



Determined To Succeed
Lesson Plan – 50 mins.
Enterprise – Orkney Creamery

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|------|---------|---------|-------|---------------------|---------------------|
| Date | Period | Subject | | Programme of study | Class/ability level |
| NOR | Present | Boys | Girls | Gifted and talented | SEN pupils |

Lesson Objectives:

- Learners will explain why owners took up the opportunity to develop Orkney Creamery
- Learners will outline the basic sources of financial and other support used
- Learners will explain the contribution of Orkney Creamery to Scottish economy

| Timing | Activity | Resources |
|--------|---|--|
| 0-5 | Class arrive, settle and take the register | Register |
| 5 -10 | <p>Introduction</p> <p><i>Lesson is about changing a business to make it work better. About getting financial help and support to do this. About how a business helps the whole Scottish economy.</i></p> <p>Ask the whole group the question “What does <u>diversification</u> mean?”</p> <p>Test learners understanding by using a simple business such as a Car Washing service; how could such a business ‘diversify?’</p> <ul style="list-style-type: none"> - valet inside the car - steam clean the engine - sell accessories too - sell refreshments. <p><i>i.e. the business diverts from its original purpose.</i></p> <p>Give out the Orkney Creamery case study.</p> | Orkney Creamery case study |
| 10-25 | <p>Development 1</p> <p>In this activity, teams will each take separate themes from the case study and ‘teach’ the rest of the class:-</p> <p>Divide the class into three teams; each team will be given a similar collective task, which is to take specific information from the case study and prepare to re-present it in another format to the rest of the class.</p> | Team worksheets for Orkney Creamery case study |



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|----------------|---|---|
| 25 -45 | Development 2 Team presentations on each topic:- Team 1 – storyboard of Orkney Creamery diversification Team 2 – different kind of business help Team 3 – how Orkney Creamery helps Scottish economy. Each audience to ‘assess’ the presentations and give feedback. | Flipcharts; PowerPoint, other means of presenting information |
| 45 - 50 | Plenary Session What have we learned? Re-cap on Orkney changes from traditional farm to range of products for different markets. Importance of financial backing and other advisory and practical help. Orkney Creamery creates jobs; creates wealth for other businesses too; Scottish exports. | |