TERM: **1 to 2**

Name of teacher: <u>WAZAELIMU</u> Name of School: <u>WAZAELIMU.COM</u>

Year:____

*COMPE	GENERAL	М	1			P				REFEREN		
TENCE	OBJECTIVES	ON	E	MAIN	SUB-TO	E		LEARNING ACTIVITIES	T/L	CES	ASSESSM	
		TH	E	TOPI	PIC	R	TEACHING ACTIVITIES		MATERIAS		ENT	REMAR
			ŀ	C		1						KS
						0						
						D						
						S						

TERM: 1 to 2

Name of teacher: <u>WAZAELIMU</u> Name of School: <u>WAZAELIMU.COM</u>

Year:____

Shows an	Understand			TRANSP	• Definiti		●Expose students to the	Different areas	1. Pi	1. Esse	Students	
understan	the nature of			ORTATI	on of		business world with	with and without	ct	ntia	should	
ding of	transparent	J	3	ON	transport		and without transport.	transport.	ur	ls of	be able	
the	and how to	Α	&		ation.				e	com	to	
different	choose	N	4		Nature		 Guide students to 	Mention different	S	mer	identify	
transport	different	U			of		mention different	means of transport	S	ce	different	
system	types of	Α			transport		means of transport.	available.	h	in	types of	
and the	transport.	R			ation				o	East	transpor	
factens		Υ			Differe			 Suggest the most 	w	Afri	t and the	
determini					nt mode	6	•Guide students to	appropriate means of	in	ca	function	
ng them.					of		suggest the most	transport for a case	g	by	s for	
					transport		appropriate means of	and give the reasons	v	S.A	choosing	
					Advent		transport and the	for the choice.	ar	Butt	those	
					and		reasons for the choice.		io	pg	types of	
					disadvant			Visit a container	u	143	transpor	
					ages of			terminal.	S		t.	
					each		•Arrange for students to		m			
					mode		visit a container		О			
					Transp		terminal.		d			
					ort				e			
					document				S			
					S				of			
					Factors				tr			
					determini				a			
					ng the				n			
					choice of				S			
					mode of				р			
					transport				or			
									t.			

Name of teacher: WAZAELIMU Name of School: **WAZAELIMU.COM** Year:____ TERM: 1 to 2 Class/Stream: FORM THREE Subject: **COMMERCE** 2. Pi 2. Co 5 ct mpr ehe ur nsiv e е S арр S h roac h of 0 W com in me g nce by di ff C.M Am er bilik е ile. nt m e а n S of С 0 m m u ni

С

Name of teacher: WAZAELIMU Name of School: WAZAELIMU.COM

Year:____

TERM: **1 to 2** Class/Stream: FORM THREE Subject: **COMMERCE**

									o m			
									m			
									u			
									ni			
									С			
									at			
									io			
									n			
									m			
									e 			
									di			
	05115041								a.			
	GENERAL	М	1			P				REFEREN		
COMPET											ACCECCIA	l
COMPET ENCE	OBJECTIVES	ON	E	MAIN	SUB-TO	E		LEARNING ACTIVITIES	T/L	CES	ASSESSM	
		ON TH	E	MAIN TOPI	SUB-TO PIC	E R	TEACHING ACTIVITIES	LEARNING ACTIVITIES	T/L MATERIAS	CES	ENT	REMAR
			E				TEACHING ACTIVITIES	LEARNING ACTIVITIES		CES		REMAR KS
			E	TOPI		R	TEACHING ACTIVITIES	LEARNING ACTIVITIES		CES		
			E	TOPI		R I	TEACHING ACTIVITIES	LEARNING ACTIVITIES		CES		

S

TERM: 1 to 2

Name of teacher: <u>WAZAELIMU</u> Name of School: <u>WAZAELIMU.COM</u>

Year:____

				COMM	Definiti		●Guide student to	Participate in		
Understan	Explaining	F	1	UNICAT	on		discuss the importance	discussion		
d the	nature of	E		ION	of		of communication to			
different	communicatio	В			communi		business.	●Identify		
types of	n and the	R			cation			communication		
communic	importance of	U			• Nature		●Expose students to	media available.		
ation and	communicatio	Α			of	9	communication media			
their	n.	R			communi		available.			
importanc		Υ			cation					
e.					Import					
					ance of					
					communi					
					cation to					
					business					
					Various					
					types of					
					communi					
					cation					

TERM: 1 to 2

Name of teacher: WAZAELIMU Name of School: **WAZAELIMU.COM**

Year:____

Class/Stream: FORM THREE Subject: **COMMERCE**

			_				 					
			2		Factors		 Arrange visits to enable 	Visit area with	Pictures	Essential	Use	
					that		students see the	communication	showing	of	small	
				u	influencin		communication media.	facilities.	different	commerce	quiz to	
					g the				markets.	by S. A	evaluate	
					choice of					Butt	whether	
					communi					Comprehe	students	
					cation					nsive	can	
					media.					approach	determi	
										of	ne the	
										commerce	factions	
											for	
			3		MONTHLY	2					choosing	
					TEST						type of	
											commun	
											ication.	
COMPET	GENERAL	М	١			P				REFEREN		
ENCE	OBJECTIVES	ON	E	MAIN	SUB-TO	E		LEARNING ACTIVITIES	T/L	CES	ASSESSM	
		TH	E	TOPI	PIC	R	TEACHING ACTIVITIES		MATERIAS		ENT	REMAR
			ı	C		ı						KS
				•		_						140
						0						
						D						
						S						

Name of teacher: WAZAELIMU Name of School: WAZAELIMU.COM

Year:____

TERM: 1 to 2 Class/Stream: FORM THREE Subject: **COMMERCE**

Describe marketing and procurem ent technique	Differentiate marketing and procurement techniques. i.e pricing, discounts, promotion	F E B. M A R	1	MARKE TING	Meaning of marketingVarious types of marketing	2	Guide students to define marketing and explain various types of marketing.			
	ordering etc.	Н	3		MID-TERM		AK			

Name of teacher: WAZAELIMU Name of School: WAZAELIMU.COM TERM: 1 to 2

Year:____

Class/Stream: FORM THREE

Subject: **COMMERCE**

			4		● Function	1	●Explain factors of	●Participate in	1.	Sampl	1.	Esse		
					s of	0	marketing	discussion.		e of		ntia	Give	
					marketing					Adver		l of	exercise	
		Α			Meaning		●Guide discussion to			tisem		com	to	
		Р	1		of		arrive at identify the			ent		mer	students	
		R			advertise		importance of		2.	Vario		ce	to asses	
		I	&		ment		marketing in			us		by	we often	
		L			●Types of		commerce.			types		S. A	they	
			3		advertise					of		Butt	have	
					ment		a Dura ma una via via via trivia a a			packa	2.	Со	understo	
					●Advanta		Prepare various types of packaging materials			ging		mpr	od all	
					ges &		of packaging materials,			and		ehe	about	
					disadvant		advertisement, grand names and trade mark.			their		nsiv	marketin	
					ages		maines and trade mark.			label.		e	g.	
					factors				3.	Cuttin		арр		
					determini		●Arrange study tour to			gs		roac		
					ng the		observe window			from		h of		
					choice of		display organisation of			news		com		
					advertise		trade fairs.			paper		mer		
					ment							ce.		
					media.									
COMPET	GENERAL	M	\ \			P					REI	FEREN		
ENCE	OBJECTIVES	ON	E	MAIN	SUB-TO	E		LEARNING ACTIVITIES	T/I	L	CES	6	ASSESSM	REMAR
		TH	E	TOPI	PIC	R	TEACHING ACTIVITIES		M/	TERIAS			ENT	KS
			ı	C		ı								
						0								
						D								
						S								

www.dukarahisi.com

TERM: 1 to 2

Name of teacher: <u>WAZAELIMU</u>. Name of School: <u>WAZAELIMU.COM</u>

Year:____

	Α	4	MON	THLY TEST	2				
	Р	5		Different	ľ	●Explain the existing	●Listening, asking and		
1	R.		KETI	marketing		marketing Institution in	answering questions		
			NG	Institution		Tanzania	Explain the chart		
				s in		●Prepare a chart	prepared		
				Tanzania		showing the channels			
				BET, BIT		for distribution for			
				Function	6	discussion			
	М	1		s of			`		
1	Α			marketing					
	Υ	2		Institution			, ' 		
				s in the distributio					
				n channel.					
		3		1 i ciidiii cii		TERMINAL EX	AMINATIONS		
	 j	1							
	U	8							
	1	4							
	N E	4							
	[

Name of teacher: <u>WAZAELIMU</u>. Name of School: <u>WAZAELIMU.COM</u>

Year:____

TERM: <u>1 to 2</u>

COMPET	GENERAL	M	١			P				REFEREN		
ENCE	OBJECTIVES	ON	E	MAIN	SUB-TO	E		LEARNING ACTIVITIES	T/L	CES	ASSESSM	
		TH	E	TOPI	PIC	R	TEACHING ACTIVITIES		MATERIAS		ENT	REMAR
			ı	C		ı						KS
						0						
						D						
						S						

TERM: 1 to 2

Name of teacher: <u>WAZAELIMU</u> Name of School: <u>WAZAELIMU.COM</u>

Year:____

Discuss	To understand	J		MONEY	Definition		 Guide students in a 	Participate in	1. S		
and	the	U	1		of money		discussion to arrive at	discussion	а	Essentia	
analyse,	circulation	L			• Historica		the meaning of money.		m	ls of	
controls	system and	Υ	&		1			 Guide students to 	pl	commer	
which are	the historical				backgroun		■Identify advantages	identify the	е	ce by	
corne	background		3		d of		and disadvantages of	advantages and	of	S.A	
stone of	of money plus				money.		money and Barter	disadvantages of	С	Butt.	
exchange	the function				Defancti	9	system.	money and Barter	oi		
and	of money.				on of			trade system.	n		
distributio					Barter				S		
n.					system		•Explain the functions		a		
					Merits		of money.	•Listening, asking and	n		
					and			answering questions.	d		
					demerit of		•Guide students to		n		
					Barter		differentiate inflation		ot		
					system		from deflation.		е		
					Function				s.		
					S						
					of money						
					Inflation						
					of						
					deflation.						
			4	MONTHL	Y TEST		•	•	2.		

Name of teacher: <u>WAZAELIMU</u>. Name of School: <u>WAZAELIMU.COM</u>

Year:____ TERM: <u>1 to 2</u>

		A U G U S T	1 - 4					HOLIDAY				
COMPET	GENERAL	М	١			P				REFEREN		
ENCE	OBJECTIVES	ON	E	MAIN	SUB-TO	E		LEARNING ACTIVITIES	T/L	CES	ASSESSM	
		TH	E	TOPI	PIC	R	TEACHING ACTIVITIES		MATERIAS		ENT	REMAR
			ŀ	C		ı						KS
						0						
						D						
		ı			1	1					I	

TERM: 1 to 2

Name of teacher: <u>WAZAELIMU</u> Name of School: <u>WAZAELIMU.COM</u>

Year:____

	To understand				Meaning	Guide students to	Participate in			
"	the banking	S		BANKIN	of Banking	defence baking.	discussion by trying to	1. Pi		
	systems in	Ε	1	G	and		define banking.	ct		
	Tanzania.	Р			banking.	●Explain types of banks		ur		
		Т	-		Historica		Explain types of	е		
		Ε					Bank	S		
		M	3		backgroun	•Explain functions of		h		
		В			d of	banks	Listening, asking	О		
		Ε			Banking.		and answering	w		
		R			Types of	●Identify different bank	questions.	in		
					Banks	account		g		
					• Variou		Write guided	С		
					S		summary on banking.	u		
					bank	•Show students sample		st		
					accounts	of bill of exchange,		0		
					and their	promissory note,		m		
					operation	postal order.		er		
					s.			S		
					• Mean			at		
					of			b		
					payments			a		
					- Cheque			n		
					-Bill of			k		
					exchange			С		
								О		
								u		
								nt		
								er		

Name of teacher: WAZAELIMU Name of School: **WAZAELIMU.COM** TERM: 1 to 2 Year:____ Class/Stream: FORM THREE Subject: **COMMERCE** 2. S а m рl е d 0 С u m e nt С h е q u e, bi Ш of е XC h а n g e,

pr

Name of teacher: <u>WAZAELIMU</u>

Year:___

TERM: <u>1 to 2</u>

									0				
									m				
									is				
									S				
									or				
									У				
									n				
									ot				
									e.				
			4		MID TERM TEST								
		0			MID TERM BREAK								
		C	1										
		T.											
	OCNEDAL	M0	Η,		1		Τ		T	1			
	GENERAL	MO	V			P			_,				
COMPETEN	OBJECTIVES	NT	8	MAIN	SUB-TOPI	E		LEARNING ACTIVITIES	T/L MATERIAS	REFERENCE	ASSESSMEN	REMARKS	
CE		Н	E	TOPIC	C	R	TEACHING ACTIVITIES			S	T		
			К			1							
						0							
						0							
						l							
						S							

TERM: **1 to 2**

Name of teacher: <u>WAZAELIMU</u> Name of School: <u>WAZAELIMU.COM</u>

Year:____

Understan	To apply	0			Meaning	 Guide the students in 	Participate in	1.Sample	1. Text	
d	modern	С		FOREIG	●How	discussion to arrive at	discussion	documents	books of	
exportatio	commercial	Т	2	N	foreign	the definition of	Identify the		Commerce	
n and	methods.	0	-	TRADE	trade	foreign trade.	advantages and	2. Charts	by Dinah	
importati		В	5		arise		disadvantages of	showing	Kamasanyu	
on		Ε			Advanta	●Direct the students to	foreign trade.	channels of		
		R			ges	identify the advantages	Listening, asking, and	distribution	2. Essential	
					and	and disadvantages of	answering questions.		of	
					disadvant	foreign trade.	Define import and		commerce	
					ages		export trade.		by S. A Butt	
					● Visible		Writing of summaries			
					and	•Guide the students to	on procedures,			
					invisible	define visible and	documents, terms of		3. Compre	
		N			trade	invisible trade, balance	payment, terms of		l h	
		0			● Balance	of trade and balance of	delivery, and		esive	
		V	1		of trade	payments.	intermediateries in		approach to	
		Ε	-		and		foreign trade.		commerce	
		М	3		balance of	●Guide the students to	 ◆Discuss export 		by C.M	
		В			payment	give the meaning of	promotion and		Ambilkile.	
		Ε				import trade and	barriers in foreign			
		R				explain its importance.	trade.			

TERM: 1 to 2

Name of teacher: <u>WAZAELIMU</u> Name of School: <u>WAZAELIMU.COM</u>

Year:____

Class/Stream: FORM THREE Subject: COMMERCE

							•Guide the students to write a summary that will contain import procedures, documents terms of payment, terms of payment, terms of delivery and intermediaries.					
	GENERAL	MO	V			P						
COMPETEN	OBJECTIVES	NT	E	MAIN	SUB-TOPI	E		LEARNING ACTIVITIES	T/L MATERIAS	REFERENCE	ASSESSMEN	REMARKS
CE		Н	E	TOPIC	C	R	TEACHING ACTIVITIES			S	T	
			K			1						
						0						
						S						
					● Export	۳	•Guide the students to					
					trade		give the meaning of					
					• Barriers		export trade and					
		N			• of		explain its importance.	u	u	0		
		0			foreign		•Guide the students to					
		V	u		trade		write a summary on					
		E					export procedures					
		М					documents and					
		В					barriers in foreign					
		E					trade and export					
		R					promotion.					

www.dukarahisi.com

Name of School: **WAZAELIMU.COM**

Name of teacher: WAZAELIMU

Year:			TERM: <u>1 to 2</u>	
Class/Stream: FOI	RM THREE		Subject: COMMERCE	
			REVISIONS	1
		4		
		-	ANNUAL EXAMINATION	
		-		