

Sackville School BTEC Enterprise Curriculum - Year 11



TERM	WHAT? (Is delivered?)	WHY? (Is this important?)	WHY NOW? (Why is this taught now?)	IMPACT? (What is the impact at the end of this half term?)	ASSESSMENT
Aut 1	Component 3 - Learning aim A (Marketing and Segmentation)	<ul style="list-style-type: none"> • Learning ready for January exam • Developing skills and techniques in exams 	<ul style="list-style-type: none"> • Suitable topic to introduce the idea of component 3 - managing and financing a business. Interesting topics around marketing mix and market segmentation. • Establishes key business basics which enable greater understanding later in the course • Links to previous components • Final component of course - developing ready for January exam 	<ul style="list-style-type: none"> • Identify and explain key elements of the marketing mix • Explain the benefit of market segmentation to a business. 	Practice paper associated to learning aim A
Aut 2	Component 3 - Learning aim B (Financing a Business)	<ul style="list-style-type: none"> • Learning ready for January exam • Developing skills and techniques in exams 	<ul style="list-style-type: none"> • Links to previous components • Final component of course - developing ready for January exam 	<ul style="list-style-type: none"> • Positive performance in exam questions and assessments • Improving exam technique 	Practice paper associated to learning aim B
Spr 1	Component 3 - Learning aim C (Financial statements)	<ul style="list-style-type: none"> • Learning ready for January exam • Developing skills and techniques in exams 	<ul style="list-style-type: none"> • Links to previous components • Final component of course - developing ready for January exam 	<ul style="list-style-type: none"> • Positive performance in exam questions and assessments • Improving exam technique 	Practice paper associated to learning aim C Preparation for the January exam
Spr 2	Revision of Component 3	<ul style="list-style-type: none"> • Learning ready for summer resit • Developing skills and fine tuning techniques in 	<ul style="list-style-type: none"> • Links to previous components • Final component of course - developing ready for 	<ul style="list-style-type: none"> • Positive performance in exam questions and assessments • Improving exam technique 	Synoptic papers from learning aim A, B and C for component 3

		exams so they are ready for the resit	summer resit exam	ahead of resits. Focus on making sure they maximise marks available and tidy up misconceptions on exam questions.	- prep for the summer retake
Sum 1	Revision of Component 3	<ul style="list-style-type: none"> • Learning ready for summer resit • Developing skills and fine tuning techniques in exams so they are ready for the resit 	<ul style="list-style-type: none"> • Links to previous components • Final component of course - developing ready for summer resit exam 	<ul style="list-style-type: none"> • Positive performance in exam questions and assessments • Improving exam technique ahead of resits. Focus on making sure they maximise marks available and tidy up misconceptions on exam questions. 	Synoptic papers from learning aim A, B and C for component 3 - prep for the summer retake
Sum 2	Revision of Component 3	<ul style="list-style-type: none"> • Learning ready for summer resit • Developing skills and fine tuning techniques in exams so they are ready for the resit 	<ul style="list-style-type: none"> • Links to previous components • Final component of course - developing ready for summer resit exam 	<ul style="list-style-type: none"> • Positive performance in exam questions and assessments • Improving exam technique ahead of resits. Focus on making sure they maximise marks available and tidy up misconceptions on exam questions. 	Preparation for the summer exam (retake for those who need it)

Links to L4L Curriculum and Gatsby Benchmarks:

- Developing the needs of each pupil through different skills development (e.g. presentations, written assignments, group work etc)
- Linking curriculum learning to careers - nature of subject. Component 3 lends itself nicely to discussing careers in business. Students interested in finance and/or accountancy will be able to have exposure to different careers within this module.