



THE TIMES 100

Sectors of industry – lesson suggestions & activities

Lesson objectives

By the end of the lesson students should be able to...

- Understand the meaning of primary, secondary and tertiary sectors (AO1) and give examples of industries in each of these sectors (AO2)
- Explain, giving reasons, the changing nature and importance of the primary, secondary and tertiary sectors of the UK (AO2)
- Explain the chain of production and understand the meaning of added value (AO1), give examples of sources of added value (AO2) and analyse the need for businesses to add value (AO3)

Starter activities

- **Card sort** - the aim is to show students that products go through different stages in the chain of production and introduce them to industries in different sectors (*resource attached*)
- **Warburtons word search** of the key terms

Delivery ideas

- Use of the **Sectors of Industry slide show** to introduce the topic and apply the theory in the context of a well known business . Warburtons.
- GCSE . After reading the **Introduction** and **Sectors of industry** sections of the **Warburtons case study** together, students are split into groups. Each group is assigned one of the sectors of industry. They then read the relevant section of the case study and create a presentation explaining that sector in the context of Warburtons, which is then shown to the rest of the class.
- AqLevel - Using the **Warburtons case study** for guidance, students create an information sheet for a proposed new bakery, recommending why and how it can add value to its products by managing all three sectors in its supply chain. The info sheet should include definitions of the three sectors as well as a chain of production and added value
- **Sectors of industry worksheet** (*resource attached*)



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Plenary activities

- Mini plenary . **matching activity** whereby students match different industries to the relevant sector (*resource attached*)
- **Sectors of industry bingo** (*resource attached*)
- **Role reversal** . students take the role of teacher and write questions based on the lesson objectives which are then posed to the rest of the class



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Sectors of industry – card sort

Sort the steps on the cards into three separate processes that the following products would have to go through:

- Ready meal
- Loaf of bread
- Litre of petrol

Trawlermen catch fish	Crude oil is extracted from wells under the sea	Farmer grows wheat
Fish made into Ocean Pie in a factory	Tankers carry the fuel to petrol station forecourts	Wheat is milled into flour and baked into loaves
Crude oil is refined and petrol is produced	Bread is used by sandwich companies	Product is sold in a supermarket



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Sectors of industry – matching task

Place each of the following in the correct box:

- Banking
- Computer manufacture
- Construction
- Farming
- Fishing
- Mining
- Nursing
- Oil refinery
- Quarrying
- Retailing
- Ship building
- Transport

Primary Sector



Secondary Sector



Tertiary Sector





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Sectors of industry – worksheet (Warburtons)

What's in it for me?

I am learning...

- what is meant by primary, secondary and tertiary sectors and the chain of production
- why and how value is added in the chain of production
- the reasons for the changes in importance of the sectors of industry

I am developing my skills as...

- A *self manager* by organising my time effectively to ensure the tasks are completed on time
- An *independent enquirer* by planning and carrying out research to help me answer questions

Task 1

Read through the Warburtons case study. Use the glossaries to help you learn the relevant terms and definitions.

Task 2

GCSE Questions

Using the case study to help, answer the following questions:

1. The primary sector is concerned with extracting _____ .
2. The secondary sector involves _____ and _____ goods.
3. The tertiary sector is concerned with providing _____ .
4. The chain of production is the movement of a product through the _____ of _____ .



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5. Using the sectors of industry section of the case study, explain the changes that have occurred in the importance and the three sectors of industry

6. What is meant by adding value?

7. Using the primary, secondary and tertiary sections of the case study, analyse how Warburtons have added value for the consumer through the chain of production.



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A' Level Questions

8. To what extent should firms like Warburtons ensure that sustainable and responsible practices are upheld throughout their supply chains?

9. Should Warburtons invest more in the primary sector by buying and running its own wheat farms?



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Task 3

Plan and carry out research to discover the reasons for the changes in importance of the sectors of industry that you identified in question 5. Use your findings to complete the table below

The changes in the primary sector have occurred because...	The changes in the secondary sector have occurred because...	The changes in the tertiary sector have occurred because...



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Sectors of industry bingo

Students to write any nine of the following terms at random into a 3 x 3 grid (a simple noughts and crosses grid is all that is required).

- Adding value
- Brand
- Bread manufacture
- Chain of production
- Declined
- Farming
- Increased
- Primary sector
- Quality
- Retailing
- Secondary sector
- Tertiary sector
- USP

The teacher reads out the definitions, again at random. If the students have the relevant term, they mark it on their bingo grid. Prizes can be presented for the first student to get a line, four corners or a full house.

Adding value - increasing the price the consumer is prepared to pay for a product

Brand - adds value to a product or firm by making it easily recognisable

Bread manufacture - an example of secondary sector industry

Chain of production - the process which sees a product move through the three sectors of industry, adding value at each stage

Declined - what has happened to the primary and secondary sectors in the UK

Farming - an example of primary sector industry

Increased - what has happened to the tertiary sector in the UK

Primary sector - the first stage of production that is concerned with the extraction of raw materials

Quality - adds value to a product by making sure it meets expected standards

Retailing - an example of tertiary sector industry

Secondary sector - the sector of industry that is concerned with manufacturing and processing

Tertiary sector - the sector of industry which involves providing services

USP - adds value to a product or firm by making it one of a kind