

Curriculum Overview

	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 10	Component 1 A: Examine the characteristics of enterprises & Component 1 B: Explore how market research helps enterprises to meet customer needs and understand competitor behaviour Component 3 A: Promotion Component 3 B: Financial records		Component 1 C: Investigate the factors that contribute to the success of an enterprise. Component 3C: Financial planning and forecasting		Component 1 A, B & C Component 3 Exam preparation and exam	
Year 11	Component 2A: Explore ideas and plan for a micro-enterprise activity		Component 2B: Pitch a micro-enterprise activity		Component 2C: Review own pitch for a micro-enterprise activity	
Year 12	Unit 1: Business Environment Unit 4: Customer and Communication		Unit 1: Business Environment & Unit 4: Customer and Communication		Unit 1: Exam preparation and exam Unit 8: Introduction to human resources	
Year 13	Unit 2: Working in Business Unit 8: Introduction to human resources		Unit 2: Exam preparation and exam Unit 5: Marketing and Market research		Unit 5: Marketing and Market research	

Homework Focus

	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 10	Promotional Mix Financial documents LA: P1, P2, M1,D1 LB: P3, M2, D2		Financial planning and Forecasting LC: P4, P5, M3, D3		Revision of covered component 3 work	
Year 11	Business ideas LA P1, P2, M1, D2 LB P3,M2, D3		Reflective skills LC P4, P5, M3, D3			
Year 12	Types of businesses and their objectives. Functional areas and organisational structure of businesses Financial information Business and stakeholder External Factors and Constraints Unit 4 LO1:P1, P2, P3, M1 D1 Unit 4 LO2:P4, P5, M2 Unit 4 LO3:P6, P7, M3		Businesses Plan SWOT analysis Unit 4 LO4:P8, P9, M4, D2		Unit 1 Past papers Unit 8 LO1: P1, P2 Unit 8 L02:-P3, P4, M1, D1 Unit 8 LO3-P5, P6, M2	
Year 13	Working place protocols Business meeting and documents		Unit 2 Past paper Unit 2 Exam			

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Enrichment Opportunities

	Year 7	Year 8	Year 8	Year 10	Year 11	Year 12	Year 13
Suggested Reading				Kid Start-Up:How YOU Can Become An Entrepreneur -Mark Cuban Shan Patel Ian McCue	Public Speaking for Kids, Tweens, and Teens - Confidence for Life! -David Nemzoff	The Everything Store: Jeff Bezos and the Age of Amazon -Stone, Brad The Independent	Building Strong Brands -Aaker, David Financial Times
Suggested Viewing				The Apprentice: You're fired	Dragon's Den	BBC Business briefing	Steve Jobs 2015
Suggested Experiences				MyBnk-Money Twist KS4		Visit to bank of England and London institute of Finance	

Links to the KS3 National Curriculum

The National Curriculum	Welling Reference to the National Curriculum
	Autumn Term
	Spring Term
	Summer Term

Links to the Exam Specification

The Exam Specification	Welling Reference to the Exam Specification
https://qualifications.pearson.com/content/dam/pdf/btec-tec-awards/enterprise/2017/specification-and-sample-assessments/BTEC_L12_TechAwd_Enterprise_Spec_Iss3.pdf	Year 10and 11
https://www.ocr.org.uk/Images/294523-the-business-environment.pdf https://www.ocr.org.uk/Images/294550-customers-and-communication.pdf https://www.ocr.org.uk/Images/294558-introduction-to-human-resources.pdf	Year 12
https://www.ocr.org.uk/Images/294526-working-in-business.pdf	Year 13



https://www.ocr.org.uk/Images/505664-marketing-and-market-research.pdf	
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