



## Teacher guide

### Sectors of industry - Lafarge

#### Where does the lesson fit?

This session would fit in a Nature of Business or Operations module to introduce the sectors of industry, before going on to explore added value in more depth.



#### Suggested resources & activities related to Lafarge and sectors of industry:

- Full Lafarge case study
- Sectors of industry PowerPoint
- Sustainability lesson resources
- Lafarge crossword
- Lafarge word search

#### Suggested timings for the session

10 mins	Starter e.g. Lafarge word search
5 mins	Use the Sectors of industry PowerPoint to discuss the topic
5 mins	Read the case study
10 mins	Questions
20 mins	Task – classifying businesses
10 mins	What have you learned?

#### Answers to questions

1. What is the primary sector of industry?  
The primary sector is concerned with the extraction of raw materials. Examples include fishing, mining, farming and quarrying.
2. Give examples of Lafarge activities in the tertiary sector.  
The transportation of the finished product to the customers and the specialist after-sales service offered by Lafarge are examples of tertiary sector operations. IT, purchasing and customer service teams all provide ongoing support and advice for customers.



## **THE TIMES 100**

### **BUSINESS CASE STUDIES**

3. What do you think has happened to the importance of the tertiary sector in the UK over the last few decades?

The importance of the tertiary sector has increased over time in the UK as the percentage of workers employed in this industry has increased. This is due to a number of reasons including:

- People have more leisure time
- People have more money to spend on goods and services
- The primary and secondary sectors have declined and there are fewer workers employed in heavy industry

4. Explain why the different sectors of industry are interdependent. Use examples from the Lafarge case study to help you answer this question. Activities in one sector are likely to rely on some businesses to supply raw materials and other business to act as customers e.g. before Lafarge can make cement in the secondary sector, it is reliant on quarrying of rock in the primary sector. Once the cement has been made, it needs to be transported to the end user.

#### **What have you learned?**

Expected learning would include:

- The three sectors of industry
- Examples of business activity in each of the three sectors
- How the sectors are dependent on each other
- Chain of production
- Added value