

Year 11 Btec Tech Award Enterprise

	Lesson 1 Learning Intentions	Lesson 2 Learning Intentions	Lesson 3 Learning Intentions
Week 1	<p>C3 – Learning Aim A1</p> <ul style="list-style-type: none"> To review and demonstrate understanding of the purpose of marketing To review and evaluate the use of different promotional options to a given business situation 	<p>C3 – Learning Aim A2</p> <ul style="list-style-type: none"> To review and demonstrate knowledge of different types of markets businesses operate in To evaluate the use of market segmentation and its impact on promotion 	<p>C3 – Learning Aim A3</p> <ul style="list-style-type: none"> To evaluate the factors that affect the choice of promotion for given business situations.
Week 2	<p>C3 – Learning Aim B1</p> <ul style="list-style-type: none"> To identify the different types of financial documents that businesses use. To identify the flow of information and documents businesses use. 	<p>C3 – Learning Aim B1</p> <ul style="list-style-type: none"> To be able to complete, interpret and check the information on invoices, delivery notes, purchase orders, credit notes, receipts, statement of account 	<p>C3 – Learning Aim B1</p> <ul style="list-style-type: none"> To understand and demonstrate the importance to a business of accuracy when these documents are being used
Week 3	<p>C3 – Learning Aim B2</p> <ul style="list-style-type: none"> To identify different payment methods including, cash, credit cards, debit cards, direct debit, payment technologies To discuss the impact on customers and enterprises of using different methods. 	<p>C3 – Learning Aim B2</p> <ul style="list-style-type: none"> To identify different payment methods including, cash, credit cards, debit cards, direct debit, payment technologies To discuss the impact on customers and enterprises of using different methods. 	<p>C3 – Learning Aim B3</p> <ul style="list-style-type: none"> To identify different sources of income for different business situations To discuss how levels of income could be improved for different business situations.
Week 4	<p>C3 – Learning Aim B3</p> <ul style="list-style-type: none"> To identify different sources of income for different business situations To discuss how levels of income could be improved for different business situations. 	<p>C3 – Learning Aim B3</p> <ul style="list-style-type: none"> To review and develop their understanding of start-up and running costs (C2 – Learning Aim -A1) for different business situations. 	<p>C3 – Learning Aim B3</p> <ul style="list-style-type: none"> To review and develop their understanding of start-up and running costs (C2 – Learning Aim -A1) for different business situations.
Week 5	C3 – Learning Aim B4	C3 – Learning Aim B4	C3 – Learning Aim B4

Year 11 Btec Tech Award Enterprise

	<ul style="list-style-type: none"> To understand the key terminology used in financial statements 	<ul style="list-style-type: none"> To understand the key terminology used in financial statements 	<ul style="list-style-type: none"> To understand the key terminology used in financial statements
Week 6	<p>C3 – Learning Aim B4</p> <ul style="list-style-type: none"> To understand the key terminology used in financial statements 	<p>C3 – Learning Aim B4</p> <ul style="list-style-type: none"> To understand and be able to identify the 2 main types of financial statements. To identify the key terminology used in financial statements for given business situations. 	<p>C3 – Learning Aim B4</p> <ul style="list-style-type: none"> To understand and be able to identify the 2 main types of financial statements. To identify the key terminology used in financial statements for given business situations.
Week 7	Consolidation tasks for preparation for PAZ1	Paz 1	Review of Paz 1

Year 11 – November - December

Week 1	Review of Paz 1	<p>C3 – Learning Aim B5</p> <ul style="list-style-type: none"> Learners will complete and interpret a statement of comprehensive income using given figures 	<p>C3 – Learning Aim B5</p> <ul style="list-style-type: none"> Learners will complete and interpret a statement of comprehensive income using given figures
Week 2	<p>C3 – Learning Aim B5</p> <ul style="list-style-type: none"> To be able to identify issues within a statement of comprehensive income To be able to suggest appropriate actions that businesses could take to improve their statement of comprehensive income 	<p>C3 – Learning Aim B5</p> <ul style="list-style-type: none"> To be able to identify issues within a statement of comprehensive income To be able to suggest appropriate actions that businesses could take to improve their statement of comprehensive income 	<p>C3 – Learning Aim B6</p> <ul style="list-style-type: none"> Learners will complete and interpret a statement of financial position using given figures
Week 3	<p>C3 – Learning Aim B6</p> <ul style="list-style-type: none"> To be able to identify issues within a statement of financial position. 	<p>C3 – Learning Aim B7</p> <ul style="list-style-type: none"> To understand the difference between cash and profit 	<p>C3 – Learning Aim B7</p> <ul style="list-style-type: none"> To calculate the profitability ratios using the given formula; Gross profit margin and net profit margin

Year 11 Btec Tech Award Enterprise

	<ul style="list-style-type: none"> To be able to suggest appropriate actions that businesses could take to improve their statement of financial position 	<ul style="list-style-type: none"> To understand the difference between profitability and liquidity 	<ul style="list-style-type: none"> To discuss the answers to profitability ratios and comment on changes over a period of time.
Week 4	<p>C3 – Learning Aim B7</p> <ul style="list-style-type: none"> To calculate the liquidity ratios using the given formula; current ratio and liquid capital ratio To discuss the answers to liquidity ratios and comment on changes over a period of time. 	<p>C3 – Learning aim B7</p> <ul style="list-style-type: none"> To be able to identify issues with profitability or liquidity for a given business To be able to suggest appropriate actions that businesses could take to improve their profitability or liquidity 	<p>C3 – Learning aim B7</p> <ul style="list-style-type: none"> To be able to identify issues with profitability or liquidity for a given business To be able to suggest appropriate actions that businesses could take to improve their profitability or liquidity
Week 5	<p>C3 – Learning aim B – C1</p> <ul style="list-style-type: none"> Understand the difference between cash inflows and outflows 	<p>C3 – Learning aim B – C2</p> <ul style="list-style-type: none"> Be able to complete a Cash flow forecast 	<p>C3 – Learning aim B – C3</p> <ul style="list-style-type: none"> Interpret a Cash flow forecast to be able to suggest improvements
Week 6	<p>C3 – Learning aim C – C4</p> <p>To be able to construct and interpret a break-even chart</p>	<p>C3 – Learning aim C – C4</p> <p>To be able to construct and interpret a break-even chart</p>	<p>C3 – Learning aim C – C4</p> <ul style="list-style-type: none"> Discuss the benefits and limitations of breakeven analysis
Week 7	<p>C3 – Learning aim C – C5</p> <ul style="list-style-type: none"> To identify and discuss the different sources of business finance 	<p>C3 – Learning aim C – C5</p> <ul style="list-style-type: none"> To identify and discuss the different sources of business finance 	<p>C3 – Learning aim C – C5</p> <ul style="list-style-type: none"> To analyse the different sources for different business situations.

Year 11 – January - February

Week 1			<p>Revision Preparation for 7th Feb exam</p> <ul style="list-style-type: none"> - Review the paper structure and layout - Review the expectations of the different exam command words. - Using past paper questions to practice the planning processes involved in answering questions
--------	--	--	--

Year 11 Btec Tech Award Enterprise

Week 2	<p>Revision Preparation for 7th Feb exam</p> <ul style="list-style-type: none"> - Review the types of promotion businesses use and their purposes. 	<p>Revision Preparation for 7th Feb exam</p> <ul style="list-style-type: none"> - Review all of the key calculations that students may encounter in the mock exam 	Mock Exam -
Week 3	<p>Revision Preparation for 7th Feb exam</p> <ul style="list-style-type: none"> - To complete a Walking talking Mock – Use same paper as the Mock exam they have just sat. - To produce exemplar answers for each question as a class (student input – teacher level up) 	<p>Revision Preparation for 7th Feb exam</p> <ul style="list-style-type: none"> - Complete a Walking talking Mock – Use same paper as the Mock exam they have just sat. - To produce exemplar answers for each question as a class (student input – teacher level up) 	<p>Revision Preparation for 7th Feb exam</p> <ul style="list-style-type: none"> - To review the Statement of Comprehensive income (the completion) - To review the analysis of the Statement of Comprehensive income - To review the Measuring profitability ratios and their meaning for businesses.
Week 4	Revision Preparation for 7 th Feb exam	Revision Preparation for 7 th Feb exam	Revision Preparation for 7 th Feb exam
Week 5	<p>C2 – Learning aim A – A2</p> <ul style="list-style-type: none"> • To use their existing knowledge to review the sales and costs of their chosen business enterprise • To use their own sales and costs budgets to produce a Cash flow forecast for their own business 	<p>C2 – Learning aim A – A2</p> <ul style="list-style-type: none"> • To use the knowledge gained from Component 3 to produce a cash flow forecast for their chosen business enterprise 	<p>C2 – Learning aim A – A2</p> <ul style="list-style-type: none"> • To use the knowledge gained from Component 3 to produce a cash flow forecast for their chosen business enterprise
Week 6	<p>C2 – Learning aim A – A2</p> <ul style="list-style-type: none"> • To use the knowledge gained from Component 3 to produce a break-even analysis for their chosen business enterprise 	<p>C2 – Learning aim A – A2</p> <ul style="list-style-type: none"> • To use the knowledge gained from Component 3 to produce a break-even analysis for their chosen business enterprise 	<p>C2 – Learning aim A – A2</p> <ul style="list-style-type: none"> • To use the knowledge gained from Component 3 to produce a break-even analysis for their chosen business enterprise

Year 11 – March – April

<p>Week 1</p>	<p>Component 1 – Learning Aim A – A1</p> <ul style="list-style-type: none"> - To understand what an enterprise is and how ideas are generated. - To understand how businesses produce goods and services to gain new customers and retain them in the long-term 	<p>Component 1 – Learning Aim A – A2</p> <ul style="list-style-type: none"> - To understand the key characteristics of SME’s in relation to purpose and size. - To understand the different types of business ownership - To analyse ways in which these factors can impact the success of a business 	<p>Component 1 – Learning Aim A – A3</p> <ul style="list-style-type: none"> - To understand the common reasons entrepreneurs have when starting their own businesses. - The characteristics that entrepreneurs display when starting and running their own businesses.
<p>Week 2</p>	<p>Component 1 – Learning Aim A – A3</p> <ul style="list-style-type: none"> - To understand the skills that entrepreneurs display when starting and running their businesses. 	<p>Component 1 – Assignment 1</p> <ul style="list-style-type: none"> - To apply the knowledge gained to one local business that the students are familiar with. - To analyse and evaluate the factors that have led to this businesses’ success. 	<p>Component 1 – Assignment 1</p> <ul style="list-style-type: none"> - To apply the knowledge gained to one local business that the students are familiar with. - To analyse and evaluate the factors that have led to this businesses’ success.
<p>Week 3</p>	<p>Component 1 – Assignment 1</p> <ul style="list-style-type: none"> - To apply the knowledge gained to one local business that the students are familiar with. - To analyse and evaluate the factors that have led to this businesses’ success. 	<p>Component 1 – Assignment 1</p> <ul style="list-style-type: none"> - To apply the knowledge gained to one local business that the students are familiar with. - To analyse and evaluate the factors that have led to this businesses’ success. 	<p>Component 1 – Assignment 1</p> <ul style="list-style-type: none"> - To apply the knowledge gained to one local business that the students are familiar with. - To analyse and evaluate the factors that have led to this businesses’ success.
<p>Week 4</p>	<p>Component 1 – Learning Aim B – B1</p> <ul style="list-style-type: none"> - To understand the purpose and reasons as to why businesses undertake market research - To understand the difference between primary and secondary market research - To understand the difference between qualitative and quantitative market research 	<p>Component 1 – Learning Aim B – B1</p> <ul style="list-style-type: none"> - To understand the different methods of primary market research that businesses can undertake - To understand what this type of research can show a business - To understand the different decisions this research can affect 	<p>Component 1 – Learning Aim B – B1</p> <ul style="list-style-type: none"> - To understand the different methods of secondary market research that businesses can undertake - To understand what this type of research can show a business - To understand the different decisions this research can affect

Year 11 Btec Tech Award Enterprise

		- To analyse the design of this type of research and how it could be improved.	To analyse the design of this type of research and how it could be improved.
Week 5	<p>Component 1 – Assignment 1</p> <ul style="list-style-type: none"> - To apply the knowledge gained to one local business that the students are familiar with. - To analyse and evaluate the factors that have led to this businesses’ success. 	<p>Component 1 – Assignment 1</p> <ul style="list-style-type: none"> - To apply the knowledge gained to one local business that the students are familiar with. - To analyse and evaluate the factors that have led to this businesses’ success. 	<p>Component 1 – Assignment 1</p> <ul style="list-style-type: none"> - To apply the knowledge gained to one local business that the students are familiar with. - To analyse and evaluate the factors that have led to this businesses’ success.
Week 6	<p>Component 1 – Assignment 1</p> <ul style="list-style-type: none"> - To apply the knowledge gained to one local business that the students are familiar with. - To analyse and evaluate the factors that have led to this businesses’ success. 	<p>Component 1 – Assignment 1</p> <ul style="list-style-type: none"> - To apply the knowledge gained to one local business that the students are familiar with. - To analyse and evaluate the factors that have led to this businesses’ success. 	<p>Component 1 – Assignment 1</p> <ul style="list-style-type: none"> - To apply the knowledge gained to one local business that the students are familiar with. - To analyse and evaluate the factors that have led to this businesses’ success.