

SRI LANKAN SCHOOL - MUSCAT SCHEME OF WORK ACADEMIC YEAR 2016 / 2017

CLASS :8 B/G/R SUBJECT: Management Science TEACHER : Pavithra Liyanaarachchi

Month	No.of Periods	Unit No.	TOPIC / DETAILS	ILO	Remarks
September					
School Reopens - 1st Term					
Week 1- 31/08-01/09	2	1.0	What is market and marketing?	To define market and marketing and discuss the marketing mix and methods of promotion , to show the importance of sales promotion to increase sales, to identify on what basis market is segmented and to discuss the advantages of it	
			Marketing mix and methods of promotion		
Week 2- 04/09-08/09	2		Sales promotion		
			Different Types of Promotion		
Week(3)4 - 18/09-22/09		2	Market Segmentation and Bases of it		
Week 5 -25/09-29/09			Assessment + Handing over the ASSIGNMENT 1		
October					
Week 6 -02/10-06/10	2	2	Mass and Niche Market : Case Studies	to differentiate between the Mass and Niche Market, to identify the features of each of them, to show the benefits of market segmentation towards marketing	
Week7 -09/10-13/10					
Week 8 -16/10-20/10			Importance of market segments to process of marketing		
Week 9 -23/10-27/10	2		Case studies on Market segmentation and marketing		
Week 10 -31/10			Assessment		
November					
Week 10-01/11-03/11	2	3	by other desk researches	methods of collecting data in each type of research, to evaluate the advantages of each method, to prepare their own questionnaires for	
Week 11- 06/11-10/11	2		Secondary Research		
Week 12-13/11-17/11	2		methods		
Week 13 -20/11-24/11	2		Assessment		
Week -27/11-30/11				Activity sheets	
December					
Week 14 -01/12	2		Activity sheets		
Week 15 - 04/12-08/12				Revision	
Week 16 -11/12-15/12			1st term tests and Report Work		
Week 17 - 18/12-22/12			1st term tests and Report Work		
Week 18/19			December/ January Vacation		

January 2017		School Reopens - 2nd Term			
Week 20 -08/01-12/01	2	2	Financing a Business	To discuss the sources of financing a business, to calculate the start up costs, to make judgements as a financial advisor in terms of start-up costs	j.com/public/p
Week 21 -15/01-19/01			Short term and Long term sources of finance		
Week 22 - 22/01-26/01	2		Calculate the start up cost for a business		
Week 23 - 29/01-31/01			Assessment		
February					
Week 23 - 01/02-02/02	2	2	Keeping accounts	To differentiate between assets and liabilities, discuss the importance of keeping accounts, calculate profit and loss	
Week 24 - 05/02-09/02			Assets and Liabilities		
Week 25 - 12/02-16/02	2		Measuring profit, Profit and loss Account (http://www.authorstream.com/Presentation/julianotej.com/public/p)		
Week 26 -19/02-23/02	2		Case studies on profit and loss Accounts		
Week 27 -26/02-28/02	2		Assessment		
March					
Week 27 -01/03-02/03	2	4	Methods of Production:Introduction	To identify methods of production,to show advantages and disadvantages of these methods to firms and workers,	
Week 28 -05/03-09/03	2		Case Study;Toyota Company production method (ppt)		
Week 29 -12/03-16/03	2		Advantages and disadvantages of production methods		
Week 30-19/03-23/03			2nd term end exams		
Week 31 - 26/03-30/03	2		2nd term end exams		
April					
Week 32 -02/04-06/04			Paper discussion , 2nd term end exams and report work		
Week 33 -09/04-13/04			April vacation		
Week 34-16/04-17/04			April vacation		
Week 34 -18/04-20/04			School Reopens - 3rd Term		
Week 35 -23/04-27/04	2	5.0	Labour Productivity	calculate it , to discuss the ways to increase labour	
Week 36 - 30/04			Case study on Labour productivity and calculation		
May					
Week 36 - 01/05-04/05	2	6.0	Communication	effective communication skills, to show how important they are for day to day activities, to assess the barriers to effective communication, to	
Week 37 - 07/05-10/05			Effective Communication		
Week 38-14/05-18/05	2		Barriers to Effective communication		
Week 39 -21/05-25/05	2		Internal and External Communication		
Week 40- 28/05-31/05			Assessment		
June					
Week 40 -01/06	1	6	Methods of Communication	-do-	
Week 41-04/06-08/06	2			developed cooperation through their Space deal, to show the strategies used and impacts to the	
Week 42-11/06-15/06	2				

Week 43-18/06-22/06			3rd term end exams	world trade	
Week 44 -28/06-29/06			3rd term end exams		
			3rd term end exams and report work		
July					
Week 44-02/07-06/07			3rd term end exams and report work		
			Summer Vacation		

