

# Leaving Certificate

# Business Studies

## Domestic Environment

Please see *Teachers' Notes* for explanations, additional activities, and tips and suggestions.

<b>Learning Support</b>	Vocabulary, key terms working with text and writing text	Pages 3-9, 12-15
<b>Language Support</b>	Vocabulary, key terms, grammar, working with text and writing text	Pages 3-15
<b>Subject class</b>	Key vocabulary	Pages 3-9
<b>Learning focus</b>	Using Business Studies textbooks and accessing curriculum content and learning activities.	
<b>Levels for Language Support students</b>	Students' English-language skills should be developed to <b>Level B1</b> during funded Language Support. Mainstream subject learning will require the development of skills at <b>Level B2</b> if students are to cope with public examinations.	
<b>Acknowledgement</b>	The <i>English Language Support Programme</i> gratefully acknowledges the permission of Gill and Macmillan to reproduce excerpts from <i>The Business Leaving Certificate</i> by John F. O'Sullivan.	
<b>Contents of this Unit</b>		<b>Page</b>
	Keywords	3
	Vocabulary file	4,5,6
	Activating students' knowledge	7
	Focus on vocabulary	8,9
	Focus on grammar ( <i>opposites, sentence order, verbs</i> )	10,11
	Focus on reading	12,13,14
	Focus on writing ( <i>writing paragraphs</i> )	15
	Answer Key	16,17,18

## Using this unit

### Learning support, language support and mainstream subject class

The sections *Focus on vocabulary*, *Focus on reading* and *Focus on writing* are suitable for **Learning Support**.

The sections *Activating students' knowledge*, *Focus on vocabulary*, and *Focus on grammar* have been designed, in particular, for **Language Support** classes.

*Focus on vocabulary*, *Focus on reading* and *Focus on writing* are suitable for use in **Learning Support**, **Language Support** and **subject classes**.

### Answer Key

Answers are provided at the end of the unit for all activities except those based on free writing.

### Textbooks

This unit focuses on the section *Domestic Environment* of the Leaving Certificate Business curriculum. Students will need to use their textbooks if they are to gain the most benefit from the activities.

### Learning Record

The Learning Record is intended to help students monitor their progress. This can be downloaded or printed from the website in the section *Advising Students and Record of Learning for the Leaving Certificate*. A copy of the Learning Record should be distributed to each student for each unit studied.

Students should:

1. Write the subject and topic on the record.
2. Tick off/date the different statements as they complete activities.
3. Keep the record in their files along with the work produced for this unit.
4. Use this material to support mainstream subject learning.

### Symbols

Symbols are used throughout the unit to encourage students to develop their own learning and support materials.



prompts students to file the sheet when they have completed the activity. This is used for activities which can be used as a reference in the future e.g. for subject classroom, revision, homework etc.



prompts students to add vocabulary, definitions, or examples of vocabulary in use to their own personal glossary for the topic. A personal glossary makes study and revision more efficient.

## Keywords

### Organisations

IDA  
Bord  
FAS  
Éireann

### Business

company  
limited  
services  
enterprise  
firm  
plc  
co. or Co.  
corporation  
entrepreneur  
franchise  
transnational  
indigenous  
manufacturing  
industrial  
privatised  
banking  
foreign  
consultancy  
alliances  
sector  
partnership  
merger  
industry  
initiative

### Natural environment

forestry  
environment  
agriculture  
resources

### People

shareholder  
operative  
employee  
stakeholder  
partner  
director  
owner  
producer  
investor  
member

community  
skills  
expertise

### Finance

costs  
capital  
grants  
profits  
tax  
investment  
prices  
income  
dividends  
subsidies  
accounts  
wages  
royalties  
expenditure  
payments  
currency  
exchange rate  
assets  
to invest  
to borrow

### Activities

employment  
development  
trading  
export  
job creation  
sales  
management  
expansion  
growth  
initiatives  
production  
interest

### Government

state  
revenue  
infrastructure  
regulation  
economy  
inflation  
agency  
statutory

to monitor  
Act

### Social responsibility

responsible  
standards  
risk  
ethical  
ethics  
jobs  
pollution

### Company formation

memorandum  
shares  
feasibility  
public limited company  
sole trader  
Registrar of  
Companies  
registered

### Verbs

to increase  
to reduce  
to provide  
to convert  
to encourage  
to stimulate  
to promote  
to affect

### Other terms

impact  
trend  
local  
issues  
abroad  
advantages  
disadvantages  
raw  
liability  
disposable  
owned  
favourable  
output  
formalities  
technology  
training

NAME: \_\_\_\_\_ DATE: \_\_\_\_\_  
Leaving Certificate BUSINESS: Domestic Environment

Vocabulary file for the topic  
**Domestic Environment**

Word	Meaning	Page(s) in my textbook	Note
agriculture			
forestry			
fishing			
mining			
energy			
scenic landscape			
trend			
indigenous			
transnational			
manufacturing			



NAME: \_\_\_\_\_ DATE: \_\_\_\_\_  
Leaving Certificate BUSINESS: Domestic Environment

Word	Meaning	Page(s) in my textbook	Note
memorandum of association			
compliance			
PLC			
joint venture			
franchising			
co-operative			
state enterprises			
job security			
inflation			
grants and subsidies			
exchange rates			



**NAME:** \_\_\_\_\_ **DATE:** \_\_\_\_\_  
**Leaving Certificate BUSINESS: Domestic Environment**

<b>Word</b>	<b>Meaning</b>	<b>Page(s) in my textbook</b>	<b>Note</b>
government policies			
revenue			
expenditure			
infrastructural development			
agencies			
privatisation			
ethics			
environment			
social responsibility			



## Introduction

### Activating students' existing knowledge

Use a spidergram to activate students' ideas and knowledge on the key points in this chapter. See **Teachers' Notes** for suggestions.

Possible key terms for the spidergram:

### Natural resources in Ireland

#### Types of industry and businesses in Ireland

- Invite newcomer students to provide key words in their own languages.
- Encourage dictionary use.
- Encourage all students to organise their vocabulary into relevant categories (e.g. meaning, nouns, keywords, verbs etc.).



All students should record vocabulary and terms from the spidergram in their personal dictionaries.

Language Level: B1 Individual / pair
-----------------------------------------

**Focus on vocabulary**

**1. Word building**

Complete as much of the grid as possible. There may not be words for every space. Use your dictionary or textbook if necessary.

Noun – object / action /situation	Person / people / thing	Adjective	Verb(s) 1) verb form of the noun 2) verb typically used with this noun
consultancy			
stimulation			
infrastructure			
investment			
conversion			

**2. Identifying vocabulary**

**Business in the domestic environment** is very important for the economic success of a country. Circle the words or terms in the box that relate to the domestic business environment. Look through your textbook if you are not sure.

television	tourism	indigenous
industry	brewing exams	photograph code of ethics
enterprises	construction	subsidies children
forestry	pollution	books economy traffic
school	infrastructure	weather

What do these words mean in this topic?

grants \_\_\_\_\_

currency \_\_\_\_\_





### 3. Matching

Match each expression in Column A with a definition in Column B. Draw a line between the matching expressions. Look at your textbook if you need help.

Column A	Column B
agribusiness	tourist activities to attract visitors to country areas
private limited company	enterprises set up, financed and controlled by the Government
co-operative	an increase in prices and the cost of living which takes place over time
state enterprises	a business owned and run by a group of people who have equal shares and who decide how it is managed
rural tourism	a company (firm) in which shareholders provide money to finance the firm and receive shares in return
inflation	industries that use agricultural produce such as milk and beef

### 4. Completing sentences

Choose the best word or phrase to complete the sentences below. Put a), b) or c) in the space.

- A financial co-operative owned by the members is called a \_\_\_\_\_.  
**a) post office                      b) pharmacy                      c) credit union**
- The \_\_\_\_\_ is responsible for developing enterprise in a particular area.  
**a) County Council                      b) County Enterprise Board      c) Government**
- The \_\_\_\_\_ ensures that businesses do not damage the environment.  
**a) inspector                      b) manager      c) Environmental Protection Agency**
- The moral principles that help businesses make decisions are \_\_\_\_\_.  
**a) ethics                      b) rules                      c) laws**
- \_\_\_\_\_ means avoiding pollution.  
**a) dumping                      b) social responsibility                      c) traffic**



Language Level: B1 Individual / pair
-----------------------------------------

### Focus on grammar

#### 5. Opposites

Complete the grid by filling in the opposites of the words in column A. All the words appear in this unit.

Be careful with spelling. Check your dictionary if you are not sure and add new words to your personal word list.

Column A	Column B
eligible	
cheap	
reduced	
high	
less	
to rise	
employment	
profit	
to decrease	
fair	



#### 6. Completing sentences

Complete these sentences using words from the grid above. Think carefully about the meaning of each sentence. If you are not sure, check your textbook.

- \_\_\_\_\_ interest rates encourage new investment.
- When inflation \_\_\_\_\_ goods are more expensive.
- The aim of community development is to increase \_\_\_\_\_.
- Grants are provided for \_\_\_\_\_ projects only.
- Socially responsible employers pay \_\_\_\_\_ wages to workers.
- Fuels are becoming more \_\_\_\_\_.

### 7. Sentence order

Put the words in the correct order to form sentences.

Be careful about capital letters, don't forget to use capitals for proper names!

Remember punctuation!

a) means development sustainable environment future the generations protecting for

\_\_\_\_\_

b) the protection protects data of against the agency misuse information.

\_\_\_\_\_

c) is corporation low it investment encourages tax growth if business and

\_\_\_\_\_

d) and airports telecommunications all roads are infrastructure parts of railways

\_\_\_\_\_

e) rates and impact on exports exchange imports

\_\_\_\_\_

### 8. Verbs

Use the verbs in brackets to complete this text. The verbs will be used in **active** and **passive** forms.

#### Transnational corporations

Transnational corporations \_\_\_\_\_ (to have) their head office in one country and their factories or plants in another country. Funds \_\_\_\_\_ (to raise) in different countries. Decisions \_\_\_\_\_ (to make) on an international scale and are not controlled by the rules of any one country. The head office \_\_\_\_\_ (to be) usually in a large city where communications are good. Often plants or factories \_\_\_\_\_ (to establish) in less developed areas. A transnational can \_\_\_\_\_ (to decide) to close a factory in one country and open in another country where costs are lower.

Language Level: B1 / B2 Individual / pair
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**Focus on reading**

**9. Read the text and indicate with a tick (✓) whether the statements below are True or False.**

**Forestry in Ireland**

The government has undertaken extensive schemes of reforestation in an effort to reduce the country's dependence on timber imports and to provide raw materials for industry.

Falling farm incomes mean that forestry has become an attractive option for many farmers who grow trees on marginal land which is not useful for agriculture.

To encourage the development of the industry there is a grant scheme in operation. This helps overcome the initial costs associated with planting trees and the long period of time to get a return in the investment due to the long growing period for trees.

	True	False
All timber grown in Ireland is exported.		
Trees are often grown on land that is not good enough for agriculture.		
Farmers have been earning less money recently.		
It is not possible to get a grant for planting trees.		
Trees take a long time to grow.		
Farmers can get a fast return on their investment.		

**10. Reading to find the main points**

**First read the statements below:**

- a) Development of turf is the responsibility of Bord na Móna **Yes**  **No**
- b) Most turf is used for gardening. **Yes**  **No**
- c) Peat briquettes are used for domestic heating. **Yes**  **No**

**Now read this extract quickly then go back and tick Yes if the statement is correct or No if it is incorrect.**

Ireland has large reserves of turf whose development is handled by the state company Bord na Móna. Most of the output goes to serve the generating station run by the ESB and the domestic heating market. Peat briquettes are also used for domestic heating purposes and peat moss is used for horticultural purposes.



## 12. Reading for the main idea

You do not have to slowly read through every sentence and paragraph in a textbook. It is always good to read with a purpose. In this exercise you must read each paragraph (taken from your textbook) to decide on the main idea. You must then select a title for each paragraph from the list below.

Each paragraph refers to a different type of company:

- A state enterprise
- A transnational company
- A co-operative

a. Title \_\_\_\_\_

These companies have a head office which is usually located in a large city in the country of original of the company. They have plants located in other places around the world.

They produce goods in countries where material and labour costs are cheaper and sell a standardised product globally, sometimes with adaptations to suit the local market.

Important decisions for the whole organisation are made by head office.

b. Title \_\_\_\_\_

These businesses are owned and controlled by members. Each member holds one share and has one vote. A minimum of seven people is required to set up such a business. The business must have a name and a registered office. Such businesses are controlled on a democratic basis with members establishing policy and making decisions.

The businesses serve their members and the local communities. The business operates for the benefit of its members.

c. Title \_\_\_\_\_

These enterprises are set up and owned by the government. Each enterprise is under the control of a government minister and department. Capital to finance the enterprise is provided by the government which must also finance any losses made.

The government decides the rules and regulations for the operation of the enterprise.

Language Level: B1 / B2  
Pair writing

## Focus on writing

### 13. Writing paragraphs

Paragraphs should focus on one piece of information. The following is a paragraph from your textbook about business ethics.

- a) Read the paragraph below and find a sentence that does not belong there. Draw a line through the sentence.

A business may make ethical decisions because they believe in them or because they feel that by showing they are ethical they will improve sales. Jobs may be lost as privatised companies strive to become more efficient. For example, the Body Shop made their market niche out of the fact that their products were not tested on animals. So the ethical nature of the product becomes part of the unique selling point (USP) of the product and central to the marketing of the product.

- b) Using your textbook for extra information, write a **paragraph** on **two** of the following topics. Some key terms are provided for each topic to help you.

**Topic 1 Social responsibilities of business**

*(duty / honesty / fair / conditions for employees / safety / pollution )*

**Topic 2 Environmental awareness in business and enterprise**

*(natural resources / waste / energy / pollution)*

**Topic 3 A good business climate**

*(taxation / social partnership / economic policies / regulations)*

**Topic 4 Unemployment**

*(loss of earnings / loss of skills / costs to government / social costs)*

**Answer Key**

**Focus on vocabulary**

**1. Word building**

Noun – object / action /situation	Person / people / thing	Adjective	Verb(s) 1) verb form of the noun 2) verb typically used with this noun
consultancy	consultant		to consult
stimulation	stimulant	stimulating	to stimulate
infrastructure		infrastructural	
investment	investor		to invest
conversion		convertible	to convert

**2. Identifying vocabulary**

television	tourism	indigenous	
industry	brewing	photograph	code of ethics
	exams	subsidies	children
forestry	enterprises	construction	studying
	pollution	books	economy
	school	infrastructure	traffic
			weather

grants = money given (especially by the government) for a particular purpose  
 currency = the money that is used by a particular country or group of countries (e.g. the euro)

**3. Matching**

Column A	Column B
agribusiness	industries that use agricultural produce such as milk and beef
private limited company	a company (firm) in which shareholders provide money to finance the firm and receive shares in return
co-operative	a business owned and run by a group of people who have equal shares and who decide how it is managed
state enterprises	enterprises set up, financed and controlled by the Government
rural tourism	tourist activities to attract visitors to country areas
inflation	an increase in prices and the cost of living which takes place over time

**4. Completing sentences**

1. c)
2. b)
3. c)
4. a)
5. b)



**Focus on grammar**

**5. Opposites**

Column A	Column B
eligible	ineligible
cheap	expensive / dear
reduced	increased
high	low
less	more
to rise	to fall
employment	unemployment
profit	loss
to decrease	to increase
fair	unfair

**6. Completing sentences**

- a) **Low** interest rates encourage new investment.
- b) When inflation **increases/rises** goods are more expensive.
- c) The aim of community development is to increase **employment**.
- d) Grants are provided for **eligible** projects only.
- e) Socially responsible employers pay **fair** wages to workers.
- f) Fuels are becoming more **expensive**.

**7. Sentence order**

- a) Sustainable development means protecting the environment for future generations.
- b) The data protection agency protects against the misuse of information.
- c) If corporation tax is low, it encourages business growth and investment.
- d) Roads, railways, airports and telecommunications are all parts of infrastructure.
- e) Exchange rates impact on imports and exports.

**8. Verbs**

Transnational corporations **have** their head office in one country and their factories or plants in another country. Funds **are raised** in different countries. Decisions **are made** on an international scale and are not controlled by the rules of any one country. The head office **is** usually in a large city where communications are good. Often plants or factories **are established** in less developed areas. A transnational can **decide** to close a factory in one country and open in another country where costs are lower.

**Focus on reading**

**9. Forestry in Ireland**

	True	False
All timber grown in Ireland is exported.		√
Trees are often grown on land that is not good enough for agriculture.	√	
Farmers have been earning less money recently.	√	
It is not possible to get a grant for planting trees.		√
Trees take a long time to grow.	√	
Farmers can get a fast return on their investment.		√

**10. Reading to find the main points**

- a) Yes
- b) No
- c) Yes

**11. Indigenous Firms**

- 1. a)
- 2. a)
- 3. b)
- 4. b)
- 5. a)

**12. Reading for the main idea**

- a. A transnational company
- b. A co-operative
- c. A state enterprise

**13. Writing paragraphs**

a)

A business may make ethical decisions because they believe in them or because they feel that by showing they are ethical they will improve sales. ~~Jobs may be lost as privatised companies strive to become more efficient.~~ For example, the Body Shop made their market niche out of the fact that their products were not tested on animals. So the ethical nature of the product becomes part of the unique selling point (USP) of the product and central to the marketing of the product.