

Subject BTEC Business

Year 9

Autumn

Year: 9		Term: Autumn			
Subject	Topic	Key Knowledge	Links to prior learning	Wider curriculum connections	Knowledge booklet / Quizlet
BTEC Business	Component 1 Exploring Enterprises: Learning aim A: Examine the characteristics of enterprises	What is an enterprise?		Loose connections to Citizenship	N/A
		Types and characteristics of SMEs			N/A
		The purpose of enterprises			N/A
		Entrepreneurs			N/A
	Component 1 Exploring Enterprises: Learning aim B: Explore how market research helps enterprises to meet customer needs and understand competitor behaviour	Customer needs		Sociology and Psychology research methods	N/A
		Using market research to understand customers			N/A
		Understanding competitors			N/A

Year: 9		Term: Spring			
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BTEC Business	Component 1 Exploring Enterprises: Learning aim C: Investigate the factors that contribute to the success of an enterprise	Internal factors		Geography Psychology	N/A
		External factors			N/A
		Situational analysis			N/A
		Measuring the success of an SME			N/A
	Component 2: Planning for and Pitching an Enterprise Activity	Generating ideas for a micro-enterprise activity		Maths	N/A
	Learning aim A: Explore ideas and plan for a micro-enterprise activity	Plan for a micro-enterprise activity			N/A
	Component 2: Planning for and Pitching an Enterprise Activity	Pitching a micro-enterprise activity		Citizenship	N/A
	Learning aim B: Pitch a micro-enterprise activity	Presenting a business pitch			N/A

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Year 9

Summer

Year: 9		Term: Summer			
Subject	Topic	Key Knowledge	Links to prior learning	Wider curriculum connections	Knowledge booklet / Quizlet
BTEC Business	Component 2: Planning for and Pitching an Enterprise Activity	Using feedback and review to identify possible changes to the pitch			N/A
					N/A
	Complete coursework				N/A
					N/A

Year 10

Autumn

Year: 10		Term: Autumn			
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BTEC Business	Component 3 (External, Assessment) Promotion and Finance for Enterprise	Elements of the Promotional Mix and their <u>Purposes</u>	This external component builds on knowledge, understanding and skills acquired and developed in		A: 1-13
		Targeting and			A: 14-16

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		<u>segmenting the market</u>	Components 1 and 2 and includes synoptic assessment.		
		<u>Factors influencing the choice of promotional methods</u>			A: 17-20
		<u>Financial documents</u>			B 1 - 2
		<u>Payment methods</u>		Maths	B: 3-5
		<u>Sources of revenue and costs</u>		Maths	B: 6-13
		<u>Terminology in financial statements</u>			B:14-33
		<u>Statement of comprehensive income</u>			B: 34-35
		<u>Statement of financial position</u>			B: 35-37
		<u>Profitability and liquidity</u>			B: 38-51

Year 10

Spring

Year: Y10		Term: Spring			
Subject	Topic	Key Knowledge	Links to prior learning	Wider curriculum connections	Knowledge booklet / Quizlet

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BTEC Business	Component 3 (External, Assessment) Promotion and Finance for Enterprise	Using cash flow data	This external component builds on knowledge, understanding and skills acquired and developed in Components 1 and 2 and includes synoptic assessment.		C: 1-4
		Financial forecasting			C:5-10
		Suggesting improvements to cash flow problems			C11-14
		Break – even analysis and break – even point			C1-8
		Sources of business finance			C9-10

Year 10

Summer

Year: 10		Term: Summer			
Subject	Topic	Key Knowledge	Links to prior learning	Wider curriculum connections	Knowledge booklet / Quizlet
BTEC Business	Revision for external assessment				
	Revisit previous coursework				

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END OF TEACHING

Year 11

Autumn

Year:		Term:			
Subject	Topic	Key Knowledge	Links to prior learning	Wider curriculum connections	Knowledge booklet / Quizlet

Year 11

Spring

Year:		Term:			
Subject	Topic	Key Knowledge	Links to prior learning	Wider curriculum connections	Knowledge booklet / Quizlet

Year 11

Summer

Subject BTEC Business

Year:		Term:			
Subject	Topic	Key Knowledge	Links to prior learning	Wider curriculum connections	Knowledge booklet / Quizlet