

GRADE 9 RATIONALIZED PRE TECHNICAL STUDIES LESSON PLANS- TERM 3

WEEK 1: LESSON 1

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Financial Services

Specific Learning Outcomes:

By the end of the lesson, the learner should be able to:

- Identify financial institutions available in Kenya.
- Use digital devices to search for financial institutions available in Kenya.
- Appreciate the role of financial institutions.

Key Inquiry Question(s):

- What are financial institutions?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 115

Organisation of Learning:

Introduction (5 minutes)

- Review the previous lesson discussing the importance of entrepreneurship in economic growth.
- Introduce today's topic by guiding learners to read and discuss relevant content from their textbooks, focusing on what financial institutions are and why they are important.

Lesson Development (30 minutes)

Step 1: Introduction to Financial Institutions (10 minutes)

- Define what financial institutions are and explain their roles in the economy (e.g., banks, microfinance institutions, SACCOs).
- Engage students in a discussion about the types of financial institutions they may already know.

Step 2: Identifying Financial Institutions in Kenya (10 minutes)

- Guide students to identify different financial institutions operating in Kenya.
- Use a whiteboard to list examples that students share such as KCB Bank, Equity Bank, Cooperative Bank, etc.

Step 3: Digital Research Activity (5 minutes)

- Instruct students to use personal devices or classroom computers to search for additional financial institutions in Kenya.
- Ask them to note down at least three more institutions they find and any unique services they offer.

Step 4: Group Discussion (5 minutes)

- Facilitate a group discussion where students share their findings.
- Discuss the key features of several identified institutions and their importance in personal and business finances.

Conclusion (5 minutes)

- Summarize the key points learned about financial institutions, recalling definitions and examples.
- Conduct a brief interactive activity such as a "Financial Institutions Quiz" where students present one fact about a financial institution and the class guesses which institution it is.
- Preview the next session: a discussion on how financial institutions contribute to entrepreneurship and economic development.

Extended Activities:

- Research Assignment: Encourage students to choose one financial institution and prepare a short presentation on its services, history, and impact on the community.
- Field Visit: Organize a visit to a local bank or financial institution to see operations in action and interact with professionals in the field.

Teacher Self-Evaluation:

WEEK 1: LESSON 2

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Financial Services

Specific Learning Outcomes:

By the end of the lesson, the learner should be able to:

- Name financial institutions available in Kenya.
- Classify the financial institutions in Kenya.
- Appreciate the role and significance of financial institutions.

Key Inquiry Question:

- What are 5 financial institutions in Kenya?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 117

Organisation of Learning

Introduction (5 minutes)

- Review the previous lesson material concerning the basic concepts of entrepreneurship.
- Guide learners to read and discuss the relevant content on financial institutions from the identified learning resources. Emphasize the importance of financial services.

Lesson Development (30 minutes)

Step 1: Naming Financial Institutions (10 minutes)

- Engage students by asking them to brainstorm and list financial institutions they know in Kenya (e.g., banks, SACCOs, insurance companies).
- Write their responses on the board and highlight the five major institutions including:
 1. Kenya Commercial Bank (KCB)
 2. Equity Bank
 3. Cooperative Bank
 4. Safaricom Sacco
 5. Jubilee Insurance

Step 2: Classifying Financial Institutions (10 minutes)

- Explain the different categories of financial institutions.

- Provide definitions and examples for each category:
- Banks (e.g., KCB, Equity Bank)
- Insurance Companies (e.g., Jubilee Insurance)
- SACCOs (e.g., Safaricom Sacco)
- Microfinance Institutions (e.g., Faulu Kenya)
- Ask students to classify the institutions listed on the board into these categories.

Step 3: Appreciating Financial Institutions (5 minutes)

- Discuss the importance of financial institutions in the economy and daily life.
- Facilitate a conversation on how these institutions help individuals save, invest, and manage risks.

Step 4: Group Discussion (5 minutes)

- Organize students into small groups. Each group will discuss and present one financial institution of their choice, focusing on its services and its significance in the community.
- Encourage them to think critically about how these institutions impact their lives.

Conclusion (5 minutes)

- Summarize the key points learned about financial institutions in Kenya and their classifications.
- Conduct a brief interactive quiz where students can name institutions and classify them.
- Prepare students for the next session by giving a preview of the upcoming topic on the roles of financial institutions in economic development.

Extended Activities

- Research Assignment: Each student writes a report on a chosen financial institution in Kenya, detailing its services, history, and contributions to the economy.
- Role Play: Students can engage in a mock bank scenario where they act as various roles (banker, customer, loan officer) to understand transactions and services provided.

Teacher Self-Evaluation:

WEEK 1: LESSON 3

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Financial Services

Specific Learning Outcomes:

By the end of the lesson, students should be able to:

- Identify financial institutions available in Kenya
- Classify the financial institutions in Kenya
- Appreciate the role of financial institutions

Key Inquiry Questions:

- Which financial institutions are found in the locality?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, Page 117

Organisation of Learning

Introduction (5 minutes)

- Review the previous lesson by asking students to recall what they learned about entrepreneurship.
- Guide learners to read and discuss relevant content from Spotlight Pre-Technical Studies, focusing on the roles and types of financial institutions.

Lesson Development (30 minutes)

Step 1: Identification of Financial Institutions (10 minutes)

- Discuss the different types of financial institutions found in Kenya, such as banks, insurance companies, SACCOs (Savings and Credit Cooperative Organizations), and microfinance institutions.
- Engage students in a quick brainstorming session to list any local institutions they know.

Step 2: Classification of Financial Institutions (10 minutes)

- Divide students into groups and assign each group to research one type of financial institution (e.g., banks, insurance, SACCOs, microfinance).

- Provide them with specific questions to consider: What services do they offer? Who uses these services?
- Ask each group to present their findings to the class, creating a classification chart on the board.

Step 3: Appreciation of Financial Institutions (5 minutes)

- Discuss why financial institutions are important to individuals and businesses.
- Prompt students to think about how these institutions contribute to economic growth and stability in their communities.

Step 4: Real-World Application (5 minutes)

- Lead a discussion on students' experiences or observations of these institutions in their daily lives.
- Encourage them to think about how they might use these services in the future (e.g., opening a bank account, using microfinance).

Conclusion (5 minutes)

- Summarize key points and outcomes achieved during the lesson, highlighting the different types of financial institutions and their significance.
- Conduct a brief interactive activity: ask students to match financial institutions to the services they provide using flashcards.
- Prepare learners for the next session by previewing the upcoming topic of how to manage personal finances.

Extended Activities:

- Research Project: Assign students to select one financial institution in Kenya to research further. They could create a presentation or a poster detailing its services, history, and impact on the community.
- Field Trip: Organize a visit to a local bank or SACCO to learn more about their operations firsthand.
- Role-Playing: Set up a scenario where students simulate applying for a loan or setting up a bank account, allowing them to understand the process in a practical context.

Teacher Self-Evaluation:

WEEK 1: LESSON 4

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Financial Services

Specific Learning Outcomes:

By the end of the lesson, students should be able to:

- Outline the services offered by financial institutions in Kenya.
- Watch a video clip on services offered by financial institutions.
- Appreciate the role of financial institutions.

Key Inquiry Question:

- What services are offered by financial institutions?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 118
- Video clip on services offered by financial institutions

Organisation of Learning

Introduction (5 minutes)

- Begin by reviewing the previous lesson on the basics of entrepreneurship.
- Ask students if they can recall any types of financial institutions they may have encountered.
- Guide learners to read aloud specific sections from page 118 of the learning resource, focusing on financial institutions and their importance.

Lesson Development (30 minutes)

Step 1: Identify Financial Institutions (10 minutes)

- Discuss the different types of financial institutions in Kenya (e.g., commercial banks, microfinance banks, insurance companies, etc.).
- Encourage students to contribute any examples they know from their personal experiences or the community.

Step 2: Explore Services Offered (10 minutes)

- Divide students into small groups and assign each group one type of financial institution.
- Have them use page 118 to outline at least three key services offered by their assigned institution.

- Allow time for groups to share their findings with the class.

Step 3: Video Analysis (5 minutes)

- Show the prepared video clip that details various financial services.
- Instruct students to take notes on any new information they learn about the services of financial institutions.

Step 4: Personal Reflection (5 minutes)

- Ask students to think about how financial institutions impact their daily lives.
- Have them write a short paragraph reflecting on the importance of understanding financial services.

Conclusion (5 minutes)

- Summarize the key points discussed, emphasizing the services offered by financial institutions and their significance in the economy.
- Conduct a brief interactive activity, such as a quick-fire question round, to reinforce what was learned.
- Preview the next lesson, which will delve into the role of banking in economic stability, and pose questions for students to consider: "What role does saving play in personal finances?"

Extended Activities

- Research Project: Assign students to research a specific financial institution in Kenya, focusing on its history, services, and impact on the community. They could present their findings in a subsequent class session.
- Guest Speaker: Invite a local banker or financial advisor to speak about the importance of financial literacy and service options available to youth.

Teacher Self-Evaluation:

WEEK 2: LESSON 1

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: ENTREPRENEURSHIP

Sub Strand: Financial services

Specific Learning Outcomes:

By the end of the lesson, learners should be able to:

- Name the services offered by financial institutions in Kenya.
- Watch a video clip on services offered by financial institutions.
- Appreciate the role and importance of financial institutions.

Key Inquiry Questions:

- What services are offered by banks?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 118

Organisation of Learning

Introduction (5 minutes)

- Begin the lesson with a brief review of the previous topic covered in class.
- Ask students to share any relevant experiences or knowledge regarding financial institutions in Kenya.
- Guide learners to read and discuss pertinent content from the learning resources, focusing on identifying key financial services.

Lesson Development (30 minutes)

Step 1: Introduction to Financial Institutions (10 minutes)

- Present a brief overview of what financial institutions are and their significance in the economy.
- Emphasize the common types of financial institutions found in Kenya (e.g., banks, microfinance institutions, credit unions).

Step 2: Exploring Services Offered (10 minutes)

- Distribute a list of common services provided by banks, like savings accounts, loans, and investment options.
- Engage students in a discussion or small group activity where they categorize these services into savings, investment, and loan-related services.

Step 3: Video Clip (5 minutes)

- Show a short video clip (5 minutes) that illustrates various services banks provide, showcasing real-world applications.
- Ensure the video is engaging and relevant, with clear examples of how these services affect everyday life in Kenya.

Step 4: Class Discussion and Reflection (5 minutes)

- After the video, facilitate a class discussion. Ask students what new information they learned and how they view the role of banks and financial institutions now.
- Have students reflect in their notebooks on how they might use these financial services in their own lives.

Conclusion (5 minutes)

- Summarize the key points discussed during the lesson, reiterating the services offered by financial institutions in Kenya.
- Conduct a quick interactive quiz where students can raise their hands to answer questions about the services learned.
- Preview the next session, hinting at topics such as the importance of personal finance management and budgeting.

Extended Activities

- Research Assignment: Have students research a specific financial institution in Kenya and present its services and community impact.
- Role-Playing Activity: In pairs, students can role-play as a customer seeking financial advice and a bank representative providing that advice, applying what they learned in class.
- Create a Savings Plan: Ask students to create a simple savings plan for an item they wish to purchase, including how they would use various financial services to achieve their goal.

Teacher Self-Evaluation:

WEEK 2: LESSON 2

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Financial Services

Specific Learning Outcomes:

- By the end of the lesson, the learner should be able to:
- Identify entrepreneurial development projects one can engage in.
- Utilize financial services for entrepreneurial development.
- Appreciate financial institutions.

Key Inquiry Question:

- Which entrepreneurial development projects can you engage in?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 121

Organisation of Learning:

Introduction (5 minutes)

- Review the previous lesson on entrepreneurship basics.
- Guide learners to read and discuss relevant content from the learning resources (page 121), focusing on definitions and examples of entrepreneurial projects and financial services.

Lesson Development (30 minutes)

Step 1: Brainstorm Potential Entrepreneurial Projects (10 minutes)

- Facilitate a brainstorming session where students suggest different entrepreneurial development projects (e.g., starting a small business, offering a service like tutoring).
- Write down students' ideas on the board and categorize them (e.g., product-based, service-based).

Step 2: Discuss Financial Services (10 minutes)

- Introduce various financial services available to entrepreneurs (e.g., loans, savings accounts, investment services).
- Engage students in a discussion or small group activity where they match financial services to the previously mentioned entrepreneurial projects, considering how these services can support their development.

Step 3: Explore Financial Institutions (5 minutes)

- Discuss the role of financial institutions (e.g., banks, credit unions) in supporting entrepreneurs.
- Highlight the importance of establishing a relationship with a financial institution for business success.

Step 4: Real-World Application (5 minutes)

- Present a case study or example of a successful entrepreneur who utilized financial services and institutions to grow their business.
- Facilitate a short discussion on what students learned from this example and how they might apply these concepts.

Conclusion (5 minutes)

- Summarize key points and learning objectives achieved during the lesson, reinforcing the importance of financial services and institutions in entrepreneurship.
- Conduct a brief interactive activity, such as a quick quiz or a pair-share, where students discuss what they feel is the most important aspect of financial services for entrepreneurs.
- Preview upcoming topics like marketing strategies for entrepreneurs or planning a business venture.

Extended Activities:

1. Research Project: Assign students to choose a successful entrepreneur and write a report on how they utilized financial services to achieve success. They can present their findings to the class.
2. Business Plan Simulation: Have students create a basic outline for a business plan that incorporates necessary financial services, presenting their ideas in small groups.
3. Visit to a Local Bank: If possible, arrange a field trip to a local bank or financial institution to understand better how they support entrepreneurs. Have students prepare questions to ask during the visit.

Teacher Self-Evaluation:

WEEK 2: LESSON 3

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurships

Sub Strand: Financial Services

Specific Learning Outcomes:

- By the end of the lesson, learners should be able to:
- State the importance of finance offered by financial institutions.
- Describe entrepreneurial development projects one can engage in.
- Appreciate financial institutions.

Key Inquiry Questions:

- Why should you utilize finance offered by financial institutions?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9 (page 121)

Organisation of Learning

Introduction (5 minutes)

- Begin with a review of the previous lesson focused on basic concepts of entrepreneurship.
- Introduce the day's topic by asking students to share their thoughts on financial institutions.
- Guide learners to read relevant sections from the learning resource (page 121), ensuring they grasp the concept of finance in entrepreneurship.

Lesson Development (30 minutes)

Step 1: Importance of Utilizing Finance (10 minutes)

- Discuss with learners why finance from financial institutions is crucial for starting and running a business.
- Key points to consider: access to capital, investment in resources, and the ability to scale operations.
- Use examples of businesses relying on loans or credit lines.

Step 2: Defining Financial Institutions (5 minutes)

- Explain what financial institutions are (e.g., banks, credit unions).
- Discuss their roles in the economy and their significance in providing loans and financial advice.

Step 3: Exploring Entrepreneurial Development Projects (10 minutes)

- Lead a discussion on different entrepreneurial projects that can be developed with financing from banks, such as:
- Starting a small food business
- Launching an online service
- Opening a retail store
- Encourage students to think about project ideas that interest them.

Step 4: Appreciating Financial Institutions (5 minutes)

- Conduct a brainstorming session on positive aspects of financial institutions, such as customer support, financial literacy programs, and community involvement.
- Ask learners to share their experiences or perceptions about financial institutions.

Conclusion (5 minutes)

- Summarize the key points made during the lesson: the importance of finance for entrepreneurs, types of financial institutions, and possible projects.
- Conduct a brief interactive quiz or discussion to reinforce what was learned.
- Preview upcoming topics for the next lesson which may involve financial planning or budgeting.

Extended Activities

- Group Project: Create a business proposal that includes how to secure funding from financial institutions for an entrepreneurial idea. Students can present to the class.
- Research Assignment: Students research a local financial institution and prepare a report on its services, focusing on its role in supporting entrepreneurs.

Teacher Self-Evaluation:

WEEK 2: LESSON 4

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Financial services

Specific Learning Outcomes:

By the end of the lesson, students should be able to:

- State the importance of utilizing finance offered by financial institutions.
- Utilize financial services for entrepreneurial development.
- Appreciate the role of financial institutions in business.

Key Inquiry Question:

- What are the demerits of finance offered by financial institutions?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9 (page 121)

Organisation of Learning

Introduction (5 minutes)

- Begin with a review of the previous lesson, asking students to share what they remember about finance and entrepreneurship.
- Guide learners to read and discuss the relevant content from the provided learning resource, focusing on the importance of financial institutions in supporting businesses.

Lesson Development (30 minutes)

Step 1: Understanding Financial Institutions (10 minutes)

- Discuss the different types of financial institutions (e.g., banks, credit unions, microfinance organizations).
- Ask students to brainstorm the services these institutions provide (e.g., loans, savings accounts, investment advice).
- Facilitate a discussion on why entrepreneurs might seek financial services from these institutions.

Step 2: Importance of Financial Utilization (10 minutes)

- Highlight the significance of utilizing finance, emphasizing aspects like managing cash flow, funding operations, and growth opportunities.
- Present real-life examples of successful entrepreneurs who effectively used financial services.
- Encourage students to identify how these finance options can lead to business success.

Step 3: Utilization for Entrepreneurial Development (5 minutes)

- Discuss practical scenarios where financial services can be applied in starting and developing a business.
- Divide students into small groups, allowing them to create a short list of financial services they would consider for their own potential business ideas.

Step 4: Addressing Demerits (5 minutes)

- Introduce the inquiry question regarding the demerits of finance offered by financial institutions.
- Lead an open discussion where students can share thoughts on potential downsides (e.g., debt accumulation, high-interest rates).
- Encourage them to think critically about how to mitigate these risks while still using financial services.

Conclusion (5 minutes)

- Summarize the key points covered in the lesson: the importance of finance, types of services provided, and considerations for their use.
- Conduct a brief interactive activity, such as a quick quiz or "think-pair-share," to reinforce the main topics.
- Preview upcoming topics, hinting at discussions on budgeting or financial planning, encouraging students to consider how they might apply today's lessons in future sessions.

Extended Activities

- Research Project: Assign students to research a successful entrepreneur and present how they utilized financial services to achieve their goals.
- Role-Playing Scenarios: Create scenarios where students role-play as entrepreneurs seeking loans. Have them negotiate terms with "bank representatives" played by classmates.
- Create a Business Plan: Have students draft a simple business plan that includes a financial plan outlining potential financing needs and sources.

Teacher Self-Evaluation:

WEEK 3: LESSON 1

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Government and Business

Specific Learning Outcomes:

By the end of the lesson, the learner should be able to:

- State the reasons for government involvement in business in Kenya.
- Explain the reasons for government involvement in business.
- Acknowledge the need to comply with Government regulations in business.

Key Inquiry Question:

- Why is the government involved in business in Kenya?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 127.

Organisation of Learning:

Introduction (5 minutes)

1. Review the previous lesson on the role of businesses in the economy.
2. Introduce the topic of government involvement in business by asking students if they can name any government regulations or businesses they know are influenced by the government.
3. Guide learners to read the relevant content from the textbook (page 127), highlighting the importance of discussing government regulations and their impact on businesses.

Lesson Development (30 minutes)

Step 1: Understanding the Reasons for Involvement (10 minutes)

- Discuss why governments get involved in businesses.
- Key points to cover:
 - Ensuring fair competition
 - Protecting consumers and employees
 - Fostering economic stability
- Encourage students to provide examples.

Step 2: Government as a Regulator (10 minutes)

- Explain the regulatory roles of the government:

- Setting safety standards
- Enforcing labor laws
- Regulating pricing and monopolies
- Have students work in pairs to think of local businesses that might be affected by these regulations and share their thoughts.

Step 3: Government Support for Business (5 minutes)

- Discuss how the government can support businesses:
- Providing grants and subsidies
- Offering training and infrastructure development
- Prompt students to brainstorm ways the Kenyan government has aided local businesses.

Step 4: Compliance and Consequences (5 minutes)

- Explain the importance of complying with government regulations:
- Legal consequences of non-compliance
- Impact on reputation and operational capabilities
- Closure prompt: What happens to a business that ignores government regulations?

Conclusion (5 minutes)

- Summarize the key points discussed:
- The major reasons for government involvement in business.
- Different roles of government in regulating and supporting businesses.
- Conduct a quick interactive Q&A to review the day's topics and clarify any confusion.
- Prepare learners for the next session by introducing the topic of "Entrepreneurship and Innovation" and what they should think about in relation to government roles.

Extended Activities:

- Research Assignment: Learners can research a local business and write a report on how government regulations have impacted its operations. They could present their findings in class.
- Debate: Organize a classroom debate on whether government involvement in business helps or hinders economic growth.
- Visit from a Local Business Owner: Invite a local business owner to speak about their experience with government regulation and support.

Teacher Self-Evaluation:

WEEK 3: LESSON 2

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Government and Business

Specific Learning Outcomes:

By the end of the lesson, learners should be able to:

- State the reasons for government involvement in business in Kenya.
- Explain the reasons for government involvement in business.
- Acknowledge the need to comply with government regulations in business.

Key Inquiry Question(s):

- Why does the government put regulations in business?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 127

Organisation of Learning:

Introduction (5 minutes)

- Begin with a quick review of the previous lesson about business types. Ask students to recall different business types, focusing on those that might be affected by government regulations.
- Guide students to read and discuss the relevant content related to government involvement in business from the learning resources, emphasizing understanding key concepts like regulations and compliance.

Lesson Development (30 minutes)

Step 1:

Identify the Need for Government Involvement

- Discuss why the government gets involved in business sectors (e.g., public safety, economic stability).
- Prompt the class to brainstorm examples of situations where government intervention might be necessary (e.g., health standards in food production).

Step 2:

Reasons for Government Intervention

- Explain key reasons for government involvement: ensuring competition, protecting consumers, regulating monopolies, promoting economic growth.
- Use examples from the local context in Kenya to illustrate each point, such as government regulations on telecommunications to ensure fair pricing.

Step 3:

Understanding Regulations

- Discuss the types of regulations businesses must comply with (e.g., licensing, environmental laws, labor laws).
- Engage students in a discussion about the role of these regulations in maintaining ethical business practices and protecting stakeholders.

Step 4:

Complying with Government Regulations

- Discuss the consequences of failing to comply with government regulations (e.g., fines, business closure).
- Encourage students to think about what ethical business practices look like and how they intersect with government regulations.

Conclusion (5 minutes)

- Summarize the key points discussed throughout the lesson, revisiting the reasons for government involvement in business and the importance of regulations.
- Conduct a brief interactive activity, such as a think-pair-share, where students share one regulation they learned about and why it is important for businesses to follow it.
- Preview the next session on roles of different businesses in the economy, encouraging students to think about how government involvement might affect those roles.

Extended Activities:

- Research Assignment: Have students research a Kenyan company and examine how government regulations impact its operations. They can present their findings in a creative format, such as a poster or a digital presentation.
- Role-Playing Activity: Organize a mock business meeting where students assume roles as business owners, government regulators, and consumers to discuss and negotiate compliance with regulations.
- Debate: Conduct a mini-debate on the topic, "Is government regulation beneficial or detrimental to business growth?" This will help students articulate their understanding and opinions on the issue.

Teacher Self-Evaluation:

WEEK 3: LESSON 3

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Government and Business

Specific Learning Outcomes:

By the end of the lesson, learners should be able to:

- Outline ways the government is involved in business.
- Use digital devices to search for more information on how the government is involved in business.
- Acknowledge the need to comply with government regulations in business.

Key Inquiry Question(s):

- How is the government involved in business?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 131

Organisation of Learning

Introduction (5 minutes)

- Review the previous lesson's key points to connect knowledge.
- Guide learners to read from the learning resource (page 131) and initiate a discussion focused on the importance of government involvement in business.

Lesson Development (30 minutes)

Step 1: Identifying Government Roles in Business (10 minutes)

- Have students brainstorm and list different roles the government plays in business (e.g., regulation, taxation, support).
- Discuss the significance of each role and why it matters to businesses and consumers.

Step 2: Research Activity (10 minutes)

- Divide students into pairs and provide access to digital devices.
- Instruct them to search for specific examples of government involvement in business (e.g., regulations such as safety standards, economic support programs for small businesses).
- Encourage them to gather interesting facts and summarize their findings.

Step 3: Presentation of Findings (5 minutes)

- Ask each pair to share one example they found regarding government-business involvement.

- Facilitate a group discussion to explore the various examples and enhance collective understanding.

Step 4: Understanding Compliance and Regulations (5 minutes)

- Conclude by discussing the importance of compliance with regulations.
- Have students outline what could happen if businesses do not follow government regulations (e.g., fines, shutdowns).

Conclusion (5 minutes)

- Summarize the key points discussed in the lesson (government roles, research findings, importance of compliance).
- Conduct an interactive activity, such as a quick quiz or a “True or False” session, to reinforce main topics.
- Preview the next session topics on entrepreneurship and innovation, encouraging students to think about how these areas relate to government involvement.

Extended Activities

- Research Project: Assign students to select a business sector and create a report on the specific government regulations that affect it.
- Guest Speaker: Invite a local business owner to discuss their experiences dealing with government regulations.
- Field Trip: Plan a visit to a local government office to learn about their role in local businesses.

Teacher Self-Evaluation:

WEEK 3: LESSON 4

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: ENTREPRENEURSHIP

Sub Strand: Government and Business

Specific Learning Outcomes:

By the end of the lesson, the learner should be able to:

1. Outline ways the government is involved in business.
2. Use digital devices to search for more information on how the government is involved in business.
3. Acknowledge the need to comply with government regulations in business.

Key Inquiry Question(s):

- In which ways is the government involved in business?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 131

Organisation of Learning:

Introduction (5 minutes)

- Review the Previous Lesson: Briefly discuss what was learned in the last class, connecting it to today's topic about government and business.
- Discussion of Key Concepts: Guide learners to read and summarize the relevant content on page 131 of the learning resource. Encourage questions and clarifications about government roles in business.

Lesson Development (30 minutes)

Step 1: Identifying Government Roles (10 minutes)

- Discuss the different ways the government interacts with businesses (e.g., regulation, support, taxation, and public services).
- Introduce government agencies involved in business oversight (e.g., the IRS, local business boards).

Step 2: Group Research Activity (10 minutes)

- Divide the class into small groups and assign each group to research a specific way the government is involved in business (use of digital devices such as tablets/computers).
- Have learners gather information on their assigned topic:
- Group 1: Regulations and Compliance
- Group 2: Financial Support and Grants
- Group 3: Taxation Laws
- Group 4: Business Licensing

Step 3: Group Sharing (5 minutes)

- After researching, each group presents their findings to the class.
- Facilitate a class discussion where learners can ask questions and expand on each group's topic.

Step 4: Compliance Discussion (5 minutes)

- Discuss the importance of compliance with government regulations in business.
- Highlight real-world examples of businesses that faced consequences for non-compliance.

Conclusion (5 minutes)

- Summarize Key Points: Recap the main ways the government is involved in business and the importance of compliance.
- Interactive Activity: Conduct a quick quiz using a polling app or a show of hands on the main points discussed.
- Preview Next Session: Give learners topics or questions to consider for the upcoming lesson, such as "What are some regulations that directly affect small businesses?"

Extended Activities:

- Research Project: Assign a project where students research a local business and how it complies with government regulations. They can present their findings in a future class.
- Guest Speaker: Invite a local business owner to talk about their experiences with government regulations and support.
- Role-Playing: Organize a mock business setup where students have to meet different government regulations while running their businesses.

Teacher Self-Evaluation:

WEEK 4: LESSON 1

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Government and Business

Specific Learning Outcomes:

By the end of the lesson, learners should be able to:

- Identify the types of taxes in Kenya
- Watch a video clip of the types of taxes in Kenya
- Appreciate government regulations in business

Key Inquiry Question:

- What are the types of taxes in Kenya?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 134
- Video clip: Types of Taxes in Kenya (select an engaging, age-appropriate video)

Organization of Learning

Introduction (5 minutes)

- Review the previous lesson on the role of government in business.
- Encourage students to share their thoughts on the importance of taxes in business and society.
- Guide learners to read and discuss relevant content from the textbook, focusing on the definitions and purposes of taxes.

Lesson Development (30 minutes)

- **Step 1:** Introduction to Taxes (10 minutes)
 - Have a brief discussion on what taxes are and why they are necessary for government functions.
 - Introduce different types of taxes (e.g., income tax, sales tax, value-added tax) listed in the learning resources.
- **Step 2:** Watch Video Clip (10 minutes)
 - Show a selected video clip that explains the types of taxes in Kenya.
 - After viewing, prompt discussion with questions like: What types of taxes did you learn about? How do these impact businesses?

- Step 3: Group Discussion (5 minutes)

- Divide students into small groups to discuss in their own words what they think about the taxes mentioned and their significance in running a business.
- Encourage each group to present one type of tax and its relevance to Kenyan business.

- Step 4: Connect to Government Regulations (5 minutes)

- Discuss how taxes are related to government regulations. Highlight how government regulations can affect businesses in terms of compliance and operations.
- Use examples from both the textbook and students' discussions to illustrate these connections.

Conclusion (5 minutes)

- Summarize the key points learned about the types of taxes in Kenya and their role in business regulation.
- Conduct a brief interactive activity, such as a "Tax Quiz," to reinforce the main topics (e.g., naming different types of taxes).
- Prepare learners for the next session by previewing the topic of how these taxes affect business decisions.

Extended Activities

- Research Project: Assign students to research a specific type of tax (e.g., property tax) and prepare a short presentation on how it affects individuals and businesses in Kenya.
- Role-Playing Activity: Have students role-play as business owners and tax officers to understand the interaction between business requirements and government regulations.
- Real-World Application: Invite students to bring in examples of businesses they interact with, discussing how these businesses might be affected by various taxes.

Teacher Self-Evaluation:

WEEK 4: LESSON 2

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: ENTREPRENEURSHIP

Sub Strand: Government and Business

Specific Learning Outcomes:

- By the end of the lesson, the learner should be able to:
- Name the types of taxes in Kenya
- Describe the types of taxes in Kenya
- Appreciate Government regulations in business

Key Inquiry Question(s):

- When do you pay VAT?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 134

Organisation of Learning:

Introduction (5 minutes):

- Begin with a brief review of the previous lesson on business fundamentals.
- Guide students to read and discuss the relevant content on taxation from the learning resource, emphasizing its importance to businesses.

Lesson Development (30 minutes):

Step 1: Introduction to Taxes

- Activity: Initiate a class discussion on the concept of taxes. Ask students what they know about taxes and their purpose in society.
- Content: Explain that taxes are compulsory financial charges imposed by the government to fund public services.

Step 2: Types of Taxes in Kenya

- Activity: Present a list of different types of taxes in Kenya (e.g., Income Tax, Value Added Tax (VAT), Corporate Tax, Property Tax).
- Content: Describe each type of tax briefly, giving examples of what they apply to. (e.g., VAT is applied to goods and services.)

Step 3: Importance of Paying Taxes

- Activity: Engage students in answering why it's important for businesses and individuals to pay taxes.
- Content: Discuss the benefits of taxes such as funding infrastructure, education, health services, and maintaining government operations.

Step 4: Government Regulations in Business

- Activity: Introduce a case study of a recent business that faced penalties for failure to comply with tax laws.
- Content: Explain the role of government regulations in ensuring fair practices, protecting consumers, and promoting ethical business operations.

Conclusion (5 minutes):

- Summarize the key points discussed in the lesson, including the types of taxes and their importance.
- Conduct a quick interactive quiz or discussion to reinforce what they learned (e.g., "Can someone explain when VAT is applicable?").
- Prepare students for the next session by previewing the upcoming topic on business licenses and permits.

Extended Activities:

- Research Assignment: Have students research a Kenyan business and report on how it complies with tax regulations and what types of taxes it pays.
- Group Presentation: Students can form groups to create a presentation on the impact of taxes on small businesses versus large corporations in Kenya.
- Tax Simulation: Create a role-play activity where students have to decide how to allocate a budget considering taxes and government regulations.

Teacher Self-Evaluation:

WEEK 4: LESSON 3

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Government and Business

Specific Learning Outcomes:

By the end of the lesson, learners should be able to:

- Analyze e-government services in business.
- Use digital devices to access and interact with e-Government platforms in Kenya.
- Appreciate government regulations in business.

Key Inquiry Question(s):

- What are e-government services?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, Page 134

Organisation of Learning:

Introduction (5 minutes)

- Review the previous lesson briefly, focusing on the importance of government in business.
- Guide learners to read and discuss relevant content from the learning resources, emphasizing key concepts and vocabulary related to e-government services.

Lesson Development (30 minutes)

Step 1: Introduction to E-Government Services (10 minutes)

- Define e-government services and provide examples related to businesses in Kenya.
- Discuss the importance of these services for efficiency and accessibility in business operations.

Step 2: Accessing E-Government Services (10 minutes)

- Demonstrate how to access an e-government platform using digital devices (e.g., computers, tablets, and smartphones).
- Discuss navigation tips, focusing on features like taxation, business registration, and licensing online services.

Step 3: Analyzing the Impact of E-Government on Businesses (5 minutes)

- Conduct a group discussion on how e-government services can affect various businesses. Use guiding questions to facilitate conversation:
- How do these services save time and money?
- What are some challenges businesses face when interacting with e-government systems?

Step 4: Understanding Government Regulations (5 minutes)

- Discuss the significance of government regulations on businesses and how e-government services provide resources to comply with these regulations.
- Encourage learners to share their thoughts on how complying with regulations can be made easier with e-government services.

Conclusion (5 minutes)

- Summarize key points discussed, including the definition, benefits, and implications of e-government services in business.
- Conduct a brief interactive activity, such as a quiz or think-pair-share discussion, to reinforce the main topics.
- Preview upcoming topics such as the future of e-government services or case studies of successful businesses using these services.

Extended Activities:

- Research Assignment: Have students choose one e-government service and create an infographic that explains how it benefits businesses in Kenya.
- Debate: Organize a debate on the effectiveness of e-government services in improving business operations versus traditional methods.
- Field Visit: If possible, arrange a field trip to a local business that utilizes e-government services to observe their operations firsthand.

Teacher Self-Evaluation:

WEEK 4: LESSON 4

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: ENTREPRENEURSHIP

Sub Strand: Government and Business

Specific Learning Outcomes:

By the end of the lesson, learners should be able to:

- Name e-government services in Kenya.
- Outline the importance of e-Government services.
- Appreciate Government regulations in business.

Key Inquiry Question:

- What are the e-government services available in Kenya?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 134

Organisation of Learning:

Introduction (5 minutes)

1. Review of Previous Lesson:

- Briefly recap the last lesson about the role of government in business.
- Ask learners for any questions or points of clarification from the previous lesson.

2. Guided Reading:

- Direct learners to the relevant section on e-government services in the learning resource.
- Encourage group discussions on what they understand about the terms and concepts.

Lesson Development (30 minutes)

Step 1: Identifying E-Government Services (10 minutes)

- Activity:
 - Have learners work in pairs to identify and list e-government services mentioned in the learning resource.
- Outcome:
 - Students will share their findings with the class.

Step 2: Discussing Importance of E-Government Services (10 minutes)

- Instruction:
- Facilitate a discussion on why e-government services are important for citizens and businesses. Use guiding questions such as:
 - How do these services benefit the public?
 - In what ways do they improve business operations?
- Outcome:
- Collect ideas on benefits like efficiency, accessibility, transparency, and cost savings.

Step 3: Exploring Government Regulations in Business (5 minutes)

- Discussion:
- Explain the role of government regulations in relation to e-government services and business.
- Ask learners to consider how regulations might help to ensure fair business practices and consumer protection.
- Outcome:
- Learners should be able to articulate at least two examples of regulations supported by e-government services.

Step 4: Reflection Activity (5 minutes)

- Reflection Prompt:
- Ask learners to write down one new thing they learned about e-government services and one question they still have.
- Outcome:
- This encourages critical thinking and self-reflection.

Conclusion (5 minutes)

- Summarize:
- Highlight the key points discussed: definitions of e-government services, their importance, and the connection to government regulations.
- Interactive Activity:
- Conduct a quick quiz or a 'think-pair-share' activity to consolidate learning.
- Preview Next Lesson:
- Briefly introduce the next topic such as "The Impact of E-Government on Small Businesses". Pose guiding questions to consider for the next session.

Extended Activities:

1. Research Project:

- Assign learners to select one e-government service and research its impact on everyday life in Kenya. Present findings in a creative format (e.g., poster, presentation).

2. Role-Playing Scenario:

- Create a role-play activity where students act as business owners navigating e-government services. They must complete a task (like registering a business online) and discuss their experience.

Teacher Self-Evaluation:

WEEK 5: LESSON 1

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Government and Business

Specific Learning Outcomes:

- By the end of the lesson, learners should be able to:
- Outline the importance of Government involvement in business.
- Acknowledge the need to comply with government regulations in business.
- Appreciate Government regulations in business.

Key Inquiry Question:

- Why is it important for the Government to get involved in business?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 134

Organisation of Learning:

Introduction (5 minutes)

- Begin with a quick review of the previous lesson on basic business concepts.
- Ask students to share one thing they remember about how businesses operate within their communities.
- Transition into the day's topic by directing learners to read and discuss relevant excerpts from the textbook (Spotlight Pre-Technical Studies, page 134) that focus on government and business relations.

Lesson Development (30 minutes)

Step 1: Importance of Government Involvement (10 minutes)

- Discuss the role of government in regulating economies.
- Explain how government involvement can protect consumers, promote competition, and ensure fair practices.
- Encourage student participation by asking for examples of government interventions they know.

Step 2: Understanding Government Regulations (10 minutes)

- Introduce key regulations that businesses must follow (e.g., safety standards, environmental laws, taxation).

- Use a case study or real-life example of a business that faced consequences for failing to comply with regulations.
- Have students discuss what they think would happen in an environment without these regulations.

Step 3: Benefits of Compliance with Regulations (5 minutes)

- Discuss the advantages of complying with government regulations, such as enhanced reputation, consumer trust, and avoiding legal issues.
- Ask students to brainstorm ways that businesses can ensure compliance and why this is beneficial.

Step 4: Class Discussion (5 minutes)

- Facilitate a discussion around the key inquiry question: "Why is it important for the Government to get involved in business?"
- Encourage critical thinking by prompting students to weigh both the pros and cons of government involvement in the business sector.

Conclusion (5 minutes)

- Summarize the key points covered in the lesson, reinforcing the importance of government involvement in the business sector and the need for adherence to regulations.
- Conduct a brief interactive activity where students create a "pro and con" chart on government involvement in business, either in pairs or small groups.
- Preview the next session's topic, which will cover different types of business ownership and how government regulations affect them, encouraging students to think about how regulations vary by business type.

Extended Activities:

- Research Project: Have students select a specific government regulation that impacts businesses and prepare a short presentation on its effects.
- Debate: Organize a class debate on the merits and drawbacks of government regulations in various industries.
- Business Simulation Game: Engage students in a role-playing game where they must manage a business while complying with various government regulations.

Teacher Self-Evaluation:

WEEK 5: LESSON 2

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Government and Business

Specific Learning Outcomes:

By the end of the lesson, learners should be able to:

- Outline the importance of government involvement in business.
- Acknowledge the need to comply with government regulations in business.
- Appreciate government regulations in business.

Key Inquiry Question:

- Which regulations does the government need entrepreneurs to comply with?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 134

Organisation of Learning:

Introduction (5 minutes)

- Teacher reviews the previous lesson on the role of entrepreneurs and businesses in the economy.
 - Guide learners to read and discuss the relevant content from the provided learning resources.
- Focus on understanding key concepts related to government involvement in business.

Lesson Development (30 minutes)

Step 1: Importance of Government Involvement (10 minutes)

- Discuss why government involvement is necessary in business (e.g., market regulation, consumer protection, economic stability).
- Ask students how government policies can influence business operations.

Step 2: Types of Government Regulations (10 minutes)

- Outline different types of regulations (e.g., environmental laws, labor laws, tax regulations).
- Provide real-world examples of how these regulations affect businesses.

Step 3: Compliance and Its Necessity (5 minutes)

- Explain what compliance means in a business context.

- Discuss the consequences of non-compliance (e.g., fines, lawsuits, business closure) to emphasize its importance.

Step 4: Government's Role in Promoting Fair Practices (5 minutes)

- Discuss how government regulations promote fair practices among businesses and protect consumers.
- Encourage students to think about the balance between regulation and business freedom.

Conclusion (5 minutes)

- Summarize the key points discussed: the importance of government involvement, types of regulations, and the need for compliance.
- Conduct an interactive activity (e.g., group discussion or quiz) to reinforce the main topics.
- Prepare learners for the next session by previewing upcoming discussions on government support programs for entrepreneurs.

Extended Activities:

- Research Project: Assign students to choose a specific government regulation and research its impact on a local business or industry. They can present their findings in a short presentation or report.
- Debate: Organize a class debate on whether businesses should have more freedom from government regulations or if more regulations are necessary for consumer protection.
- Guest Speaker: Invite a local business owner to discuss their experience with government regulations and their importance in running a business.

Teacher Self-Evaluation:

WEEK 5: LESSON 3

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: ENTREPRENEURSHIP

Sub Strand: Government and Business

Specific Learning Outcomes:

By the end of the lesson, learners should be able to:

- Outline the importance of government involvement in business
- Acknowledge the need to comply with government regulations in business
- Appreciate government regulations in business

Key Inquiry Question(s):

- What are the consequences of not complying with government regulations in business?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 134

Organisation of Learning

Introduction (5 minutes)

- Review the previous lesson by asking students to share what they learned about entrepreneurship.
- Introduce today's topic and guide learners to read and discuss relevant content from page 134 of the learning resource. Emphasize key concepts such as government regulations and their role in business.

Lesson Development (30 minutes)

Step 1: Understanding Government Involvement (10 minutes)

- Discuss the different ways that government involvement can benefit businesses, such as through infrastructure support, funding, and creating policies that promote fair competition.
- Ask students: "Why do you think the government regulates businesses?"

Step 2: Importance of Compliance (10 minutes)

- Explain the concept of compliance and why it is crucial for businesses to follow government regulations.

- Highlight examples of regulatory requirements, such as health and safety rules and environmental laws.
- Group Activity: Have students work in pairs to list potential impacts on a business that fails to comply with these regulations.

Step 3: Consequences of Non-Compliance (5 minutes)

- Discuss the consequences of not complying with government regulations, including fines, legal issues, and damage to reputation.
- Facilitate a discussion by asking students: "What might happen to a company that breaks the rules?"

Step 4: Government Regulations Appreciation (5 minutes)

- Encourage students to reflect on how government regulations protect consumers and ensure fair business practices.
- Share case studies of businesses that thrived because they complied with regulations versus those that faced challenges.

Conclusion (5 minutes)

- Summarize key points covered in the lesson including the importance of government involvement, the necessity of compliance, and the value of regulations.
- Conduct a brief interactive quiz or Q&A to reinforce the main topics.
- Prepare students for the next session by previewing the upcoming discussion on entrepreneurship and innovation.

Extended Activities

- Research Project: Students can choose a specific regulation that affects a business type of their choice and prepare a presentation on its importance and implications for that business.
- Role-play Activity: Students can simulate a business meeting where they must decide on compliance strategies and address potential issues due to non-compliance.
- Current Events: Encourage students to find and share articles related to government regulations impacting local businesses and discuss in class.

Teacher Self-Evaluation:

WEEK 5: LESSON 4

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Business Plan

Specific Learning Outcomes (SLOs):

- By the end of the lesson, learners should be able to:
- Identify the meaning of a business plan.
- Explain the importance of a business plan in entrepreneurship.
- Appreciate the significance of a business plan in entrepreneurship.

Key Inquiry Question:

- What is a business plan?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 136

Organisation of Learning:

Introduction (5 minutes)

- Start with a quick review of the previous lesson to activate prior knowledge.
- Guide learners to read and discuss the relevant content from the learning resources, encouraging them to highlight key concepts related to business plans.

Lesson Development (30 minutes)

Step 1: Definition of a Business Plan (10 minutes)

- Discuss what a business plan is, breaking it down into its key components: an executive summary, market analysis, organizational structure, and financial planning.
- Engage students with a few questions:
- "What do you think is included in a business plan?"
- "How can a business plan help a new entrepreneur?"

Step 2: Importance of a Business Plan (10 minutes)

- Discuss why a business plan is crucial for entrepreneurs.
- Key points to cover: it serves as a roadmap, helps to secure funding, provides a structure for management decisions, and reduces risks.

- Use examples of well-known businesses that started with a clear business plan to illustrate these points.

Step 3: Components of a Business Plan (5 minutes)

- Explain the key components of a business plan in detail.
- Discuss how each section contributes to the overall success of a business.

Step 4: Real-World Application (5 minutes)

- Ask students to think about a business idea they might have and to identify which aspects of a business plan they think would be most important for their idea.
- Facilitate a brief discussion on their ideas and the relevance of business plans in various industries.

Conclusion (5 minutes)

- Summarize the lesson by revisiting the definitions and importance of a business plan.
- Conduct a brief activity: Have students pair up and discuss their understanding of a business plan, then share a key takeaway with the class.
- Prepare students for the next session by previewing how they will create their own business plans.

Extended Activities:

- Homework Assignment: Ask students to create a simple outline for a business plan for a fictional business they would like to start. This can include the name of the business, the product/service, and key sections discussed in class.
- Group Project: Divide students into small groups and have them develop a more detailed business plan for a basic startup. They can present their ideas to the class, simulating a pitch to potential investors.
- Guest Speaker: Arrange for a local entrepreneur to speak to the class about their experience with business plans and their importance in starting a business.

Teacher Self-Evaluation:

WEEK 6: LESSON 1

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Business Plan

Specific Learning Outcomes:

By the end of the lesson, learners should be able to:

1. Identify the meaning of a business plan
2. Explain the importance of a business plan in entrepreneurship
3. Appreciate the importance of a business plan in entrepreneurship

Key Inquiry Question:

- What is the importance of a business plan?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9 page 136

Organisation of Learning

Introduction (5 minutes)

- Review the previous lesson about entrepreneurship.
- Introduce the topic of business plans.
- Engage learners in a brief discussion using questions like, "What do you think a business plan includes?" and "Why do you think it might be important for a business?"

Lesson Development (30 minutes)

Step 1: Defining a Business Plan (7 minutes)

- Introduce the term "business plan" using examples.
- Discuss its components, such as an executive summary, market analysis, marketing plan, and financial projections.
- Use a visual aid or graphic organizer to map out the components for visual learners.

Step 2: Importance of a Business Plan (10 minutes)

- Explain how a business plan serves as a roadmap for entrepreneurs by setting goals and outlining detailed strategies to achieve them.

- Discuss how it can attract investors or secure funding, including real-world examples of successful businesses that started with a solid business plan.

Step 3: Reflecting on Real Entrepreneurs (8 minutes)

- Share case studies of entrepreneurs like Steve Jobs (Apple) or Oprah Winfrey, focusing on how their business plans shaped their ventures.
- Have students discuss in pairs how these entrepreneurs might have benefited from their business plans.

Step 4: Group Activity - Business Plan Elements (5 minutes)

- Divide the class into small groups and assign each group one component of a business plan to explain briefly to the class.
- Encourage them to create a poster that summarizes their component.

Conclusion (5 minutes)

- Summarize the key points discussed in the lesson: the definition and importance of a business plan.
- Conduct a quick interactive game to reinforce understanding—perhaps a match-up game where students match components with their definitions.
- Preview the next topics related to entrepreneurship, encouraging students to think about what kind of business they might want to plan.

Extended Activities:

1. Create a Basic Business Plan: Ask learners to draft a simple business plan for a fictional product or service they would like to launch.
2. Guest Speaker: Invite a local entrepreneur to discuss how they created their business plan and the impact it had on their business journey.
3. Research Assignment: Have learners research a famous startup's business plan and present it to the class, focusing on what made it successful.

Teacher Self-Evaluation:

WEEK 6: LESSON 2

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Business Plan

Specific Learning Outcomes:

- By the end of the lesson, learners should be able to:
- Outline the components of a business plan.
- Describe the components of a business plan in terms of financial management.
- Appreciate the importance of a business plan in entrepreneurship.

Key Inquiry Question:

- What are the components of a business plan?

Learning Resources:

- Spotlight Pre-Technical Studies, Grade 9, Page 138

Organisation of Learning

Introduction (5 minutes)

- Review the previous lesson focusing on the role of entrepreneurship in the economy.
- Engage learners by asking what they already know about business plans. Guide them to read the relevant sections of the learning resource, highlighting key concepts related to business planning.

Lesson Development (30 minutes)

Step 1: Introduction to Business Plans (10 minutes)

- Define what a business plan is and its purpose.
- Discuss why every entrepreneur needs a business plan.
- Example Discussion: Ask learners to think of a business they are familiar with and how it might have benefited from a business plan.

Step 2: Outline the Components of a Business Plan (10 minutes)

- Introduce the key components:

1. Executive Summary
2. Business Description
3. Market Analysis
4. Marketing Strategy

5. Organization and Management

6. Product Line or Services

7. Funding Request

8. Financial Projections

- Engage learners through a grouped discussion, prompting them to elaborate on what each component entails.

Step 3: Financial Management in a Business Plan (5 minutes)

- Explore the sections of the business plan that specifically relate to financial management:

- Funding Request

- Financial Projections

- Discuss how these sections help potential investors understand the financial viability of a business.

Step 4: Importance of a Business Plan in Entrepreneurship (5 minutes)

- Facilitate a discussion on how a business plan can guide entrepreneurs.

- Illustrate how it helps in securing funding, attracting partners, and charting a business's course.

- Encourage real-world connections, such as referencing local businesses that may have succeeded or failed based on their planning.

Conclusion (5 minutes)

- Recap the key components of a business plan and their importance in entrepreneurship.

- Conduct a quick interactive poll or quiz on the components discussed to reinforce learning.

- Preview the next session: Exploring market analysis and how to assess competition.

Extended Activities:

- Business Plan Project: Have students create a simple business plan for a hypothetical business idea, including key components discussed in class.

- Guest Speaker Preparation: Research local entrepreneurs and prepare questions for a potential guest speaker about their experiences creating a business plan.

- Case Study Analysis: Have students analyze a case study of a successful or unsuccessful business and identify the role of the business plan in its outcome.

Teacher Self-Evaluation:

WEEK 6: LESSON 3

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Business Plan

Specific Learning Outcomes:

- By the end of the lesson, learners should be able to:
- Outline the components of a business plan.
- Describe the components of a business plan in terms of financial management.
- Appreciate the importance of a business plan in entrepreneurship.

Key Inquiry Question:

- What are the components of a business plan?

Learning Resources:

- Spotlight Pre-Technical Studies, Grade 9, Page 138

Organisation of Learning

Introduction (5 minutes)

- Review the previous lesson focusing on the role of entrepreneurship in the economy.
- Engage learners by asking what they already know about business plans. Guide them to read the relevant sections of the learning resource, highlighting key concepts related to business planning.

Lesson Development (30 minutes)

Step 1: Introduction to Business Plans (10 minutes)

- Define what a business plan is and its purpose.
- Discuss why every entrepreneur needs a business plan.
- Example Discussion: Ask learners to think of a business they are familiar with and how it might have benefited from a business plan.

Step 2: Outline the Components of a Business Plan (10 minutes)

- Introduce the key components:
 1. Executive Summary
 2. Business Description
 3. Market Analysis

4. Marketing Strategy
5. Organization and Management
6. Product Line or Services
7. Funding Request
8. Financial Projections

- Engage learners through a grouped discussion, prompting them to elaborate on what each component entails.

Step 3: Financial Management in a Business Plan (5 minutes)

- Explore the sections of the business plan that specifically relate to financial management:
- Funding Request
- Financial Projections
- Discuss how these sections help potential investors understand the financial viability of a business.

Step 4: Importance of a Business Plan in Entrepreneurship (5 minutes)

- Facilitate a discussion on how a business plan can guide entrepreneurs.
- Illustrate how it helps in securing funding, attracting partners, and charting a business's course.
- Encourage real-world connections, such as referencing local businesses that may have succeeded or failed based on their planning.

Conclusion (5 minutes)

- Recap the key components of a business plan and their importance in entrepreneurship.
- Conduct a quick interactive poll or quiz on the components discussed to reinforce learning.
- Preview the next session: Exploring market analysis and how to assess competition.

Extended Activities:

- Business Plan Project: Have students create a simple business plan for a hypothetical business idea, including key components discussed in class.
- Guest Speaker Preparation: Research local entrepreneurs and prepare questions for a potential guest speaker about their experiences creating a business plan.
- Case Study Analysis: Have students analyze a case study of a successful or unsuccessful business and identify the role of the business plan in its outcome.

Teacher Self-Evaluation:

WEEK 6: LESSON 4

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Business Plan

Specific Learning Outcomes:

By the end of the lesson, the learner should be able to:

- Identify the meaning of an entrepreneur.
- Outline the importance of a business plan to an entrepreneur.
- Appreciate the importance of a business plan in entrepreneurship.

Key Inquiry Question(s):

- Who is an entrepreneur?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 138

Organisation of Learning

Introduction (5 minutes)

- Begin with a brief review of the previous lesson on entrepreneurship.
- Introduce the key inquiry question by asking students: "What do you think an entrepreneur does?"
- Guide learners to read and discuss relevant content from the learning resources, ensuring they focus on understanding entrepreneurs and business plans.

Lesson Development (30 minutes)

- **Step 1:** Defining an Entrepreneur (10 minutes)
 - Present the definition of an entrepreneur. Explain that an entrepreneur is someone who creates and runs their own business, taking on financial risks to do so.
 - Engage students in a discussion: "Can you think of a famous entrepreneur? What do they do?"
- **Step 2:** The Importance of a Business Plan (10 minutes)
 - Outline the importance of a business plan. Explain that it serves as a roadmap for the business, detailing goals, strategies, and financial projections.

- Discuss with students why having a business plan can help entrepreneurs secure funding and guide their operations.
- **Step 3: Appreciating the Business Plan in Entrepreneurship (5 minutes)**
- Highlight how a well-prepared business plan can increase the chances of a business succeeding. Discuss how it helps entrepreneurs analyze market trends, understand competition, and make informed decisions.
- Ask students: "How might a business plan influence an entrepreneur's decisions?"
- **Step 4: Real-World Application (5 minutes)**
- Present a brief case study of a successful entrepreneur who used a business plan.
- Encourage students to think about how different aspects of the plan contributed to the entrepreneur's success.

Conclusion (5 minutes)

- Summarize the key points discussed in the lesson, including the definition of an entrepreneur and the importance of a business plan.
- Conduct a brief interactive activity where students pair up and share one thing they learned about entrepreneurs and business plans.
- Preview the next session by hinting at how to start creating a simple business plan.

Extended Activities

- Research Assignment: Have students choose a local entrepreneur and investigate their business model and how a business plan might have impacted their success.
- Create a Business Plan: Students can work in groups to create a basic business plan for a fictional product or service, including sections for market analysis, marketing strategies, and financial planning.
- Guest Speaker: Invite a local entrepreneur to speak to the class about their experience and the role of a business plan in their journey.

Teacher Self-Evaluation:

WEEK 7: LESSON 1

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Business Plan

Specific Learning Outcomes:

By the end of the lesson, learners should be able to:

- Outline how a business plan is prepared
- Fill in a business plan template for a given business project
- Appreciate the importance of a business plan in entrepreneurship

Key Inquiry Question:

How is a business plan prepared?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 142

Organisation of Learning:

Introduction (5 minutes)

1. Review of Previous Lesson:

- Briefly discuss what students learned about entrepreneurship in the previous lesson.
- Use questions to engage students, such as: "What do you think makes a business successful?"

2. Introduction to Lesson Content:

- Guide students to read relevant content from the learning resources, focusing on the importance of a business plan.

Lesson Development (30 minutes)

Step 1: Understanding a Business Plan (10 minutes)

- Content: Explain the purpose and components of a business plan, including the executive summary, market analysis, marketing strategy, and financial projections.
- Activity: Group discussion where students list what they believe should be included in a business plan.

Step 2: Outlining the Preparation Process (10 minutes)

- Content: Outline the steps to prepare a business plan. Discuss the importance of research, writing, and revising.
- Activity: In pairs, students brainstorm the steps they think are necessary to prepare a business plan and share with the class.

Step 3: Filling in a Business Plan Template (5 minutes)

- Content: Introduce a simple business plan template (available from the learning resource). Explain each section briefly.
- Activity: Provide students with a mini-case study of a fictional business, asking them to fill in the business plan template based on the case details.

Step 4: Importance of a Business Plan (5 minutes)

- Content: Discuss why a business plan is crucial for entrepreneurs. Explore how it can assist in securing funding and guiding business strategy.
- Activity: Quick write-up where students reflect on why they think a business plan is important for any entrepreneur.

Conclusion (5 minutes)

- Summarization: Recap the key points discussed regarding the preparation of a business plan and its significance in entrepreneurship.
- Interactive Activity: A quick quiz or a few review questions to reinforce the main topics.
- Preparation for Next Session: Provide a preview by introducing the next topic related to business plans, asking students to think about what makes a successful entrepreneur.

Extended Activities:

1. Research Assignment: Have students choose a successful entrepreneur and write a short report on how they created their business plan.
2. Mock Business Plan Competition: Organize a fun class project where students create their own business plans for imaginary startups and present them to the class.
3. Guest Speaker: Invite a local entrepreneur to discuss their experience and the role of a business plan in their journey.

Teacher Self-Evaluation:

WEEK 7: LESSON 2

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub-Strand: Business Plan

Specific Learning Outcomes:

By the end of the lesson, learners should be able to:

1. Outline how a business plan is prepared.
2. Fill in a business plan template for a given business project.
3. Appreciate the importance of a business plan in entrepreneurship.

Key Inquiry Question:

- What is the importance of a business plan to an entrepreneur?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 142.

Organisation of Learning:

Introduction (5 minutes)

- Begin the lesson by reviewing the previous session on entrepreneurship. Ask the students about what they learned and how it might apply to real-world scenarios.
- Guide learners to read and discuss the relevant content from the provided learning resource. Encourage them to interact and share their thoughts on the significance of business plans in entrepreneurship.

Lesson Development (30 minutes)

Step 1: Understanding the Business Plan Components (10 minutes)

- Discuss the key sections that make up a business plan: Executive Summary, Business Description, Market Analysis, Organization & Management, Marketing Strategy, Funding Request, and Financial Projections.
- Allow students to ask questions and clarify any doubts regarding these components.

Step 2: Preparing the Business Plan (10 minutes)

- Outline the process of preparing a business plan, emphasizing research, analysis, and organization.

- Provide examples of how to gather information for each section of the business plan, including potential sources for market research.

Step 3: Filling in a Business Plan Template (5 minutes)

- Distribute a blank business plan template to the students.
- Guided activity: Provide a hypothetical business scenario and ask learners to fill in the first few sections of the template, using the previously discussed components.

Step 4: Group Discussion on Importance (5 minutes)

- Engage students in a discussion about why having a business plan is crucial for entrepreneurs.
- Encourage them to think critically about how a business plan can impact decision-making and business success.

Conclusion (5 minutes)

- Summarize the key points and specific objectives achieved in the lesson.
- Conduct a quick interactive quiz where students provide one reason why a business plan is important, reinforcing their understanding.
- Preview upcoming topics that relate to entrepreneurship and business development, allowing students to ponder key questions they might have for the next session.

Extended Activities:

- Research Project: Have students research a successful entrepreneur and present how their business plan contributed to their success.
- Case Study Analysis: Provide students with a real or fictional case study of a startup. They will identify the strengths and weaknesses of the business plan presented in the case study.
- Business Plan Competition: Invite students, in groups, to create a comprehensive business plan for a new product or service and pitch it to the class.

Teacher Self-Evaluation:

WEEK 7: LESSON 3

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Business Plan

Specific Learning Outcomes:

By the end of the lesson, learners should be able to:

- Embrace the use of a business plan in entrepreneurship.
- Use digital devices to search for more information on the use of a business plan.
- Appreciate the importance of a business plan in entrepreneurship.

Key Inquiry Question(s):

- How does an entrepreneur use a business plan?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 144
- Digital devices (tablets, laptops, etc.) for research

Organisation of Learning:

Introduction (5 minutes)

- Review the main topics from the previous lesson.
- Guide learners to read and discuss relevant content from the learning resources.
- Highlight key concepts related to business plans and their relevance in entrepreneurship.

Lesson Development (30 minutes)

Step 1: Introduction to Business Plans (10 minutes)

- Define what a business plan is and discuss its main components (e.g., executive summary, market analysis, financial projections).
- Use examples of well-known businesses and how their business plans contributed to their success.

Step 2: Importance of a Business Plan (10 minutes)

- Discuss why entrepreneurs need a business plan.
- Engage students in a brainstorming session: ask them to list potential benefits of a business plan (e.g., attracts investors, provides guidance, measures progress).
- Emphasize real-life scenarios where business plans have been crucial for startup success.

Step 3: Research Activity (5 minutes)

- Divide learners into small groups and assign each group a specific aspect of business planning (e.g., marketing strategies, financial planning).
- Guide them to use digital devices to gather information and examples from online resources that highlight the importance of their assigned aspect.

Step 4: Group Presentations (5 minutes)

- Each group presents a summary of their findings to the class.
- Encourage feedback and questions from peers to promote class engagement and further understanding.

Conclusion (5 minutes)

- Summarize the key points discussed in the lesson, reiterating the importance of business plans in entrepreneurship.
- Conduct a brief interactive activity, such as a quick quiz or a discussion question related to how students might develop their own business plan.
- Preview the next session which will dive deeper into market analysis and competition.

Extended Activities:

- Create Your Own Business Plan: Assign students to prepare a simplified business plan for a fictional business idea, focusing on the essential components discussed in class.
- Business Plan Presentation: Encourage students to create a presentation that outlines a business they would like to start, incorporating research on competitors and potential markets.
- Field Trip: Plan a visit to a local business or invite an entrepreneur to share their experiences, focusing on the role of business planning in their success.

Teacher Self-Evaluation:

WEEK 7: LESSON 4

SCHOOL	LEVEL	LEARNING AREA	DATE	TIME	ROLL
	GRADE 9	PRETECHNICAL STUDIES			

Strand: Entrepreneurship

Sub Strand: Business Plan

Specific Learning Outcomes:

By the end of the lesson, students should be able to:

- Embrace the use of a business plan in entrepreneurship.
- Use digital devices to search for more information on the use of a business plan.
- Appreciate the importance of a business plan in entrepreneurship.

Key Inquiry Questions:

- What are 5 characteristics of an entrepreneur?

Learning Resources:

- Spotlight Pre-Technical Studies Grade 9, page 144

Organisation of Learning:

Introduction (5 minutes)

- Briefly review concepts from the previous lesson on entrepreneurship.
- Guide learners to read and discuss relevant content from the learning resources, focusing on business plans.

Lesson Development (30 minutes)

Step 1: Understanding a Business Plan (10 minutes)

- Activity: Introduce what a business plan is and its components using the textbook.
- Discussion points: What sections typically comprise a business plan? (e.g. executive summary, marketing strategy, financial projections).

Step 2: Importance of a Business Plan (10 minutes)

- Activity: Discuss why having a business plan is vital for entrepreneurship.
- Questions to consider: How does a business plan help in securing funding? Why is it important for guiding business decisions?

Step 3: Research Activity (10 minutes)

- Activity: Students will use digital devices (tablets/laptops) to research examples of successful business plans. They can explore online resources that describe famous startup business plans or templates for writing business plans.
- Objective: To support their understanding of how business plans can differ across industries and purposes.

Conclusion (5 minutes)

- Summarize the key points regarding what a business plan is and its importance in entrepreneurship.
- Conduct a brief interactive quiz to reinforce the main topics discussed (e.g., students can write down one main takeaway from the lesson and share with a partner).
- Prepare students for the next session, hinting at exploring famous entrepreneurs and their business strategies.

Extended Activities:

- Business Plan Creation: Assign students to create a simple business plan for a product or service they are passionate about. They can use a template to guide them through sections like mission statement, target market, and financial needs.
- Entrepreneur Interviews: Have students conduct interviews with local entrepreneurs to learn about their experiences with business planning and the challenges they faced.
- Online Research Project: Students could be assigned to research a specific entrepreneur and present on how their business plan contributed to their success.

Teacher Self-Evaluation: