

Theme	Key Stage	Curriculum Link	Possible Writing Links/ Activities	Research Questions	Links
Commerce	KS2	<p>Geography</p> <p>To locate the world's countries, using maps to focus on Europe (including the location of Russia) and North and South America, concentrating on their environmental regions, key physical and human characteristics, countries, and major cities.</p> <p>General Maths topics</p> <p>Activities include calculating distance, chronological ordering, conversion between old and new money, percentages and multiplication.</p>	<p>Use the Salesman receipts to identify some of the places in the UK the Salesman visited. Mark these on a map.</p> <p>Place the Salesmen trips on a timeline. Did he do repeat business anywhere?</p> <p>Newman Brothers also sold their products overseas. Using extracts from the International Sales Ledgers from the 1930s and 1940s, mark on a World Map which countries Newman Brothers traded with. What do their sales abroad tell us about the company? Discuss the similarities and differences between the areas that Newman Brothers sold to.</p>	<p>What is a travelling salesman?</p> <p>Find out who Arthur Allen and Dai Davies were, and the roles that they had in the factory.</p> <p>Where did the salesmen travel to in the UK?</p> <p>What evidence is there that Newman Brothers had a global trade?</p> <p>How do you think Newman Brothers decided which countries and regions to sell to? What did the countries have in common?</p> <p>What challenges would a travelling salesman have faced?</p> <p>How did the coffin furniture that Newman Brothers supply change over time?</p>	<p>Travelling Salesmen http://www.coffinworks.org/newmanbro/s/collections-and-research/coffin-furniture/ http://www.archive.coffinworks.org/objects/the-travelling-salesmen/</p> <p>Travelling Salesmen at Newman Brothers Salesman receipts resources-activity Activity Sheet Earning Commission Activity Sheet Travel and Transport</p> <p>Troubles in Ireland http://www.archive.coffinworks.org/objects/catholic-backplate-and-handle-sample/</p> <p>World History http://www.historyworld.net/</p> <p>The Commonwealth http://thecommonwealth.org/member-countries http://thefuneralsource.org/hi0503.html http://www.coffinworks.org/newmanbro/s/collections-and-research/coffin-furniture/</p> <p>Selling of Products http://www.archive.coffinworks.org/objects/leaflet/ http://www.archive.coffinworks.org/objects/2264/ http://www.archive.coffinworks.org/obje</p>
	KS3	<p>Geography</p> <p>To extend their locational knowledge and deepen their spatial awareness of the world's countries using maps of the world to focus on Africa, Russia, Asia (including China and India),</p>	<p>Put the sales ledgers into chronological order.</p> <p>Can you find any connection between cancelled orders and world events?</p>	<p>Using the sales ledgers and salesman receipts provided in the resource pack, mark on a world map which countries Newman Brothers traded with</p> <p>Put the sales ledgers and salesman receipts into chronological order</p>	<p>http://www.archive.coffinworks.org/objects/leaflet/ http://www.archive.coffinworks.org/objects/2264/ http://www.archive.coffinworks.org/obje</p>

	<p>and the Middle East, focusing on their environmental regions, including polar and hot deserts, key physical and human characteristics, countries and major cities</p> <p>Design To use research and exploration, such as the study of different cultures, to identify and understand user needs.</p> <p>General Maths topics</p> <p>Activities include calculating distance, chronological ordering, and conversion between old and new money, percentages and multiplication.</p>	<p>Tracking your progress on a map and using sales orders or expenses claims, write a weeks' worth of diary entries.</p> <p>Using the Activity Sheet Travel and Transport, calculate how far the Travelling Salesman would have travelled in a week. How much commission would he have earned? Activity Sheet Earning Commission</p> <p>Write a brochure or an advert for Newman Brothers. Why are their products the best?</p> <p>Look at the profiles of two of Newman's Travelling Salesmen. Write "a week in the life of..." for one of them.</p>	<p>What challenges would the salesmen have faced in each country during the given time periods? (Pay particular attention to a cancelled order to Malta http://www.archive.coffinworks.org/objects/3099/)</p> <p>What different religious beliefs may have affected sales abroad?</p> <p>How did Newman Brothers decide which countries to market their goods in? What factors would they need to consider before introducing their goods to a new country or region?</p> <p>How has marketing changed over time?</p>	<p>https://www.archive.coffinworks.org/objects/gateway-object-nb-product-boxes/ http://www.archive.coffinworks.org/objects/document-goods-for-importation/</p> <p>Changes in Funeral Fashions Fashions in Funeral http://www.archive.coffinworks.org/themes/commerce/ From Coffins to Caskets: An American History</p> <p>Production http://www.archive.coffinworks.org/objects/salems-sample-brass-handle/ http://www.archive.coffinworks.org/objects/leaflet/</p> <p>Marketing http://www.archive.coffinworks.org/objects/ornaments-catalogue-page/ http://www.archive.coffinworks.org/objects/leaflet/</p>
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