



# Interreg - IPA CBC

## Bulgaria - Serbia



Thematic distribution of the teaching material in entrepreneurship for secondary education (year 5)  
for students' extensive/additional training

Topic	Description
Resources	Types of resources. Needs. Choice.
Regions	My country after 50 years.
Business	Resources for my business. Are they available in my region? What is region?
Production	Production and consumption.
Goods	Cycle of goods

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Topic 1

No.	Sub-topic	Knowledge, skills, competences	New terms	Pedagogical approach	Assessment tools	Notes
Resources Types of resources. Needs. Needs.						
	Types of resources	Defines resource; recognises different types of resources; Presents ideas and supports them; Provides arguments; Collects information; Gives personal opinion; Makes a summary.	Resource, raw material, material	Presentation Video lesson Discussion Teamwork Project Internet research Meeting an entrepreneur Discussion of a situation (case)	Oral Written Individual Group	
	Needs		Needs, necessities, consumption			
	Needs of resources		Choice, alternatives, optimal option			

Topic 2

No.	Sub-topic	Knowledge, skills, competences	New terms	Pedagogical approach	Assessment tools	Notes
Regions My country after 50 years.						
	State	Distinguishes between state, region, locality, city/village;	State, institution	Presentation Video lesson	Oral Written Individual Group	
	Region	Presents ideas and supports them; Provides arguments;	Region, regional environment	Discussion Teamwork Project Internert research		
	Community	Collects information; Gives personal opinion; Makes a summary.	Community, society, social group	Meating an entrepreneur Competition		

Topic 3

No.	Sub-topic	Knowledge, skills, competences	New terms	Pedagogical approach	Assessment tools	Notes
Business Resources for my business. Are they available in my region? What is region?						
	Business, types of business, people's occupation	Explains what is business, discerns between different types of business, gives examples; Presents ideas and supports them; Provides arguments; Collects information; Gives personal opinion; Makes a summary.	Work, hobby, business, business environment, internal and external factors, resource	Presentation Video lesson Discussion Teamwork Project Interner research Meating an entrepreneur Discussion of a situation (case) Role-play Competition	Oral Written Individual Group	
	Types of resources for the business, methods fo provision					
	Provision of resources Project					

Topic 4

No.	Sub-topic	Knowledge, skills, competences	New terms	Pedagogical approach	Assessment tools	Notes
Production Production and consumption.						
	Production	Is familiar with the results of the results of the production process; Gives examples; Presents ideas and supports them; Provides arguments; Collects information; Gives personal opinion; Makes a summary.	Production, production process, product, service	Presentation Video lesson Discussion Teamwork Project Internet research Meeting an entrepreneur Discussion of a situation (case) Role-play Competition	Oral Written Individual Group	
	Consumption		Market, goods, price, domestic market, foreign market			
	Supply and Demand		Supply, demand			

Topic 5

No.	Sub-topic	Knowledge, skills, competences	New terms	Pedagogical approach	Assessment tools	Notes
Goods Cycle of goods						
	Goods	Gives examples of goods, follows the distribution of goods, is familiar with the people related to this process; Presents ideas and supports them; Provides arguments; Collects information; Gives personal opinion; Makes a summary.	Distribution channel, industrial consumer, end consumer	Presentation Video lesson Discussion Teamwork Project Internet research Discussion of a situation (case) Role-play	Oral Written Individual Group	
	Distribution of goods					
	Project					