

**MARKETING**  
**SS I**  
**FIRST TERM**

**SUB-THEME 1: MEANING AND CONCEPT OF MARKETING**

| WEEK | TOPIC                         | PERFORMANCE OBJECTIVES                                                                          | CONTENT                                                                                                                                                                  | ACTIVITIES                                                                                        |                                                          | TEACHING AND LEARNING RESOURCES                             | EVALUATION GUIDE                                                                          |
|------|-------------------------------|-------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|----------------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------------------------------------|
|      |                               |                                                                                                 |                                                                                                                                                                          | TEACHER                                                                                           | STUDENTS                                                 |                                                             |                                                                                           |
| 1    | Introduction to Marketing I   | Students should be able to:<br>(1) define marketing.<br>(2) explain various terms in marketing. | (1) Meaning of marketing.<br>(2) Marketing terms:<br>- needs<br>- wants<br>- demands<br>- products<br>- exchange<br>- transaction<br>- market<br>- marketing management. | (1) Guides students to explain the meaning of marketing.<br>(2) Explains various marketing terms. | Listen attentively.                                      | (1) Textbooks<br>(2) Magazines                              | Students to:<br>(1) state the meaning of marketing.<br>(2) identify four marketing terms. |
| 2    | Introduction to Marketing II  | Students should be able to discuss the main functions of marketing.                             | (1) Functions of marketing system:<br>- maximise consumption<br>- maximise consumer satisfaction<br>- maximise choice<br>- maximise life quality.<br>- maximise profits. | Discusses the functions of marketing.                                                             | (1) Listen attentively<br>(2) Participate in discussion. | (1) Textbooks<br>(2) Magazines<br>(3) Chart<br>(4) Pictures | Students to:<br>State the main functions of marketing.                                    |
| 3    | Introduction to Marketing III | Students should be able to give brief history of marketing in Nigeria.                          | History of marketing in Nigeria:<br>colonial age.                                                                                                                        | Explains the history of marketing in Nigeria.                                                     | Listen attentively.                                      | (1) Textbooks<br>(2) Magazines                              | Students to:<br>give a brief history of marketing.                                        |
| 4    | Introduction to Marketing IV  | Students should be able to give brief history of marketing in Nigeria.                          | History of marketing in Nigeria:<br>colonial era 1900-1960<br>post independence age 1960 to date.                                                                        | Gives the history of marketing in Nigeria.                                                        | Listen attentively                                       | (1) Textbooks<br>(2) Magazines                              | Students to:<br>give a brief history of marketing.                                        |

# Neco Scheme Of Work

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