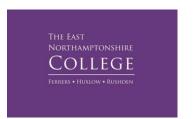
	Year 12								
When	WHAT & WHY WILL THEY LEARN? (SOW overview linked to assessment What do Yr12/13 need to know another time they leave TENC? How do teaching? How do you revisit, revisit	New Skill = NS Revisit = R Revision = RV	Stretch and Challenge (Differentiation – how will you stretch the most able to achieve top grades?) Is your curriculum challenging?	CIEAG/Extension  Enrichment Trips, workshops, speakers, local environment and experiences	KS4 PRIOR LEARNING  How will GCSE knowledge, skills & experience across 3 schools link to and support KS5 new knowledge and skills?				
Term Plan	KNOWLEDGE & SKILLS	Learning Aim(s)				This needs to show how you build links across the experiences of the different schools			
	Iransition Task  1. Research & collect information on two contrasting businesses, using this evidence to write a report on why businesses are successful  2. Independent research to include understanding of the importance of managing personal finance:  • The functions & role of money • Different ways to pay • Current accounts • Managing personal finance	Unit 1 A1- Explore the features of different businesses and analyse what makes them successful  Unit 3 A – Understand the importance of managing personal finance	NS			Prior GCSE/BTEC L2 knowledge will support application to larger businesses. Features of ownership and liability			
Term 1	Unit 3 – Personal & Business Finance  B1- Features of financial institutions B2 - Communicating with customers B3 - Consumer protection in relation to personal finance B4 - Information guidance and advice	Unit 3 B – Explore the personal finance sector  Unit 3 C – Understanding the purpose of accounting	NS	Past papers and mark schemes – practise exam questions  HW – Unit 1 learning aims A & B research, leading	Review of local and national advertising campaigns (for Unit 2 in Term 2, particularly near Christmas)	Students without prior knowledge will be supported through exemplar materials and classroom activities			



	C1 - Purpose of accounting C2 - Types of income C3 - Types of expenditure  D1 - Sources of finance  E1 - Cash Flow Forecasts E2 - Breakeven analysis  F1 - Statements of comprehensive income F2 - Statement of financial position F3 - Measuring profitability F4 - Measuring liquidity F5 - Measuring efficiency F6 - Limitations of ratios	unit 3 D – Select & evaluate different sources of business finance  Unit 3 E – Break Even & Cash Flow Forecasts  Unit 3 F – Complete statements of comprehensive income and financial position, Evaluate a business's performance		to CW assignment  HW – Unit 1 learning aims C & D research, leading to CW assignment 2	Guest Speaker from Totum Finance	
Term 2	Unit 3 Business & Personal Finance Exam January Yr 12  REVISION  Unit 2 Developing a Marketing Campaign  A1 – The role of marketing A2 – Influences on marketing activity  B1 – purpose of researching information B2 – Market research methods and use B3 – Developing the rationale  C1 – Marketing campaign activity C2 – Marketing mix C3 – The marketing campaign	Unit 3 A – F  Unit 2 A – C Assessment objectives AO1, AO2, AO3 & AO4  Unit 2 A – Introduction to the principles and purposes of marketing that underpin the creation of a rational for a marketing campaign	R & RV	Practise exam questions & exam technique  Past paper Case Study Analysis & practise assessment questions. Use of Mark Scheme	Review of local and national advertising campaigns (particularly near Christmas), relating to prior Case Studies  Independent research into pre-release Case Study  TRIP — Wicksteed Park — local Charity for Unit 1 research / other local business visit/guest speaker	Students without prior knowledge will be supported through exemplar materials and classroom activities

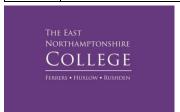


	C4 – Appropriateness of marketing campaign  REVISION	Unit 2 B – Using information to develop the rational for a marketing campaign  Unit 2 C – Planning and developing a marketing campaign				
	Unit 27 Work Experience Internally Assessed Coursework  A1 – Work-related learning A2 – Outcomes and benefits of work experience A3 – Planning for work experience	Unit 27 A – investigate opportunities for work related learning	NS		Reference to student's own part time jobs/parent's employment	
Term 3	Unit 2 Developing a Marketing Campaign Externally Assessed Coursework Summer of Yr 12  REVISION for Unit 3 External exam resit if necessarty  Unit 1 Exploring Business Internally Assessed Coursework	Unit 2 A – C Assessment objectives AO1, AO2, AO3 & AO4  Unit 1 A – Features of businesses	R & RV  RV  NS Unit 1 -	Practise questions & exam technique Practise questions & exam technique		Students without prior knowledge will be supported through exemplar materials and classroom activities
	A1 – Features of businesses A2 – Stakeholders and their influence A3 – Effective business communications B1 – Structure and organisation	Unit 1 B – Investigate how businesses are organised	Assignment 1	Use of P/M/D Mark Scheme & assignment sheets/exemplar material		



B2 – Aims & objectives				
C1 – External environment C2 – Internal environment C3 – Competitive environment C4 – Situational analysis Unit 27 Work Experience	Unit 1 C – Examine the environment in which businesses operate	NS Unit 1 - Assignment 2		
B1 – Induction B2 – Role and tasks B3 – Working safely	Unit 27 B – carry out work experience in an appropriate and safe manner	NS Unit 27 - Assignment 1		

Year 13										
When	WHAT & WHY WILL THEY LEARN? (SOW overview linked to assessment Objectives)		New Skill = NS Revisit = R Revision = RV	Stretch and Challenge (Differentiation – how will you stretch the most able to achieve top grades?)	CIEAG/Extension  Trips, workshops, speakers, local environment and experiences	KS4 PRIOR LEARNING  How will GCSE knowledge support new	IDENTIFY LINKS How will you link learning between schools? What			
Term Plan	KNOWLEDGE & SKILLS	Learning Aim(s)				skills & knowledge	common threads do you have?			
	Bridging Task						n/a			



Term 1	Unit 27 Work Experience Internally Assessed Coursework  C1 – Learn from work placement C2 – Using feedback and setting goals	Unit 27 C – Reflect on work experience and its influence on own personal and professional development	NS Unit 27 - Assignment 2		
	Unit 1 Exploring Business  D1 – Different market structures D2 – Relationship between demand, supply and price D3 – Pricing and output decisions  E1 – Role of innovation and enterprise E2 – Benefits and risks associated with innovation and enterprise	Unit 1 D – Examine business markets  Unit 1 E – Investigate the role and contribution of innovation and enterprise to business success	R Unit 1 - Assignment 2  NS Unit 1 - Assignment 3		
Term 2	Unit 1 Exploring Business  E1 – Role of innovation and enterprise E2 – Benefits and risks associated with innovation and enterprise	Unit 1 E – Investigate the role and contribution of innovation and enterprise to business success	R Unit 1 - Assignment 3		



Unit 2/3 External CW & Exam Resit	Unit 2 A - C Unit 3 A - F	R/RV Unit 2/3 – all		
Unit 1/27 Internal CW improvements and resubmissions	Unit 1 A – E Unit 27 A - C	R/RV Unit 1/27 – all assignment resubmissions		

