Transition Unit Ramsgrange Community School

1. Title of Transition Unit

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| Business/Enterprise Locally & Globally |

1. Area of Study

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| This unit links into the following areas of studyCreativity – developing an idea for enterprise and/or running an event eg: Christmas MarketEnterprise – running a group/individual enterprise activity/event and learning about successful entrepreneursPersonal Achievement – following the experience of the enterpriseTop Up/Taster – builds on Junior Certificate Business and prepares students for the business subjects and LCVP at senior cycleWork and Future – develops needed in the workplace and business environment and encourages students to consider self-employment/being an entrepreneur as a possible career while also becoming aware of the Rights and Entitlements for Young People.  |

1. Overview

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| This TU is devised to give students the opportunity to explore the concept of enterprise as it applies to themselves and the world around them. It also aims to give students the change to develop their own enterprise skills and knowledge by working on their own or as a group in setting up and running their own enterprise. Students will be able to apply this experience to their future studies at senior cycle and to their own adult and working lives. They will also become aware of the rights and entitlements of young people and be able to consider enterprise and trade in a global context.  |

1. Related Learning

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| This TU links with 1. Junior Cycle Business Studies – builds on foundations laid at junior cycle in relation to marketing, finance and forms of business.
2. TY Programme particularly
* TY Work experience
* TY Subjects such as Metalwork, Woodwork, Art & Crafts, Home Economics as these may provide products for Enterprise
* TY Maths and ICT for accounting/financial management and presentation of accounts and using graphs for market research analysis
* YSI/SPHE – rights and responsibilities of young people, corporate and social responsibility in the context of global trade/enterprise.
1. Senior Cycle – lays foundations for LCVP enterprise unit as well as Senior Business, Economics and Accounting
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1. Summary Outline

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| Students on completing this TU will be able appreciate:-1. Enterprise and how it applies to Me
* Understand the concept of Enterprise and how it applies to me
* Identify key enterprise skills and qualities
* Identify ways to be enterprising at home, school and in the community

 Apply knowledge learnt by doing the following as an individual and as part of a team:-* Generate a business idea
* Engage in Market Research (design and analysis)
* Engage in Production and Marketing of a product/service
* Engage in costing and pricing of a product/service
* Complete some Financial accounts for their enterprise
* Engage in an evaluation and review process for their Enterprise
* Write a report on their Enterprise Activity
* Prepare a comprehensive Business Plan (or Powerpoint presentation)
1. Enterprise and the Community, Country and World

 Using Case Study Analysis Students will be able to critically examine the role played by Enterprise :-* In the local Community including charity and development work
* In the Irish Economy
* On an International Scale : Ireland, Africa & Trade
1. Enterprise and the Government/Law
* Students will research and examine how Government and The Economy can impact on Business
* Explore the rights and entitlements of young people/employees/employers
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1. Breakdown of the Unit

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| Timetable Periods Two classes per week over 33 weeks = 2640 minutes or 66 class periodsEnterprise and Me Duration: Until Christmas comprising Class Contact + independent research, product/enterprise dev and salesEnterprise and the Community, Country & World Duration: 12 Weeks comprising guest speakers and/or class trip, case study analysis and researchEnterprise and the Government Duration: 5 Weeks comprising class contact time and independent research |

1. Aims

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| * To foster an enterprise culture amongst the TY students
* To develop in the students the necessary skills and knowledge base to run an enterprise by developing a product or providing a service/running an event
* To appreciate the role of enterprise in the local community, in the country and internationally.
* To understand how the government can impact on business
* To become aware of rights and entitlements of young people/employees/employers
* To consider local and global perspectives on trade
* To develop skills enabling students to work collaboratively as part of a team.
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1. Learning Outcomes

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| . On completion of this transition unit the student will:-* Understand the concept of Enterprise and how it applies to them
* Identify key enterprise skills and qualities and recognise them in themselves
* Be able to be enterprising at home, school and in the community

The students will be able to :-* Generate a business idea using various sources
* Engage in Market Research (design and analysis) and use ICT to analyse same
* Engage in Production and Marketing of a product/service culminating in a well-designed and marketable good/service
* Engage in costing and pricing of a product/service so as to ensure the probability of a profit
* Complete Financial accounts for their enterprise
* Engage in an evaluation and review process for their Enterprise, themselves and their team
* Write a report on an Enterprise Activity
* Prepare a comprehensive Business Plan (or Powerpoint presentation)
* Work as an individual and work collaboratively as part of a team

Study will be able to analyse and explain the role played by Enterprise :-* In the local Community including charity and development work
* In the Irish Economy
* On an International Scale : Ireland, Africa & Trade
* The impact of Government/law on themselves, on employees and on employers
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1. Key Skills

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| Being Personally Effective – by engaging in an enterprise activity from planning through to evaluation stage and taking responsibility for all actions to be carried out, within a given time frame, and ensuring effective resource allocation and budgeting/financial planning. Information Processing – by using ICT particularly as part of the marketing and research campaign and in the analysis of sameCritical and Creative Thinking – by coming up with a suitable enterprise idea and solving problems throughout the process of bringing this idea through to selling stageCommunicating – by report writing and selling the product/serviceWorking with Others – students will all have the opportunity of engaging in a team enterprise activity  |

1. Teaching Approaches

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| A wide range of active learning methodologies will be used in this TU such as:- * Use of group work, pair work, brainstorming sessions and class room discussion
* Use of work sheets and teacher instruction
* Students will engage in Research (Desk and Field from a variety of sources) and be given self- directed learning opportunities
* DVD’s, Interviews with entrepreneurs and local visits in or out will be used
* Computer based learning (websites, Powerpoint presentations)
* Case study analysis and Practical applications of theory/demonstration
* Use of Templates and project work will also be part of this unit
* Report and evaluation writing
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1. Assessment Approaches

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| * Ongoing feedback will be given to students on class work/project work
* Demonstration of skills ie: research, design, production, marketing and selling of a product/service for Christmas Market and/or for Celtic Enterprise Competition
* Written report (20% of Christmas Exam)
* Business Plan (80% of Christmas Exam with full details of product/service)
* Case study presentation
* Written Exam may also be used
* Project work
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1. Evaluation

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| Survey/Evaluation of Module will be completed by studentsEvaluation will be completed following visit in/out |

1. Resources

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| Enterprise education worksheetsSample reports of good practice Internet research including YouTube documentaries and RTE player resourcesVisitation by Celtic Enterprise Co-ordinatorTeacher notes, textbooks, handouts, sample answersCase Study from Irish Times 2000 resources and/or Spirit of Enterprise ResourcesResources provided from Celtic Enterprise and other Enterprise Competitions |