



# THE TIMES 100

## Sectors of industry - teacher guide & answers (OPITO)

### Card sort

Ready meal: Trawlermen → Ocean Pie → Supermarket  
Bread loaf: Farmer → Four milled → Sandwich company  
Petrol: Crude oil → Oil refined → Tankers to forecourts

### GCSE activity - presentations

Personal learning and thinking skills					
Independent enquirers	Team workers	Effective participants	Self managers	Reflective learners	Creative thinkers
	✓				

### A' Level activity – Info sheet

Personal learning and thinking skills					
Independent enquirers	Team workers	Effective participants	Self managers	Reflective learners	Creative thinkers
✓			✓		✓

E-D students are likely to include definitions of the sectors of industry, chain of production and added value as well as applying these in the context of the oil and gas industry.

C-A students, in addition to the above, are likely to analyse the methods of adding value and explore the reasons why it is important for firms to add value to their products



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## Sectors of industry worksheet

1. The primary sector is concerned with extracting **raw materials**
2. The secondary sector involves **manufacturing** and **processing** goods
3. The tertiary sector is concerned with providing **services**
4. The chain of production is the movement of a product through the **sectors of industry**
5. The primary and secondary sectors have declined in the UK with fewer people now employed in these sectors. The tertiary sector has grown in importance with about 75% of the UK's GDP now coming from service industries.
6. Adding value means increasing the amount the consumer is willing to pay for the product. Value can be added through production, quality, branding, convenience, design and having a unique selling proposition (USP).
7. Each of the sectors of industry is interdependent. They rely on the activities of suppliers in earlier stages of the chain of production, or on customers in later stages. For example, the secondary sector in the oil and gas industry relies on the exploration and extraction activities that occur in the primary sector to provide it with the crude oil from which to make more useable products. Additionally, the primary sector relies on the secondary sector as customers for its raw materials.
8. More resources should be invested in primary activities than secondary and tertiary activities because:
  - Without the crude oil and gas that is found and extracted in the primary sector, there would be no need for the activities in the other sectors
  - As fuel is being used, investment into the exploration of new sources of oil and gas is vital to ensure the current and future needs of the industry are met.

However...

- As all the sectors are interdependent the primary sector still needs activities in the other sector for it to survive. Consumers expect oil to be refined and transported to them for example. Therefore, the other two activities require just as much investment.

E-D students are likely to provide and explain reasons for and/or against greater investment in the primary oil and gas activities

C-A students should analyse the different reasons for and against this greater investment. To reach AO4 students must make a justified decision.



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## Mini-plenary matching task

Primary	Farming, fishing, mining, quarrying
Secondary	Computer manufacture, construction, oil refinery, ship building
Tertiary	Banking, nursing, retailing, transport