# 1. GAC012 Business II: Business Studies

**Weeks 1–12**

GAC012 商科 II：商务研究

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## They should be able to

1. Demonstrate an understanding of important business concepts.
2. Demonstrate an understanding of important business concepts.
3. Demonstrate investigative and analytical skills for a business research task.
4. Identify, evaluate and apply the process and theories of effective management.
5. Demonstrate an understanding of finance and accounting in its application to business environments.
6. Identify, evaluate and apply the process and theories of effective management.
7. Communicate information using appropriate formats for business.
8. Identify, evaluate and apply the process and theories of effective management.
9. Demonstrate an understanding of finance and accounting in its application to business environments.
10. Demonstrate and apply an understanding of the function of the law, human resources management and industrial relations within business contexts.
11. Demonstrate and apply an understanding of marketing strategies.
12. Communicate information using appropriate formats for business.

| Stage | Use | Your notes |
|---|---|---|
| **Starter**<br>10 min · retrieval practice | Topic quiz 01 (10 questions, answers on sheet 2) | |
| **Teach**<br>the new content | Handout 01<br>Slide deck 01<br>Vocabulary list 01 | |
| **Practice**<br>guided then independent | Exercise sheets 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7 | |
| **Check**<br>before they leave | *nothing in the Library for this stage yet* | |
| **Homework**<br>set from the Library | Any unused exercise sheet above | |

# 2. GAC034 Personal Finance & Entrepreneurship

**Weeks 13–22**

GAC034 个人理财与创业

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## They should be able to

1. Create a personal budget to cope with the cost of living at the university.
2. Apply a decision-making model to maximize consumer satisfaction when buying goods and services.
3. Analyze factors that affect the choice of credit, the cost of credit, and the legal aspects of using credit.
4. Create a Business Plan for start-up business.
5. Demonstrate and apply an understanding of marketing strategies.
6. Demonstrate an understanding of finance and accounting in its application to business environments.
7. Create a Business Plan for start-up business.
8. Create a personal budget to cope with the cost of living at the university.
9. Demonstrate an understanding of finance and accounting in its application to business environments.

| Stage | Use | Your notes |
|---|---|---|
| **Starter**<br>10 min · retrieval practice | Topic quiz 02 (10 questions, answers on sheet 2) | |
| **Teach**<br>the new content | Handout 02<br>Slide deck 02<br>Vocabulary list 02 | |
| **Practice**<br>guided then independent | Exercise sheets 2.1, 2.2, 2.3, 2.4, 2.5, 2.6 | |
| **Check**<br>before they leave | *nothing in the Library for this stage yet* | |
| **Homework**<br>set from the Library | Any unused exercise sheet above | |

# 3. GAC022 Business III: International Business Studies **Weeks 23–30**

GAC022 商科 III：国际商务研究

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## They should be able to

1. Describe and analyse key concepts around globalisation.
2. Demonstrate and apply an understanding of the external factors impacting on the development of international business.
3. Demonstrate and apply an understanding of the external factors impacting on the development of international business.
4. Demonstrate investigative and analytical skills for a business research task.
5. Demonstrate, evaluate and apply an understanding of the internal factors which contribute to successful international business interactions.
6. Apply knowledge of marketing strategies to international business contexts.
7. Communicate information using appropriate formats and language for business.

| Stage | Use | Your notes |
|---|---|---|
| **Starter**<br>10 min · retrieval practice | Topic quiz 03 (10 questions, answers on sheet 2) | |
| **Teach**<br>the new content | Handout 03<br>Slide deck 03<br>Vocabulary list 03 | |
| **Practice**<br>guided then independent | Exercise sheets 3.1, 3.2, 3.3, 3.4, 3.5 | |
| **Check**<br>before they leave | *nothing in the Library for this stage yet* | |
| **Homework**<br>set from the Library | Any unused exercise sheet above | |