

BUSINESS STUDIES SYLLABUS

GRADE 8 - 9



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PREFACE

The Business Studies syllabus has been prepared and produced against the background and needs of the Education Sector and Vision 2030 which emphasis on Zambia being a prosperous middle income country by 2030. It is also in line with the structure of the Reviewed Curriculum Framework. The syllabus underscores the importance of Business Studies in national development in relation to outcome based education. The approach adopted in this syllabus seeks to link education to the real life experiences as it gives learners skills to access, criticize, analyse and practically apply knowledge. Learners are given practical experiences during the teaching and learning processes that help them gain life skills. This means that everything that the teacher does must be focused on what they want learners to know, understand and be able to do successfully. When teachers plan and teach they should focus on helping learners acquire the necessary knowledge, values, skills, and positive attitudes that will enable them achieve the desired outcomes.

Teachers must establish challenging standards of performance for all learners to encourage them engage in successful learning. When learners experience success, it reinforces their learning, builds their confidence and encourages them to accept further learning challenges.

Intellectual ability is something expected of all learners. It is not a preserve of a few learners. Therefore, teachers must provide expanded opportunities for all learners. This principle is based on the understanding that not all learners can learn the same thing in the same way and at the same pace.

Therefore, it can be concluded that in Outcomes-Based Education, learning outcomes comprise the knowledge, values, skills and positive attitudes that learners should acquire to enable them reach their full potential and lead successful and fulfilling lives as individuals and become useful members of the community. Outcomes-Based Education is an approach that focuses and calls for holistic organisation of the learning processes and institutions. It requires that administrators, teachers and learners focus their attention and efforts on the desired results.

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Cecilia N.M. Sakala

Director, Standards and Curriculum

MINISTRY OF EDUCATION, SCIENCE, VOCATIONAL TRAINING AND EARLY EDUCATION

Technical Committee members who contributed to the writing of this syllabi.

- Mrs. Nakalonga I N SESO-Business Studies Lusaka Province LUSAKA.
- 2. Ms. Mufalo Bernadette Kabulonga Boys High School LUSAKA.
- 3. Mr.Mulamfu C. Kamulang High School LUSAKA.

- Mr. Fwoloshi Evans Head of Department Business Studies Kyawama High School SOLWEZI.
- 2. Mr. Makumba Chansa Mansa High School MANSA.
- 3. Mr. Simukonda James Kabunda Girls High School MANSA.

- 4. Mr. Kawana Nyambe Head of Department Business Stiudies St Josephs High School MONZE.
- 5. Mr. Munkombwe Park Senior Lecturer TVTC LUANSHYA.
- 6. Ms .Nkhoma Josephine Senior Lecturer Nkrumah University College

- 10 Mr Longwe Tifa Head of Department Chizongwe T. High School CHIPATA
- 11 Mr Mumba Gershom Munali Boys High School LUSAKA.

Authors

- Mr. Peter K. Kasaji
- Mr. Lazarous B.Y. Kalirani
- Ms Florah M Hamukombo
- Wis I forum W Humakon
- Ms Jenipher K Njanji
- Chief Curriculum Specialist
- Principal Curriculum Specialist
- Senior Curriculum Specialist (Business Studies)
- -A/Curriculum Development Specialist (Business Studies)

RATIONALE

Business Education aims at providing the learner with some basic knowledge, productive skills and positive values and attitudes on financial, commercial and entrepreneurial ideas necessary for making effective economic and social decisions. This will assist in developing the learner's interest and talent in business through critical evaluation rather than by just accepting information as facts. It will also assist the learner to appreciate business education as a tool for national development.

AIMS OF TEACHING THE SUBJECT

This syllabus aims at:

- presenting usable skills with emphasis on aspects of Business knowledge, skills and values relevant to the acquisition of business skills;
- providing the pupil with some basic knowledge of financial transactions and records necessary for making effective economic and ethical decisions;
- developing a positive attitude towards business as a sustainable activity in which employable skills and high standards of management to enable them go into the world of business with self-assurance.

GENERAL OBJECTIVES OF BUSINESS STUDIES SYLLABUS

- a) Applying entrepreneurial knowledge, skills, positive attitudes and values to accomplish greater achievements in life
- b) Providing for the understanding of simple and small scale businesses.
- c) Acquiring the required knowledge, values and skills in various fields related to financial matters and office procedures.
- d) Performing elementary financial and office procedural tasks competently
- e) Analysing economic and social problems and suggested economic solutions

TEACHING METHODOLOGIES

Γh	e meth	odologies to be used shall be:
	a)	Teacher exposition
	b)	Question and answers
	c)	Group/pair activities
	d)	Educational visits (visits to various relevant sites)
	e)	Teaching/learning aids to help pupils understand the topics
	f)	Role play
	g)	Debate

TIME ALLOCATION

The Business Studies syllabus comprises of a two-year course thus, Grade 8 and 9. Four (4) periods of 40 minutes each per week arranged as one (1) double and two (2) singles.

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GRADE 8 BUSINESS STUDIES

KEY COMPETENCES:

- Exhibit ability to interpret organisational chart
- Demonstrate acceptable office etiquette
- Demonstrate qualities of a good entrepreneur
- Show ability to prepare a business plan
- Show ability to use office stationary and equipment
- Exhibit the ability to draw different types of business documents
- Record business transactions in the books of original entry
- Ability to prepare Trial Balances

GENERAL OUTCOME(S): Acquire basic knowledge, skills and values of an office

C/N	Tania	Cub Tania	Specific Outcome		Content	
S/N	Topic	Sub-Topic	Specific Outcome	Knowledge	Skills	Values
8	8.1 An Office		8.1.1.1State the functions of an office	ComputingAnalyzing dataStoring dataPlanning	Sending and Receiving of mail	AppreciationAwareness
			8.1.1.2.Identify the types of offices	 Open plan Office Closed plan Office	Identifying different types of offices	AppreciationAwareness
		8.1.1. Organizational Chart	8.1.1.1. Interpret an organizational chart	 Administration Accounts/Finance Human Resource Marketing/Advertising/Sales Procurement/Purchasing Maintenance/Engineering Transport and logistics Legal 	 Interpreting organizational chart Analytical 	ArticulacyCapabilityAwareness
		8.1.2. Job opportunities	8.1.2.1.Identify the job opportunities available	 Accounts clerks Registry clerks Data entry operators Stenographers/typists Office orderly/office messenger Entrepreneurship 	Identifying job opportunities	AwarenessKnowledge
		8.1.3 Office Etiquette	8.1.3.1. Demonstrate acceptable office etiquette	 Appearance Reliability Punctuality Loyalty Courtesy Responsibility 	IdentifyingApplication	 Neatness Punctuality Loyalty Reliability Responsibility Descriptiveness Friendliness

GENERAL OUTCOME(S): Acquire knowledge, skills and values of entrepreneurship

C/N	TODIC	SUB-TOPIC	SPECIFIC OUTCOMES		CONTENT	
S/N	TOPIC			Knowledge	Skills	Values
	8.2 Entrepreneurshi p		8.2.0.1. Explain entrepreneurship 8.2.0.2. Explain advantages and disadvantages of entrepreneurship	Meaning of entrepreneurship Advantages: Creativity Personal satisfaction Independent Enjoy profits Job security Status Disadvantages: Possible of loss of invested capital Low incomes Long working hours Routine chores Dependent on employee actions Must take risks.	Identifying	 Appreciating entrepreneurship Knowledge Understanding
		8.2.1. Entrepreneur	8.2.1.1. Demonstrate qualities of a good entrepreneur (characteristics)	 Meaning of entrepreneur Open to criticism Hard work Independence and organised Innovative Responsive to feed back Risk taker etc 		

C/N	TODIC	SUB-TOPIC	SPECIFIC OUTCOMES	С	ONTENT	
S/N	TOPIC			Knowledge	Skills	Values
			8.2.2.1. State ways of strengthening entrepreneurial abilities	 Help from people: friends, family, other business people Observe successful business people Training Communication Reading books Activities being done in the community. 		
		8.2.2. Entrepreneurial Activities	8.2.2.2. Describe entrepreneurial activities found in the community	 Activities (e.g. farming, fishing, poultry, bee keeping, dairy, selling, transport, hair salon(All entrepreneurial activities) 		
		8.2.3. Reasons for entrepreneurship	8.2.3.1. Explain reasons for entrepreneurship	 Create jobs Maintain free enterprise Promote healthy competition Generate wealth/Profit Spread prosperity Enhance wealthy stability 		

C/N	TOPIC	SUB-TOPIC	SPECIFIC OUTCOMES	C	ONTENT	
S/N	TOPIC			Knowledge	Skills	Values
				Ensure innovation and creativity Encourage grass root development Social progress Growth National development Self reliance Flexibility Employer (self)		
		8.2.4. Types of Businesses	8.2.4.1. Identify different types of businesses	Sole TraderPartnershipsCooperatives		
		8.2.5. Business Idea	8.2.5.1. Identify sources of business ideas	 Self Friends Family members Books Media Existing businesses 		
		8.2.6. SWOT Analysis	8.2.6.1. Explain SWOT analysis	 Strengths of the new idea Weaknesses of the new idea Opportunities of a new idea Threats of a new idea 		

S/N TOPIC		SUB-TOPIC	SPECIFIC OUTCOMES		CONTENT	
3/N	TOPIC			Knowledge	Skills	Values
		8.2.7. Company Formation	8.2.7.1. Describe factors to consider before forming a company	Factors: • Locality • Start up capital • Trading hours • Source of raw materials		
			8.2.7.2. Describe the documents needed for the formation of different types of businesses.	 Competitors Advertising Banking Business permits Partnership Deed Articles of partnership Articles of Association Memorandum of Associations (as obtaining in the 		
		8.2.8. Marketing and Pricing	8.2.8.1. State marketing strategies 8.2.8.2. State pricing strategies	 Companies Act Meaning of marketing Marketing strategies Market assessment Tools used in market research Marketing management 		
			o.z.o.z. state pricing strategies	Meaning of pricing		

C/N	TOPIC	SUB-TOPIC	SPECIFIC OUTCOMES			CONTENT	
S/N	TOPIC				Knowledge	Skills	Values
				•	Pricing strategies		
				•	Penetration pricing		
				•	Psychological pricing		
				•	Discounting		
				•	Competitive pricing		
		8.2.9. Business Plan	8.2.9.1. Explain the contents of a				
		6.2.3. Business Flair	business plan				
			business plan		Contents of a business		
					plan:		
				•	Executive summary		
				•	Business idea		
				•	Marketing plan		
				•	Form of business		
				•	Staff		
				•	Legal responsibilities		
					and Insurance		
				•	Costing items		
				•	Financial planning		
				•	Required start-up		
					capital		
				•	source of start up		
			8.2.9.2. Describe the functions of a		capital etc		
			business plan				
				•	Provides more clearer		
					and organised business		
					ideas		
				•	Leads to putting down		
					of ideas into written		
					documents		
				•	An operational plan		
				•	Used for sourcing loans		

C/N TODIC	SUB-TOPIC	SPECIFIC OUTCOMES	CONTENT				
S/N TOPIC			Knowledge	Skills	Values		
			from lending institutions Helps to determine viability of business idea Provides an answer as to the profitability of the business				
	8.2.10. Financing businesses 8.2.10. Desirable business ethics	8.2.10.1. Explain ways of financing businesses 8.2.10.1. Explain desirable business ethics	 Savings Bank loans Borrowing from friends or family members Leasing Honest Integrity Fairness Loyalty Dependence Flexible Punctual Responsible 				

GENERAL OUTCOME(S): Develop an understanding of different types of office stationery, equipment and their uses

S/N	Topic	Sub-Topic	Specific Outcome		Content	
3/14				Knowledge	Skills	Values
8.3	Office Stationery and Equipment	8.3.1 Stationery and uses	8.3.1.1.Identify the different types of stationery 8.3.1.2.Use office stationery 8.3.1.3Store office stationery safely	 paper pens rulers envelopes rubbers stencils ink/toner carbon papers correction fluid filling clips pins etc. 	StoringUsing	CarefulnessCapabilityEfficiency

8.3.2 Office equipment and uses	8.3.2.1. Identify the different types of office equipment 8.3.2.2. State the proper use of each office equipment 8.3.2.3. Store office equipment appropriately 8.4.2.4.Demonstrate the use of office equipment 8.4.2.5.Operate/use office equipment	 typewriters ink duplicators filing cabinets staplers hole punchers telephones telex machine intercoms desk calendar date stamp franking machine calculating machine photocopier Copy printer Computer etc 	Storing Operating	 Carefulness Capability Efficiency
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GENERAL OUTCOME(S): Record business transactions from business documents into books of accounts

S/N	Tonio	Cub Tonio	Specific Outcome		Content	
3/ N	Topic	Sub-Topic	Specific Outcome	Knowledge	Skills	Values
8.4	Business Transactions	8.4.1 Types of Business Transactions	8.4.1.1. Identify different types of business transactions 8.4.1.2. Distinguish the different types of business transactions	Cash (Cash/Bank)CreditBarter		Understanding business transactions
8.5	Source Documents		8.5.0.1 Identify the different types of source (business) documents 8.5.0.2. Draw different types of source documents 8.5.0.3. Fill in details in business documents correctly	 Enquiry Order/Quotation/Catalogues Estimates/Tender Advice Note Invoice Receipts/Cash Sale Petty Cash Voucher Debit Note/Credit Note Delivery /Consignment Notes Cheque Cheque Counter foil/Cheque Stabs 	Drawing Filling in	 Correctness Neatness Accuracy Trustworthy Integrity

S/N	Tania	Sub Tonio	Specific Outcome		Content	
3/ N	Topic	Sub-Topic	Specific Outcome	Knowledge	Skills	Values
8.6	Books of Original Entry	8.6.1 Types of Books of Original Entry	8.6.1.1. Identify the books of original entry 8.6.1.2. Record business transactions in the books of original entry	 Purchases Day Book Sales Day Book Journal Proper/General Journal Returns Inwards/Sales Returns Returns Outwards/Purchases Returns Cash Book(One, Two and Three Column) Petty Cash Book (Imprest System) 	• Recording	 Correctness Neatness Accuracy Reasoning
8.7	Ledger		8.7.0.1. Identify the different types of ledgers 8.7.0.2. Post the transactions using the principle of double entry	 General Ledger Purchases Ledger Sales Ledger 	Posting (Recording)	AccuracyNeatnessBalancing
8.8	Trial Balance	8.8.1 Use of the Trial Balance	8.8.1.1. Prepare the Trial Balance	 Trial Balance Checking arithmetical errors of the ledger accounts Checking completion of double entry Balancing 		AccuracyNeatnessBalancing

GRADE 9 BUSINESS STUDIES

KEY COMPETENCES

- Show ability to prepare Final Accounts
- Show ability to prepare wages and salaries for workers
- Show ability to prepare personal budgets
- Demonstrate ability to use services offered in financial institutions
- Demonstrate ability to use different types of filing methods and equipment
- Demonstrate ability to use postal and telecommunication services
- Exhibit ability to explain commonly used business abbreviations
- Demonstrate ability to manage a business

GENERAL OUTCOME(S): Acquire knowledge, skills and values on the preparation of final accounts

S/N	Topic	Sub-Topic	Specific Outcome		Content	
3/ IV			•	Knowledge	Skills	Values
9.1	Final Accounts	9.1.1 Trading Account (Income Statement)	9.1.1.1.Prepare trading account 9.1.1.2. Calculate gross profit/loss	 Trading Account Turnover (Net Sales) Cost of Sales Gross Profit/Loss 	PreparingCalculating	 Accuracy Trustworthy Integrity Consistency Logic Neatness
		9.1.2 Profit and Loss Account (Income statement)	9.1.2.1. Prepare profit and loss account 9.1.2.2. Calculate net profit/loss	 Profit and Loss Account Income Expenses Net Profit/Loss 	PreparingCalculating	 Accuracy Trustworthy Integrity Consistency Logic Neatness
		9.1.3 Balance Sheet (Statement of Financial Position)	9.1.3.1.Prepare Balance Sheet 9.1.3.2. Calculate Capitals	 Balance Sheet Capital (all types of capitals) Assets: Fixed Current Liabilities Long Term Current 	PreparingCalculating	 Accuracy Trustworthy Integrity Consistency Logic Neatness Balancing

GENERAL OUTCOME(S): Acquire knowledge, skills and values on the preparation of wages and salaries for workers

S/N	Topic	Sub-Topic	Specific Outcome		Content	
				Knowledge	Skills	Values
9.2	Wages and Salaries	9.2.1.Wages and Salaries	9.2.1.1. Explain wages and salaries 9.2.1.2.Prepare Time Cards 9.2.1.3. Prepare wage sheets 9.2.1.4. Prepare pay slips 9.2.1.5. Calculate gross/net pay	 Wage Salary The Time Card Wage Sheet Pay slips Deductions: Voluntary Statutory 	Calculating	AnalyzingAccuracyTrustworthy

GENERAL OUTCOME(S): Develop an understanding of personal financial management

S/N	Topic	Sub-Topic	Specific Outcome		Content	
				Knowledge	Skills	Values
9.3	Personal Financial management	9.3.1.Savings	9.3.1.1.Explain personal financial	Goal settingSavings: Personal bankAccount, traditional methods	Goal settingSavingFinancial	Decision makingDisciplineCulture
		9.3.2 Investments	9.3.2.1. The methods of Investment.	 Entrepreneurship Running a small business Farming Bonds Shares 	Entrepreneurship	CultureCritical thinking
		9.3.3. Budgeting	9.3.3.1.Describe types of budget 9.3.3.2 Explain reasons for budgeting	 Individual (personal) Home National Control measure Guide Transparency etc 	Budgeting	

GENERAL OUTCOME(S):

Create an understanding of different types of financial institutions, services offered, types of accounts and documents used.

S/N	Topic	Sub-Topic	Specific Outcome		Content	
3/ IN	•			Knowledge	Skills	Values
9.4	Banking	9.4.1 Types of Financial Institutions	9.4.1.1. Identify different types of financial institutions	 Commercial Banks Building Society Credit Union and Savings Associations National Savings and Credit Bank Micro Finance Companies Bureau De-change 		AwarenessAppreciation
		9.4.2 Services offered by financial institutions	9.4.2.1. Identify the services offered by financial institutions 9.4.2.2. Explain the services offered by financial institutions	 Banking Loan facilities Issuance of foreign exchange Bank transfers Credit transfer Direct debit Standing orders ATM facility Point of sale (POS) Any other services 		AwarenessCapabilityAppreciation
		9.4.3	9.4.3.1. Identify	Current Account		Awareness
		Types of Accounts	types of accounts offered by financial institutions	 Savings Account Deposit Account Save as you earn Investments Account (Building Societies) 		Appreciation

9.4.4 Documents used in Banking	9.4.4.1. Identify types of documents used in banking 9.4.4.2. Draw documents used in banking 9.4.4.3. Fill in documents used in banking	 Bank statement Pay-in-slip Withdrawal slip Deposit slip Cheque Book ATM Cards 	Prawing Filling in	AwarenessAppreciationHonestyAccuracyCarefulness
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GENERAL OUTCOME(S): Develop an understanding of different types of insurance

S/N	Topic	Sub-Topic	Specific Outcome	Content		
				Knowledge	Skills	Values
9.5	Insurance	9.5.1.Types of Insurance	9.5.1.1. Outline types of insurance covers	General insurance Long term insurance		AwarenessAppreciationKnowledge

GENERAL OUTCOME(S): Acquire knowledge, skills and values on systems, methods and equipment used in filing

S/N	Tonic	Sub-Topic	Specific Outcome		Content	
3/14	Topic	Sub-Topic	Specific Outcome	Knowledge	Skills	Values
9.6	Filing	9.6.1 Filing Systems 9.6.2 Filing	9.6.1.1. Identify filing systems 9.6.2.1. Identify the methods of filing	FilingCentralDepartmentalAlphabeticalGeographicalNumerical		 Awareness Knowledge Carefulness Competence Attention to details
		Methods	9.6.2.2. Practice the different types of filing	ChronologicalSubject		• Consistency
		9.6.3 Filing Equipment	9.6.3.1. Identify types of filing equipment	SpikeFlatBoxVerticalLateral	Record keeping	CarefulnessTidiness

GENERAL OUTCOME(S): Acquire knowledge, skills and values of using postal & telecommunication services

S/N	Topic	Sub-Topic	Specific Outcome		Content	
				Knowledge	Skills	Values
9.7	Postal and	9.7.1	9.7.1.1. Identify postal	• Mail	Communication	Efficiency
57	Telecommunication Services	Postal Services	services 9.7.1.2. Practice use of postal services 9.7.1.3. Use postal services	 Courier services Poste Restante Railex Express Registered Datapost Parcels Business Reply Cards Circulars Printed Matter Money Orders Money transfer Postal Orders Cash on Delivery Post Boxes and Private Bags Free Post Franking 	Communication	 Carefulness Knowledge Appreciation

9.7.2 Telecommunication services	9.7.2.1. Identify telecommunication services 9.7.2.2. Practice use of telecommunication services 9.7.2.3. Use telecommunication services	 Telephone Telex Telegram Phonograms Radio Messages Photo Telegrams (Fax) Mobile Phones Internet 	Communication	 Efficiency Carefulness Politeness Cheerfulness Clarity Friendliness Knowledge
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GENERAL OUTCOME(S): Develop an understanding of commonly used business abbreviations

S/N	Topic	Sub-Topic	Specific Outcome		Content	
3/ IV				Knowledge	Skills	Values
9.8	Commonly used Business Abbreviations	9.8.1 Business Abbreviations	98.1.1. Identify the commonly used business abbreviations	A/c Account Bal. Balance B/d. Brought down B/f Brought forward C.A.I. Cash Against Invoice C.W.O. Cash With Order c/d. Carried down c/f. Carried forward chq. Cheque Co. Company etc		 Correctness Carefulness Concentration

GENERAL OUTCOME(S): Acquire knowledge, skills and values of Managing a business

S/N	ТОРІС	SUB-TOPIC		CONTENT		
				Knowledge	Skills	Values
9.9	Entrepreneurship	9.9.1. Business management	9.9.1.1. Prepare a business management sheet 9.9.1.2. Fill in the management sheet	 Financial control Production of goods and services Quality control Stock control Marketing Selling of goods and services Record keeping Banking Packing Grading Pricing Investing and expanding Resources Time 	Preparing a business management sheet Filling in a business management sheet	 Appreciating Knowledge Understanding
		9.9.2 Managing Business Finances 9.9.3 Keeping Financial Records	9.9.2.1Running a business Account 9.9.3.1. Explain basic financial records 9.9.3.2. Prepare basic financial records	 clients Financial Control Banking: Deposits Withdrawals Loans Types of business Accounts Income and Expenditure records Balance Sheets Business reports 	Controlling Recording business transactions	 Knowledge Awareness Discipline Banking Knowledge

S/N	TOPIC	SUB-TOPIC	SPECIFIC OUTCOMES	CONTENT		
				Knowledge	Skills	Values
		9.9.4 Dissolution of Companies 9.9.5 Careers	9.9.4.1. State reasons for dissolving companies 9.9.5.1. Identify different careers	 End of time frame Pay back of start up capital Sharing of profits Expressive arts Scientific Plants and animals Protective Mechanical Industrial Office work Selling 		Awareness Knowledge
				Tourism		