

# Enterprise TROOPERS

Primary School Competition



Key Stage 2

## Activity 10a: Can we sell it?

### Learning Objective

To provide an opportunity for pupils to work together to solve problems and develop innovative solutions.

### Entrepreneurship Characteristics

#### Creativity

- Problem solving

#### Relationships

- Working with Others

#### Organisation

- Planning

### Learning activities

Use Activity 10b Key word matching task to explain key terms such as:

- price • sales • income • costs • profit • accounts

Discuss with the pupils the process of selling their finished product/service.

Pupils explore how to price their product and calculate costs/prices.

Groups work together to make a collective decision about the price of the product/service.

Explain that when their enterprise project is producing and selling goods or services, the pupils will need a system to keep track of the money.

An accountant or a representative from a local bank could be invited into the school. If a bank is used to hold the account, pupils need to understand bank statements for when they begin trading and accumulating money.

Using ICT ask the pupils to devise a simple accounting system to record income, costs and profit. They will need to know:

- How much money you have for your enterprise project?
- How much money you have spent (costs).
- How much money you have coming in (income).
- How much money you have in the 'bank' (balance).

# Activity 10a: Can we sell it?

Key Stage 2

## Learning outcome

Pupils will have worked together in teams with agreed responsibilities and decided on different ways to price their product.

## Resources needed

- Activity 10 Key word matching task resource sheet
- ICT

## Curricular links

### 1. Literacy and Numeracy Framework

#### Literacy

##### Oracy across the curriculum

Developing and presenting information and ideas;

- Collaboration and discussion.

#### Numeracy

##### Using number skills

Managing money e.g.

- plan and track money and savings by keeping accurate records
- realise that budgeting is important
- use the terms profit and loss in buying and selling activities and make calculations for this.

### 2. ICT

