



Starting a Business 2: People and Networks

Scheme of Work

	Lesson 1	Lesson 2	Lesson 3
Length	Approx. 1 hour	Approx. 1 hour	Approx. 1 hour
Objectives	<ul style="list-style-type: none">• To define different team roles• To reflect on which team role they normally take• To identify different team roles and what makes a team successful	<ul style="list-style-type: none">• To identify and define the 5 main stages of team development• To produce an induction plan for a new team	<ul style="list-style-type: none">• To define networking for business• To identify the benefits of networking• To identify different ways of networking and creating contacts

Lesson plans for each session can be found on the following pages.

Starting a Business 2: People and Networks

Lesson 1 plan

Starter activity	Learning objectives
<p>Students discuss the question: Why are people and networks important for a business? They must write down the 3 most important things they discuss.</p>	<ul style="list-style-type: none"> • To define different team roles. • To reflect on which team role they normally take. • To identify different team roles and what makes a team successful.
Main activities	Resources required
<p>In their own time, students watch the first 1min 50sec of the video on Step 1.3 and makes notes on the different types of team role. The teacher allows them time to finalise their notes in pairs and add examples from their own experience or from a business they know.</p> <p>Students then decide which role they think they normally play (or most commonly play) when in a team. The teacher then splits the class into groups based on which team role they've chosen (if there is only one person in a group, they can choose a second role and join that group instead).</p> <p>Each group must brainstorm the benefits and drawbacks of their role. This should be added to a sheet of paper as a mindmap or table. One person from each team then summarises the group's discussion to the rest of the class.</p> <p>The teacher then highlights the importance of having a balance of team roles to make for an effective team – perhaps reminding them that none of the groups would have been able to complete the brainstorming and summary task without multiple team roles being implemented.</p>	<ol style="list-style-type: none"> 1. Access to FutureLearn course. 2. Devices to watch video on. 3. Paper for mindmapping. <p>Assessment for Learning</p> <p>Summary notes.</p> <p>Contributions to discussion.</p> <p>Differentiation</p> <p>SEND: Video has subtitles, Teacher-led support.</p> <p>Low ability: Peer-learning.</p> <p>Gifted and Talented: Peer-teaching.</p> <p>Plenary</p> <p>In pairs, students then think about one company they know and answer the questions on Step 1.4 of the course.</p>

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Lesson 2 plan

Starter activity	Learning objectives
Students brainstorm how an effective team is created.	<ul style="list-style-type: none"> To identify and define the 5 main stages of team development. To produce an induction plan for a new team.
Main activities	Resources required
<p>The class watches between 1min 50 sec and 4min 08 sec of the video on Step 1.3 of the course and make notes on the 5-stage team development process.</p> <p>Students create their own flow diagram or poster that defines and represents the five stages of team development, including examples from an industry of their choosing. It can be done on paper or digitally.</p>	<ol style="list-style-type: none"> Access to FutureLearn course. Devices to watch video on and create flow diagram. Poster paper and pens (or digital approach).
	Assessment for Learning
	<p>Team development poster/diagram.</p> <p>Induction plan.</p>
	Differentiation
	SEND: Video has subtitles, Teacher-led support.
	Low ability: Peer-learning.
	Gifted and Talented: Peer-teaching.
	Plenary
	In pairs, students design an induction plan for setting up a new team in a business, based on the 5 stages.

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Lesson 3 plan

Starter activity	Learning objectives
<p>Students discuss what it means to network as a business and what the benefits could be.</p>	<ul style="list-style-type: none"> • To define networking for business. • To identify the benefits of networking. • To identify different ways of networking and creating contacts.
Main activities	Resources required
<p>Students watch between 4mins 9sec and 7mins 15sec of the video on Step 1.3 of the course and make notes on networking.</p> <p>In pairs, students choose a company they know and answer the questions on Step 2.2 of the course.</p> <p>As a class, students brainstorm ideas for how contacts can be found and created for a business (some might be industry specific). These can be added to the board by the teacher or as sticky notes by the students.</p> <p>The teacher splits the class into groups and assigns each group an industry (alternatively, students create their own groups of no more than three and select their own industry). Each group creates a poster to identify specifically what networks can do to support a business in that industry.</p>	<ol style="list-style-type: none"> 1. Access to FutureLearn course. 2. Devices to watch the video on. 3. Sticky-notes, poster paper and pens.
	Assessment for Learning
	<p>Summary notes.</p> <p>Example company questions.</p> <p>Class contributions.</p>
	Differentiation
	<p>SEND: Videos has subtitles, teacher-led support.</p> <p>Low ability: Peer-learning.</p> <p>Gifted and Talented: Peer-teaching.</p>
	Plenary
	<p>Students write down the three most important things they think they've learnt from the least three lessons.</p>