

## Servicing the Community – Business Management

This module gives students examples of how they can have a job servicing the community.

### Magazine with activities

Gurrundul and Rayleen manage Bush Medicine and Bush Foods businesses, and Derek, Fenton, Jo-anne, and Steve work at and manage Mistake Creek cattle station.

Students will learn:

- the type of work and skills involved in managing a business
- how to budget for overheads and calculate profit from sales
- managing staff payroll from timesheets and pay scales
- how balance a budget sheet
- the different factors that affect the costs and revenue of a cattle station.



### Curriculum Links

PreVET reinforces and authentically contextualises curriculum learning. For detailed mapping, see [6b-curriculum-mapping.xlsx](#)

#### Australian Curriculum Prior Learning

- English: Receptive mode – Students select and use evidence from a text to explain their response to it.
- Mathematics: Students solve problems involving percentages and all four operations. They compare the cost of items to make financial decisions.
- Science: Contributions are made by people from a range of cultures.
- History: The importance of country and place to Australia's first peoples.

#### T-9 Net Diagnostic Continua




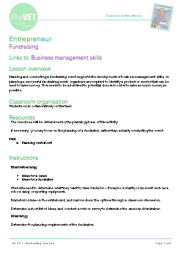
- Reading: Breaking the written code, Making meaning, Using text
- Writing: Making the written code, Purpose, Audience & Devices.
- Numeracy: Operating & Calculating, Chance & Data, Time, Understanding numbers and how they work.

#### Australian Core Skills Framework

- Reading, Oral Communication Levels 2-4
- Numeracy Levels 2-3

# Overview of 6B Business Management – Activities

See [m6b-transcript-answers.pdf](https://www.6b.com.au/m6b-transcript-answers.pdf) for Activity Answers, [m6b-quiz-answers.pdf](https://www.6b.com.au/m6b-quiz-answers.pdf) for Quiz Answers.

		Overview	Key Vocabulary	Teaching ideas	Related Games	Quiz Questions
A1 Bush Medicine Business		Working out business profits for the Yirrkala Rangers Bush Medicines by calculating total sales minus production costs such as ingredients and packaging. Key points: - Calculating production costs and profit for a small business	Profit Product Overheads Production Costs Packaging Intellectual Property	Discuss with students how the rangers need to look after the plants they use – ensuring the continual growth of new plants. Have a guest speaker in to show students bush medicine around the school. Create a mini project about the importance of country and place for a particular group of Aboriginal and/or Torres Strait Islanders. Students could come up with the inquiry questions themselves.	6B.S3.G1.1 Snakes & Ladders	1, 2, 3, 10
A2 Bush Food Business		Managing payroll, staff, budgeting and working out the income for a medium-sized Bush Foods business Key points: - Calculating monthly profit by working out overheads and payroll - Using a budget balance sheet	Payroll Budget Turnover Revenue Income Marketing and advertising Superannuation Casual loading	Superannuation is used in this activity but it may need further explanation as, or before, they watch the video. Explanation of rounding to 2 decimal places for money will be needed. (Super is now 9.25% but at time of publishing the material it was 9% - may need to let students know when it comes to the activities on super to use 9% to get the correct answer. But you could also calculate it as a class at the current rate.)	6B.S3.A2 Fish tank - Scootle	4, 5, 6, 7
A3 Cattle Station Management		Calculating business costs and profits in a large scale cattle station business Key Points: - Calculating staff costs based on cattle industry awards and qualifications - Calculating irregular and regular costs due to seasonal changes - Calculating profit dependent on export and abattoir prices	Salary Pay Scales Award Overhead costs Stock Maintenance Abattoir Live export Revenue	This is a very complex example, it would be good to have a running sheet for students to fill in as they go. This will allow the class to show their calculations, not just the answers. Another way would be to teach them spreadsheets and formulae to track the calculations. Students need to find a percentage of a wage.	6B.S3.A3 Canteen - Scootle	8, 9, 10
Lesson – Fundraising		Planning and conducting a fundraising event supports the development of business management skills. In planning a successful fundraising event, organisers are required to identify a product or service that can be used to raise money. This needs to be advertised to potential donors in order to raise as much money as possible.	Float Fundraise Product Advertise Donors	For the fundraiser, students could make their own products from local knowledge of the bush around them. This could come from a guest speaker who could give students an idea of what to make – lip balm, insect repellent, etc. The students could then try and sell to the community at a market or in front of the local supermarket. Students could write a letter to the principal to ask permission for the fundraiser and to persuade him/her about using the money for a particular cause, charity or event at the school. For this activity you could explicitly teach persuasive writing skills.	6B.S3.G2.1 Sausage Sizzle 6B.S3.A1 Sell Lemonade 6B.S3.A4 Fundraising	