employee benefits: pension, medical, other | 2 |  |  |
| Team stages and dynamics theories and conflict management  Stages of team development/building a team: • Forming stage/getting to know each other • Storming stage true character starts to • show/first round conflict • Norming stage/settling and reconciliation • Performing stage/working as a team towards the goal | 3 |  |  |
| Team stages and dynamics theories and conflict management  Conflict management Definition of conflict Causes of conflict in the business Definition of conflict management Conflict management skills to resolve differences in business situation | 4 |  |  |
| Revision | 5-7 |  |  |
| Assessment (Exam) | 8 - 10 |  |  |

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