

Mastery:

Knowledge of business terminology and financial models.
Analysis of business ideas for micro business pitch (comp 2) and improvements to financial short falls (comp 3).
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).

Sandbach School Business Curriculum:

Y11 BTEC Enterprise Curriculum Sequence

Intent:

To embed knowledge and analysis of the different types of enterprise and their ownership, looking at the characteristics of small and medium enterprises, taught in Year 10, and entrepreneurs with reasons for levels of success.
 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.

Term 1	Term 2	Term 3
<p>What will the students learn in this term? The students will be introduced and develop an understanding of statement of comprehensive income, they will do this through completing and interpreting a statement of comprehensive income using given figures, and suggest appropriate actions for a given business. The pupils will then use their knowledge of cash flow forecast and understanding of cash/ costs learnt in the lessons on comprehensive income to address exam questions by using data and critically analysing parts of a businesses financial forecasting tool. Learners will then go on to learn about why enterprises may plan different sources of finance for different purposes or at different stages and the relevance of each source. The students will then consolidate and practice the skills needed to pass the component 3 exam through a series of revision based lessons and practice assessments – this will also include some after school revision sessions for extra support.</p>	<p>What will the students learn in this term? The students will sit their Component 3 external assessment in February – they will get the chance to resit in May if needed. Once the external assessment is completed, 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.</p>	<p>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.</p>
<p>Spec links: Component 3 – B5 – Statement of comprehensive income. Component 3 – C1 – Using cash flow data. Component 3 – C5 – Sources of business finance. Component 3 – Exam Preparation.</p>	<p>Spec links: Component 2 – Assignment. Component 2 – A1 – Generating ideas for a micro-enterprise activity. Component 2 – A2 – Plan for micro-enterprise activity. Component 2 – B1 – Pitching a micro enterprise activity. Component 2 – B2 – Presenting a business pitch.</p>	<p>Spec links: Component 2 – Business pitches/presentations. Component 2 – C1 – Using feedback and review to identify possible changes to the pitch. Component 3 – Resits.</p>
<p>Teaching these topics here supports:</p> <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). 	<p>Teaching these topics here supports:</p> <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 – What is an enterprise? 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. 	<p>Teaching these topics here supports:</p> <ul style="list-style-type: none"> Developing key skills such as presentation, communication and self reflection to help the students progress to further study or work. Component 3 – external assessment. Career aspirations – links with Gatsby. Confidence and personal development. BTEC Level 3 – Unit 1 – Learning Aim D and E – Pitching about innovating businesses and self reflection.
<p>These topics feed from:</p> <ul style="list-style-type: none"> Component 3 – C2 – Financial forecasting. Component 1 – C3 – Situational analysis. Component 3 – B4 – Terminology in financial statements. Component 3 – B7 – Profitability and liquidity. 	<p>These topics feed from:</p> <ul style="list-style-type: none"> Component 1 – A1 – What is an enterprise? Component 1 – A4 – Entrepreneurs. Component 1 – B2 – Using market research to understand customer needs. 	<p>These topics feed from:</p> <ul style="list-style-type: none"> Component 3 – all topics – revision based activities for students resitting the external assessment. Component 2 – B2 – Presenting a business pitch. Component 2 – A2 – Plan for micro-enterprise activity.