

The 'big' skills needed for both GCSE and A level: Subject:

A01 Demonstrate



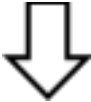
A02 Apply

A03 Analyse

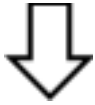
A04 Evaluate



Pearson BTEC Level 3 National Diploma in Business

Year	<u>Term 1</u>	<u>Term 2</u> 	<u>Term 3</u> 	<u>Core skills learnt from year 12</u>
Year 12 	<p>Topic: Unit 1 Exploring business. Learning aim A – exploring the features of a business, Learning aim B – investigate how businesses are organised</p> <p>Unit 3 – Personal and business Finance – Learning aim A – Understanding the importance of managing personal finance</p> <p>Unit 21 - Learning aim A: Investigate training and development in a selected business. Learning aim B: Examine the planning and delivery of training programmes in a selected business</p> <p>Skills – Memory, analysis, application and evaluation of data</p> <p>Unit 1 is the core coursework element and is continually assessed whereas unit 3 is assessed with exam style questions. Starting with short 3 markers and working up the taxonomy to incorporate 6, 9 and 12</p>	<p>Topic: Unit 1 Exploring business. Learning aim C – examine the environment in which businesses operate, learning aim D – Examine business markets, Learning aim E – Investigate the role and contribution of innovation and enterprise to business success</p> <p>Unit 3 – Personal and business Finance – Learning aim B – Explore the personal finance sector</p> <p>Unit 21 - Learning aim C: Develop an appropriate induction programme for a group of new starters in a selected business</p> <p>Unit 4 - Learning aim A: Explore the role of an event organiser, Learning aim B: Investigate the feasibility of a proposed event, Learning aim C: Develop a detailed plan for a business or social enterprise event</p> <p>Skills: Memory, analysis, evaluation and application</p> <p>Assessment at beginning of term to cover a range of exam questions and criteria. Unit 1 sill assessed via coursework.</p>	<p>Topic: Unit 8 Recruitment and selection – Learning aims A - Examine how effective recruitment and selection contribute to business success</p> <p>Unit 3 – Personal and business Finance – Learning aim C and D – Understanding the importance of accounting and sources of finance</p> <p>Unit 4 - Learning aim D: Stage and manage a business or social enterprise event, Learning aim E: Reflect on the running of the event and evaluate own skills development</p> <p>Skills: Big focus on analysis and evaluation which will incorporate knowledge and application.</p> <p>Assessment throughout the term with an important exam week in the second half of the term to test topics taught to date. Paper will follow format of exam paper with same number of marks, questions and time. Unit 8 is a coursework unit</p>	<ul style="list-style-type: none"> ● Analysis ● Evaluation ● Exam structures ● Quantitative analysis ● Able to contextualise for extended writing tasks ● Organisation ● Ability to meet deadlines

Year 13



Topic: Unit 8 Recruitment and selection – Learning aims B - Undertake a recruitment activity to demonstrate the processes leading to a successful job offer

Unit 3 – Personal and business Finance – Learning aim E – Breakeven and cash flow

Unit 5 - Learning aim A: Explore the international context for business operation, Learning aim B: Investigate the international economic environment in which business operates

Skills: Analysis and evaluation with application. Evaluation of statistics

Assessment on a range of topics from year 12 plus 13 content. Past exam questions to be used which incorporates all the skills. Unit 8 is a coursework unit

Topic: Unit 8 Recruitment and selection – Learning aims C - Reflect on the recruitment and selection process and your individual performance

Unit 2 – Learning aim A - Introduction to the principles and purposes of marketing that underpin the creation of a rationale for a marketing campaign – Learning aim B - Using information to develop the rationale for a marketing campaign

Unit 5 - Learning aim C: Investigate the external factors that influence international businesses, Learning aim D: Investigate the cultural factors that influence international businesses

Skills: Lots of work on application, analysis and evaluation, quantitative and qualitative data

Assessment across a range of topics using a variety of exam questions, PPE as well.

Topic: Revision of all topics in unit 2 and 6 over the 2 years

Skills: Evaluation and analysis. Embedment of application throughout responses.

Assessment on-going plus end of course exams consisting of an online marketing exam – 3 hours on PCs

