

Fifth Year

Chapter	Learning outcomes	Learning focus	Teaching and learning methodologies	Assessment
1. Stakeholders Three weeks	Unifying Strand: U2.1–2.6 Strand 1: 1.1–1.4, 6.1 Strand 2: 3.2	<ul style="list-style-type: none"> The roles of key internal and external stakeholders in a business. How stakeholders are interdependent. Different types of stakeholder relationships. The needs and wants of different stakeholders at different stages of business development. The impact of various business decisions on stakeholders. Ways of avoiding and managing stakeholder conflict. The essential elements of a contract. Methods of terminating a contract. Remedies for breach of contract. Stakeholder mapping. The importance of prioritising stakeholder interests. The limitations of power-interest grids. The social responsibilities of a business to its stakeholders. What it means to be ethical in business. How a business can operate in an environmentally friendly manner. Consequences of not meeting social responsibilities. 	<ul style="list-style-type: none"> Start Up! (p. 1; Skills and Assessment Book p. 1) Dialogue (pp. 8, 9, 11, 12, 18) Data Discovery (pp. 5, 18) Teams (p. 12) Working Knowledge (Skills and Assessment Book pp. 2, 7–8, 11, 15, 20) Deep Dive (Skills and Assessment Book pp. 2, 8, 12, 15, 20–21) Working World (Skills and Assessment Book pp. 3–6, 9–10, 13–14, 16–19, 22) 	<ul style="list-style-type: none"> Ready for Promotion? (pp. 7, 14, 18, 20, 22) Business Alive (p. 23) Deep Dive (p. 23) Working World (p. 24)

Schemes of Work



Chapter	Learning outcomes	Learning focus	Teaching and learning methodologies	Assessment
2. Innovation and Enterprise Two weeks	Unifying Strand: U2.1–2.6, U5.1–5.4 Strand 2: 1.1–1.3, 7.1, 8.1 Strand 3: 4.3	<ul style="list-style-type: none"> • Innovation. • The advantages of innovation for business, the economy and society. • Enterprise. • Commercial/financial enterprise, cultural enterprise, social enterprise, entrepreneur and intrapreneur. • How individuals, governments and communities can act in enterprising ways. • Reasons why an entrepreneur would start their own business. • The risks and rewards of entrepreneurship. • Methods that can be used to promote intrapreneurship. • The benefits of intrapreneurship. • The competencies of innovators, and why these are significant when starting a business. • How the Irish government promotes and fosters entrepreneurship. • The government agencies that support and assist start-up and expanding businesses: the Local Enterprise Office (LEO) and Enterprise Ireland. • The functions of agencies that support enterprise in Ireland. 	<ul style="list-style-type: none"> • Start Up! (p. 25, Skills and Assessment Book p. 24) • Dialogue (pp. 28, 30, 31, 34, 39, 41) • Data Discovery (pp. 35, 39) • Teams (pp. 26, 28, 30, 33, 37, 39) • Working Knowledge (Skills and Assessment Book pp. 25, 27, 32) • Deep Dive (Skills and Assessment Book pp. 25, 28–29, 32) • Working World (Skills and Assessment Book pp. 26, 30–31, 33) 	<ul style="list-style-type: none"> • Ready for Promotion? (pp. 28, 39, 42) • Business Alive (p. 43) • Deep Dive (p. 43) • Working World (p. 44)
3. Idea Development Two weeks	Unifying Strand: U2.1–2.6, U5.1–5.4 Strand 2: 2.1–2.3, 8.1	<ul style="list-style-type: none"> • The internal and external sources of business ideas. • The factors that impact the development of business ideas. • The significance of design thinking in developing business ideas. • The four phases of design thinking. • The purpose of a feasibility study. • The different types of feasibility studies. • The importance of conducting a feasibility study in order to evaluate a business idea. 	<ul style="list-style-type: none"> • Start Up! (p. 45, Skills and Assessment Book p. 38) • Dialogue (pp. 47, 50) • Data Discovery (p. 54) • Working Knowledge (Skills and Assessment Book pp. 39, 41, 44) • Deep Dive (Skills and Assessment Book pp. 39, 41, 44) • Working World (Skills and Assessment Book pp. 40, 42–43, 45) 	<ul style="list-style-type: none"> • Ready for Promotion? (pp. 48, 51, 54) • Business Alive (p. 55) • Deep Dive (p. 55) • Working World (p. 56)



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4. Business Ownership Two weeks	Unifying Strand: U2.1–2.6, U5.1–5.4 Strand 1: 2.1–2.2, 6.1	<ul style="list-style-type: none"> Public, private and not-for profit enterprises. The contribution of different types of enterprises, both locally and nationally. The factors to consider when deciding on business ownership options. Business ownership structures: sole trader, partnership, co-operative, private limited company and public limited company. The roles of key people involved in companies. The different types of company meetings. How business ownership may change over time. 	<ul style="list-style-type: none"> Start Up! (p. 57, Skills and Assessment Book p. 47) Dialogue (pp. 60, 63) Data Discovery (pp. 63, 68) Working Knowledge (Skills and Assessment Book pp. 48, 50) Deep Dive (Skills and Assessment Book pp. 48, 50) Working World (Skills and Assessment Book pp. 49, 51–52) 	<ul style="list-style-type: none"> Ready for Promotion? (pp. 60, 68) Business Alive (pp. 69–70) Deep Dive (p. 70) Working World (p. 71)
5. Regulation, Governance and ESG Reporting Two weeks	Unifying Strand: U2.1–2.6, U5.1–5.4 Strand 1: 2.3–2.5, 6.1	<ul style="list-style-type: none"> The purpose of regulation in business. How businesses are regulated internally and externally. Governance in an organisation. The purpose of ESG (environmental, social and governance) reporting. The three factors considered in an ESG report. 	<ul style="list-style-type: none"> Start Up! (p. 72, Skills and Assessment Book p. 56) Dialogue (p. 74) Data Discovery (p. 76) Teams (p. 79) Working Knowledge (Skills and Assessment Book pp. 57, 59) Deep Dive (Skills and Assessment Book pp. 57, 59) Working World (Skills and Assessment Book pp. 58, 60–62) 	<ul style="list-style-type: none"> Ready for Promotion? (pp. 76, 79) Business Alive (pp. 80–81) Deep Dive (p. 81) Working World (p. 82)
6. Making Informed Decisions as a Consumer Three weeks	Unifying Strand: U2.1–2.6, U5.1–5.4 Strand 4: 1.1–1.3, 1.5	<ul style="list-style-type: none"> Consumer rights under consumer legislation: the Sale of Goods and Supply of Services Act 1980, the Consumer Protection Act 2007, the Consumer Rights Act 2022. The role of the CCPC in enforcing consumer law. How consumer rights change when buying outside the EU. The responsibilities of consumers. How a consumer can complain if there is an issue with a product or service. What it means to be an ethical and sustainable consumer. How consumers can actively contribute to the circular economy. The grey-market and black-market economies. Why consumers might engage in the shadow economy. Consequences of the shadow economy for consumers, businesses, the economy and society. Digital technology and e-commerce. How digital technology impacts consumer behaviour. The advantages and disadvantages of digital transformation for consumers. 	<ul style="list-style-type: none"> Start Up! (p. 83, Skills and Assessment Book p. 64) Dialogue (pp. 86, 89, 97, 98, 101) Data Discovery (p. 101) Teams (pp. 91, 94, 97, 99) Working Knowledge (Skills and Assessment Book pp. 64–65, 68, 72) Deep Dive (Skills and Assessment Book pp. 65–66, 69–70, 72) Working World (Skills and Assessment Book pp. 67, 71, 73) 	<ul style="list-style-type: none"> Ready for Promotion? (pp. 91, 99, 101) Business Alive (p. 102) Deep Dive (p. 102) Working World (p. 103)

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7. Making Informed Financial Decisions Three weeks	Unifying Strand: U2.1–2.6, U6.1 Strand 4: 2.1.–2.9	<ul style="list-style-type: none"> • Different types of saving accounts. • The factors that should be considered when saving, investing and borrowing. • The importance of considering switching between financial product providers • Different types of investments. • The main sources of finance available for individuals or households. • The criteria for loan or credit approval. • How consumers can access reliable information about financial products. • Risks facing consumers of financial products. • The opportunities and challenges of fintech for consumers. • Financial fraud activities that consumers need to be aware of. • How a consumer can protect themselves from financial fraud activities. • Financial regulation. • How the financial services industry is regulated. • The consequences of under-regulation. • Central bank digital currency (CBDC). • The potential impacts of CBDC on consumers and businesses. 	<ul style="list-style-type: none"> • Start Up! (p. 104, Skills and Assessment Book p. 80) • Dialogue (pp. 108, 116) • Data Discovery (pp. 107, 114) • Teams (p. 107) • Working Knowledge (Skills and Assessment Book pp. 81, 84, 86) • Deep Dive (Skills and Assessment Book pp. 82, 84, 86) • Working World (Skills and Assessment Book pp. 83, 85, 87–88) 	<ul style="list-style-type: none"> • Ready for Promotion? (pp. 115, 120, 123) • Business Alive (pp. 124–125) • Deep Dive (p. 126) • Working World (p. 126)
8. Personal Data and General Data Protection Regulation (GDPR) One week	Unifying Strand: U2.1–2.6, U5.1–5.4, U6.1 Strand 4: 1.4	<ul style="list-style-type: none"> • Personal data. • The purpose of the General Data Protection Regulation (GDPR). • Rights of data subjects under GDPR. • Responsibilities of data controllers under GDPR. • The role of the Data Protection Commission (DPC) in enforcing GDPR. • Implications of GDPR for businesses and organisations. 	<ul style="list-style-type: none"> • Start Up! (p. 127, Skills and Assessment Book p. 96) • Dialogue (pp. 128, 130, 132) • Data Discovery (p. 131) • Teams (p. 128) • Working Knowledge (Skills and Assessment Book p. 97) • Deep Dive (Skills and Assessment Book pp. 98–99) • Working World (Skills and Assessment Book p. 100) 	<ul style="list-style-type: none"> • Ready for Promotion? (p. 132) • Business Alive (p. 133) • Deep Dive (p. 133) • Working World (p. 134)

