

YEAR 12	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Curriculum Content	<p>Unit 2 - Business dynamics Based on Merlin Entertainments PLC In this unit, students will develop understanding of business organisations and how they can use their human, physical and financial resources to achieve their goals.</p> <p>P01 – understanding business organisations:</p> <p>Business markets, vision and aims Stakeholders and ownership Business organisation: Meaning of business functional activities, to include marketing, finance,</p> <p>Unit 1 - Financial planning and analysis</p> <p>In this unit, students will explore the financial issues that enterprises need to consider. To do this, students will need to explore different ways in which enterprises can be owned and how they can be financed. Students will need to understand the issues that enterprises face concerning cash-flow. Students will calculate profit, break-even and cash-flow to monitor the enterprise. Finally, students will use this information, as well as from final accounts and market information, to make business decisions</p> <p>A01 – investigate how business enterprises plan their finances</p> <p>Business planning Legal structures of business Financing the enterprise</p>	<p>Unit 1 - Financial planning and analysis</p> <p>AO2: Investigate the key elements of financial planning that managers and entrepreneurs must understand</p> <p>Costs and revenue Making a profit or s surplus Breakeven Using Breakeven</p> <p>AO3: Consider how managers and entrepreneurs monitor the financial performance of an Enterprise</p> <p>Budgets Cash-flow Interpreting financial information</p> <p>AO4: Assess information to enable stakeholders to make decisions about the financial performance of an enterprise</p> <p>Interpreting financial ratios Stakeholder perspectives Market information</p>	<p>EXAM UNIT 1 – JANUARY 2022</p> <p>Unit 2 - Business dynamics</p> <p>P02 – Investigate current business advantages</p> <p>recruitment organisational types competitive advantage</p> <p>P03 – Consider business dynamics</p> <p>Competitive position Management policy to improve competitive position</p>	<p>P04 – Assess potential business</p> <p>Internal Strengths and weaknesses External opportunities and threats</p> <p>END OF UNIT 2</p> <p>Unit 3- Entrepreneurial opportunities</p> <p>This externally assessed synoptic unit examines the learner's own readiness for entrepreneurial opportunity and allows the learner to investigate how such opportunities can be exploited through personal enterprise. It has been designed to enable learners to identify and apply skills and knowledge from across the qualification content in the creation of a series of viable business propositions</p> <p>PO1 Understand enterprising behaviour</p> <p>Enterprising behaviour Innovation, risk and Uncertainty Myers-Briggs personality types and enterprising behaviour</p> <p>PO2 Investigate customer value propositions for personal enterprise</p> <p>Potential target markets Support network Selecting a customer value proposition for a personal enterprise</p> <p>PO3 Consider marketing and operations activities for personal enterprise</p> <p>Marketing activities Operations activities Viable personal Enterprise</p>	<p>Unit 3- Entrepreneurial opportunities</p> <p>This externally assessed synoptic unit examines the learner's own readiness for entrepreneurial opportunity and allows the learner to investigate how such opportunities can be exploited through personal enterprise. It has been designed to enable learners to identify and apply skills and knowledge from across the qualification content in the creation of a series of viable business propositions</p> <p>PO2 Investigate customer value propositions for personal enterprise</p> <p>Potential target markets Support network Selecting a customer value proposition for a personal enterprise</p> <p>PO3 Consider marketing and operations activities for personal enterprise</p> <p>Marketing activities Operations activities Viable personal Enterprise</p> <p>PO4 Review the risks and uncertainties of personal enterprise</p> <p>Risks and uncertainties Contingencies</p>	<p>END OF UNIT 3</p> <p>Unit 5 – Extended certificate qualification</p> <p>Developing a business proposal – students can use their work from unit 3 This internally assessed synoptic unit (undertaken in conjunction with an optional unit 8) examines the learner's ability to develop, present and evaluate a business proposal. It has been designed to enable an overall practical demonstration of the learner's business understanding, skill and acumen.</p>
Prior knowledge and skills (from previous year / key stage)	KS4 - Business studies GCSE /OCR Cambridge National Enterprise and Marketing If completed Skills of analysis and judgment (BLT)					
Core Knowledge Organiser content	Key word and definitions					

Assessment Objectives	<p>Performance outcome 1: Understand business organisations</p> <p>Assessment outcome 1: Investigate why business enterprises plan their finances.</p>	<p>Assessment outcome 2: Investigate the key elements of financial planning that managers and entrepreneurs must understand.</p> <p>Assessment outcome 3: Consider how managers and entrepreneurs monitor the financial performance of an enterprise.</p> <p>Assessment outcome 4: Assess information to enable stakeholders to make decisions about the financial performance of an enterprise.</p> <p>Performance outcome 2: Investigate business advantages.</p>	<p>Performance outcome 3: Consider business dynamics.</p>	<p>Performance outcome 4: Assess business potential.</p> <p>Performance outcome 1: Understand enterprising behaviour.</p>	<p>Performance outcome 2: Investigate customer value propositions for personal enterprise.</p> <p>Performance outcome 3: Consider marketing and operations activities for personal enterprise.</p> <p>Performance outcome 4: Review the risks and uncertainties of personal enterprise.</p>	
Vocabulary / Key Subject Terminology	Key terminology introduced for each P0/A0	Key terminology introduced for each P0	Key terminology introduced for each P0	Key terminology introduced for each P0	Key terminology introduced for each P0	Key terminology introduced for each P0
Assessment 1	PO1 - P1-P3	Cash flow/budget assessment	UNIT1 - EXTERNAL ASSESSMENT PO2	PO4	FULL UNIT COMPLETION	PO1 Investigate potential business ideas
Assessment 2	AP1 - Breakeven assessment	Full mock paper – unit 1	PO3	PO1		PO1 Investigate potential business ideas
Cross Curricular Links with other Faculties	To follow					
Extra-Curricular Offer	Study periods help and support Email support outside of school					
Time Allocation	5 lessons per week					

