

Subject: BTEC Level 3 National Extended Certificate in Business

Year 12						
When	WHAT & WHY WILL THEY LEARN? (SOW overview linked to assessment Objectives) What do Yr12/13 need to know and be able to do by the time they leave TENC? How do you sequence the teaching? How do you revisit, revise and reinforce?		New Skill = NS Revisit = R Revision = RV	<u>Stretch and Challenge</u> (Differentiation – how will you stretch the most able to achieve top grades?) Is your curriculum challenging?	<u>CIEAG/Extension</u> <u>Enrichment</u> Trips, workshops, speakers, local environment and experiences	<u>KS4 PRIOR LEARNING</u> How will GCSE knowledge, skills & experience across 3 schools link to and support KS5 new knowledge and skills? This needs to show how you build links across the experiences of the different schools
Term Plan	<u>KNOWLEDGE & SKILLS</u>	Learning Aim(s)				
	<u>Transition Task</u> 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: <ul style="list-style-type: none"> • 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	<u>Unit 3 – Personal & Business Finance</u> 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

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

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

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	<p>B2 – Aims & objectives</p> <p>C1 – External environment C2 – Internal environment C3 – Competitive environment C4 – Situational analysis <u>Unit 27 Work Experience</u></p> <p>B1 – Induction B2 – Role and tasks B3 – Working safely</p>	<p>Unit 1 C – Examine the environment in which businesses operate</p> <p>Unit 27 B – carry out work experience in an appropriate and safe manner</p>	<p>NS Unit 1 - Assignment 2</p> <p>NS Unit 27 - Assignment 1</p>			
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Year 13							
When	WHAT & WHY WILL THEY LEARN? (SOW overview linked to assessment Objectives)		New Skill = NS Revisit = R Revision = RV	<u>Stretch and Challenge</u> (Differentiation – how will you stretch the most able to achieve top grades?)	<u>CIEAG/Extension</u> Trips, workshops, speakers, local environment and experiences	<u>KS4 PRIOR LEARNING</u> How will GCSE knowledge support new skills & knowledge	<u>IDENTIFY LINKS</u> How will you link learning between schools? What common threads do you have?
Term Plan	<u>KNOWLEDGE & SKILLS</u>		Learning Aim(s)				
	<u>Bridging Task</u>						n/a

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

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