

Mastery:		Sandbach School Business Curriculum:		
Knowledge of business terminology and financial models.		Y11 BTEC Enterprise Curriculum Sequence		
Analysis of business ideas for micro business pitch (comp 2) and improvements to financial short falls (comp 3).		Intent: To provide a practical side of the Business course with the students having the opportunity to become an entrepreneur and create a well-planned micro business idea. Students will develop skills in analysing information and giving advice for a specific purpose, which will support your progression to Level 2 or 3 vocational or academic qualifications. To prepare students thoroughly for the component 3 external assessment in summer by completing revision lessons and practising exam technique using a variety of assessment material.		
Application of financial data from a case study/ research in written exam answer (comp 3) and application of market research in micro business idea (comp 2).				
Evaluation of key financial models and theories (comp 3). Evaluation of presentation skills and contingency plan (comp 2).				
Term 1 (September to December)		Term 2 (January to March)		Term 3 (April to July)
Component 2 – A1, A2, B1, B2, C1		Assignment – Component 2 (Write up and Resubmissions)		Component 3 – Revision.
Assignment – Component 2 (Write up and Resubmissions)		Component 3 – B3, B4, B5		External assessment – Component 3
Component 3 - Revision				
What will the students learn in this term? The pupils will be introduced to the final internal coursework assignment in the BTEC Enterprise curriculum – planning for and pitching an enterprise activity. They will use the research knowledge gained from Component 1 to consider a number of ideas before developing a plan for a realistic micro-enterprise activity. They will need to consider and will learn about the physical resources needed to run the business, the finance needed to cover costs and how they will come up with their idea. Once they have their own idea for a micro enterprise and created a business plan – they will then need to pitch their idea to an audience (their class) and use the feedback from this pitch to reflect and improve their business idea. Students will also cover key transferrable skills and knowledge that will be retaught in component 3 for example types of costs, cash flow forecast, income statements and break even analysis – this in the long term will help with the working model of memory and help students secure their knowledge on these key topics.		What will the students learn in this term? In this term students will complete their final submissions for component 2 before they are sent off for external moderation, marks will then be finalised in February. Learners will explore the sources of revenue and costs for enterprises, understanding methods to minimize or maximize them. They'll complete and interpret financial statements, considering their relevance to stakeholders. Additionally, learners will calculate profitability and liquidity for enterprises, providing insights on the results. As they begin revision for their Component 3 external assessment, scheduled for term 3 or during the summer exam period, they'll apply their knowledge and skills to demonstrate understanding of financial concepts and analysis techniques, preparing them for real-world business scenarios. Through this comprehensive approach, learners will gain practical insights into financial management and develop critical thinking skills necessary for making informed decisions in the business environment.		What will the students learn in this term? Learners will develop critical thinking skills as they review and reflect on the success of their business plan and pitch, to include their presentation and communication skills. They will receive feedback from their audience on the content of the business pitch, their presentation skills and effectiveness of communication. Once the students have received their feedback, in the form of WWWEBI/Target, they will then reflect on their micro business pitch and create a reflection account considering what went well, what went less well/didn't go to plan and how they are going to address these areas of development. In May, there will be the opportunity to resit the component 3 exam which will be supported by revision sessions and more practice material, including past exam questions, external revision sessions and flash cards for formulas.
Spec links: <ul style="list-style-type: none"> Component 2 – Assignment. Component 2 – A1 – Choosing an idea and produce a plan for a micro enterprise idea. Component 2 – A2 – Plan for micro-enterprise. Component 2 – B1 – Production of presentation. Component 2 – B2 – Delivery of presentation. 		Spec links: <ul style="list-style-type: none"> Component 2 – Assignment. Component 3 – B3 – Revenue and costs. Component 3 – B4 – Financial statements. Component 3 – Profitability and liquidity. Component 3 – Revision. 		Spec links: <ul style="list-style-type: none"> Component 3 – Revision & Past Papers Component 3 – External assessment.
Teaching these topics here supports: <ul style="list-style-type: none"> Component 2 – Business pitches/presentations. Component 2 – C1 – Using feedback and review to identify possible changes to the pitch. Component 1 – A1 – Sizes and features of SMEs. Developing key skills such as presentation, communication and self reflection to help the students progress to further study or work. Confidence and personal development. BTEC Level 3 – Unit 4 – Managing an event. 		Teaching these topics here supports: <ul style="list-style-type: none"> BTEC Level 3 – Unit 3 (statement of comprehensive income, cash flow and other forecasting tools). Component 3 – external assessment. Component 3 – C1 – Using cash flow data (understanding where costs can be reduced or areas of outflows). Component 3 – C3 – Suggesting improvements to cash flow problems (cutting costs, cash flow problems and differences between inflows/outflows). 		Teaching these topics here supports: <ul style="list-style-type: none"> Component 3 – external assessment. Career aspirations – links with Gatsby. Confidence and personal development. Finance skills and basic numeracy e.g. addition, subtraction, multiplication. BTEC Level 3 – Unit 3.
These topics feed from: <ul style="list-style-type: none"> Component 1 – A1 – Sizes and features of SMEs. Component 1 – A4 – Skills and characteristics of entrepreneurs. Component 1 – B2 – Understanding customer needs. 		These topics feed from: <ul style="list-style-type: none"> Component 3 – C2 – Cash Flow. Component 1 – C1 – PEST. Component 3 – C1 – Budgeting. 		These topics feed from: <ul style="list-style-type: none"> Component 3 – all topics – revision based activities for students resitting the external assessment. Component 3 – Past Papers. BTEC Level 3 – Unit 3.