



	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
12	<p><b>Topic:</b> Unit 1 Exploring Business Unit 2: Creating a Marketing Proposal</p> <p><b>Knowledge and skills</b></p> <p><b>Unit 1:</b> A: Explore the features of different businesses and analyse what makes them successful  B: Investigate how businesses are organised</p> <p><b>Unit 2:</b> A Introduction to the principles and purposes of marketing that underpin the creation of a rationale for a marketing campaign</p>	<p><b>Topic:</b> Unit 1 Exploring Business Unit 2: Creating a Marketing Proposal</p> <p><b>Knowledge and skills</b></p> <p><b>Unit 1:</b> C: Examine the environment in which businesses operate  D: Examine business markets</p> <p><b>Unit 2:</b> B Using information to develop the rationale for a marketing campaign</p>	<p><b>Topic:</b> Unit 1 Exploring Business Unit 2: Creating a Marketing Proposal</p> <p><b>Knowledge and skills</b></p> <p><b>Unit 1:</b> E: Investigate the role and contribution of innovation and enterprise to business success</p> <p><b>Unit 2:</b> C Planning and developing a marketing campaign</p>	<p><b>Topic:</b> Unit 3: Personal and Business Finance Unit 8: Recruitment and Selection Process</p> <p><b>Unit 2 EXAM (Jan/Feb)</b></p> <p><b>Knowledge and skills</b></p> <p><b>Unit 3:</b> A Understand the importance of managing personal finance  B Explore the personal finance sector</p> <p><b>Unit 8:</b> A Examine how effective recruitment and selection contribute to business success</p>	<p><b>Topic:</b> Unit 3: Personal and Business Finance Unit 8: Recruitment and Selection Process</p> <p><b>Knowledge and skills</b></p> <p><b>Unit 3:</b> C Understand the purpose of accounting  D Select and evaluate different sources of business finance  E Break-even and cash flow forecast</p> <p><b>Unit 8:</b> B Undertake a recruitment activity to demonstrate the processes leading to a successful job offer</p>	<p><b>Topic:</b> Unit 3: Personal and Business Finance Unit 8: Recruitment and Selection Process</p> <p><b>Knowledge and skills</b></p> <p><b>Unit 3 EXAM (May/June)</b></p> <p><b>Unit 3:</b> F Complete statements of comprehensive income and financial position and evaluate a business's performance</p> <p><b>Unit 8:</b> C Reflect on the recruitment and selection process and your individual performance.</p>
13	<p><b>Topic:</b> Unit 4: Managing an Event Unit 6: Principles of Management</p> <p><b>Knowledge and skills</b></p> <p><b>Unit 4:</b> A Explore the role of an event organiser B Investigate the feasibility of a proposed event</p> <p><b>Unit 6:</b> A The definitions and functions of management B Management and leadership styles and skills</p>	<p><b>Topic:</b> Unit 4: Managing an Event Unit 6: Principles of Management</p> <p><b>Knowledge and skills</b></p> <p><b>Unit 4:</b> C Develop a detailed plan for a business or social enterprise event D Stage and manage a business or social enterprise event</p> <p><b>Unit 6:</b> C Managing human resources D Factors influencing management, motivation and performance of the workforce</p>	<p><b>Topic:</b> Unit 4: Managing an Event Unit 6: Principles of Management</p> <p><b>Knowledge and skills</b></p> <p><b>Unit 4:</b> E Reflect on the running of the event and evaluate own skills development.</p> <p><b>Unit 6:</b> E Impact of change F Quality management</p> <p><b>Unit 6 EXAM (Jan/Feb)</b></p>	<p><b>Topic:</b> Unit 5: International Business Unit 19: Pitching for a New Business</p> <p><b>Knowledge and skills</b></p> <p><b>Unit 5:</b> A Explore the international context for business operations B Investigate the international economic environment in which business operates</p> <p><b>Unit 19:</b> A Explore potential ideas for a micro-business start-up</p>	<p><b>Topic:</b> Unit 5: International Business Unit 19: Pitching for a New Business</p> <p><b>Knowledge and skills</b></p> <p><b>Unit 5:</b> C Investigate the external factors that influence international businesses D Investigate the cultural factors that influence international businesses</p> <p><b>Unit 19:</b> B Develop a business plan for a viable micro-business start-up</p>	<p><b>Topic:</b> Unit 5: International Business Unit 19: Pitching for a New Business</p> <p><b>Knowledge and skills</b></p> <p><b>Unit 5:</b> E Examine the strategic and operational approaches to developing international trade</p> <p><b>Unit 19:</b> C Carry out a pitch for funding for the chosen micro-business.</p>