<table>
<thead>
<tr>
<th>TERM ALLOCATION AND LENGTH</th>
<th>UNIT</th>
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| TERM 1 10 weeks (2 periods per week) | Practical Bookkeeping | - Introduction to accounting  
- Nature of assets, liabilities, owner’s equity, revenues and expenses  
- Double entry principle  
- General Journal to ledger to Trial Balance  
- What is a share?  
- How the sharemarket works  
- Buying and selling shares on the stock exchange | Practical Exam |
| TERM 1 & 2 9 weeks (1 period per week) | ASX Sharemarket Game | - Preparation of Income Statement and Balance Sheet  
- Types of business organisations  
- Marketing mix (the Four Ps) | Written report |
| TERM 2 6 weeks 3 weeks | Profit Determination Business Organisations & Marketing | - Developing a Business Plan  
- Marketing strategies  
- Product development  
- Promoting a product  
- Language, religion and cultural differences, time differences, currency  
- Business dealings  
- Faux Pas in marketing | Business Plan  
- Video Advertisement  
- Trade Display  
- Oral Presentation |