

# YEAR 10 CURRICULUM PLAN FOR LEVEL ½ TECHNICAL AWARD IN BUSINESS & ENTERPRISE - 2023 NEW



TOPIC	KEY LEARNING	ASSESSMENT
<p><b>Content Area 1:</b></p> <p><b>Entrepreneurship, business organisation and stakeholders</b></p>	<ul style="list-style-type: none"> <li>• Understand what it means to be a successful entrepreneur and their skills, attributes and motivators.</li> <li>• Understand the reasons for aims and objectives in business and the financial and non-financial aims and objectives that a business might have.</li> <li>• Learn the features, liability and sources of finance available to the various legal structures.</li> <li>• Understand the impact on businesses of different structural characteristics.</li> <li>• Understand the internal and external stakeholders of business and how conflict may occur.</li> </ul>	<p>Retrieval through lesson tasks.</p> <p>Formative and Summative assessments based on topics covered.</p>
<p><b>Content Area 2:</b></p> <p><b>The market</b></p>	<ul style="list-style-type: none"> <li>• Understand aspects of the market in business.</li> <li>• Understand data types, market types and market research methods.</li> <li>• Learn about the marketing mix</li> <li>• Understand the product lifecycle, its stages, the characteristics of each stage and extension strategies.</li> <li>• Learn about product development, innovation and branding in business.</li> <li>• Learn about the Boston Matrix and how this applies to business and enterprise.</li> </ul>	<p>Retrieval through lesson tasks.</p> <p>Formative and Summative assessments based on topics covered.</p>
<p><b>Content Area 3:</b></p> <p><b>Human resources</b></p>	<ul style="list-style-type: none"> <li>• Understand the costs and characteristics of internal and external methods of recruitment.</li> <li>• Learn about the different stages of recruitment and the different types of employment contracts.</li> <li>• Understand staff development.</li> <li>• Learn about financial and non-financial methods of motivation and motivation theories.</li> </ul>	<p>Retrieval through lesson tasks.</p> <p>Formative and Summative assessments based on topics covered.</p>
<p><b>Content Area 4:</b></p> <p><b>Operations management</b></p>	<ul style="list-style-type: none"> <li>• Learn about outsourcing and the factors that influence decisions to do this.</li> <li>• Understand the methods of lean production.</li> <li>• Learn about maintaining and improving quality and the different production methods available to businesses.</li> <li>• Understand good customer service, how it is measured and its benefits to businesses.</li> </ul>	<p>Retrieval through lesson tasks.</p> <p>Formative and Summative assessments based on topics covered.</p>
<p><b>Content Area 5:</b></p> <p><b>Business and enterprise growth</b></p>	<ul style="list-style-type: none"> <li>• Understand methods of internal and external growth including developing new products and mergers.</li> <li>• Learn about the economies and diseconomies of scale and their potential impact on the business.</li> <li>• Understand the challenges of growth and how they apply in business and enterprise.</li> </ul>	<p>Retrieval through lesson tasks.</p> <p>Formative and Summative assessments based on topics covered.</p>
<p><b>Content Area 6:</b></p> <p><b>Business and enterprise funding</b></p>	<ul style="list-style-type: none"> <li>• Learn about the short and long-term funding and their appropriateness for businesses of different legal structures.</li> <li>• Understand financial terms and carry out appropriate calculations.</li> <li>• Understand costs, liabilities and assets.</li> <li>• Understand financial tools and documents including a break-even chart and the benefits that result from their use.</li> </ul>	<p>Retrieval through lesson tasks.</p> <p>Formative and Summative assessments based on topics covered.</p>

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TOPIC	KEY LEARNING	ASSESSMENT
<p><b>Content Area 7:</b></p> <p><b>The impact of the external environment</b></p>	<ul style="list-style-type: none"> <li>• <b>Learn about external influences on businesses including tax, legislation and the competitive environment.</b></li> </ul>	<p>Retrieval through lesson tasks. Formative and Summative assessments based on topics covered.</p>
<p><b>Content Area 8:</b></p> <p><b>Business and enterprise planning</b></p>	<ul style="list-style-type: none"> <li>• <b>Understand the purpose and benefits of business and enterprise planning.</b></li> <li>• <b>Learn and understand the sections of a business plan.</b></li> </ul>	<p>Retrieval through lesson tasks. Formative and Summative assessments based on topics covered.</p>
<p><b>NEA</b></p>	<ul style="list-style-type: none"> <li>• <b>Using knowledge and understanding of learning accumulated across the qualification learners will complete a business plan outlined by the NCFE in 21 hours during school-based lessons.</b></li> </ul>	<p>Summative assessment</p>
<p><b>NEA</b></p>	<ul style="list-style-type: none"> <li>• <b>Using knowledge and understanding of learning accumulated across the qualification learners will complete a business plan outlined by the NCFE in 21 hours during school-based lessons.</b></li> </ul>	<p>Summative assessment</p>
<p><b>External exam preparation and revision</b></p>	<ul style="list-style-type: none"> <li>• <b>Revisit Content Areas 1-8 and prepare for assessment.</b></li> </ul>	<p>Summative assessment</p>