

BTEC Level 3 Business – Teaching schedule

	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 12	Unit 1: Coursework Exploring Business The features of different businesses and what makes them successful	Unit 1: Coursework Exploring Business How businesses are organised	Unit 1: Coursework Exploring Business The environment in which businesses operate Business markets	Unit 1: Coursework Exploring Business The role and contribution of innovation and enterprise to business success	Unit 3: Examination Personal and Business Finance The purpose of accounting	Unit 3: Examination Personal and Business Finance Different sources of business finance
	Unit 2: Examination Developing a Marketing Campaign The principles and purposes of marketing that underpin the creation of a rationale for a marketing campaign	Unit 2: Examination Developing a Marketing Campaign The use of information to develop a rationale for a marketing campaign including the use of market research	Unit 2: Examination Developing a Marketing Campaign How to plan and develop a marketing campaign including how to budget for a marketing campaign	Unit 2: Examination Developing a Marketing Campaign Revision, practice and preparation	Unit 3: Examination Personal and Business Finance Statements of comprehensive income and financial position and business performance	Unit 3: Examination Personal and Business Finance The importance of managing personal finance
	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 13	Unit 3: Examination Personal and Business Finance Break-even and cash flow forecasts The personal finance sector	Unit 3: Examination Personal and Business Finance Revision, practice and exam preparation	Unit 8: Coursework Recruitment and Selection Process How effective recruitment and selection can contribute to business success	Unit 8: Coursework Recruitment and Selection Process How effective recruitment and selection can contribute to business success		

Recruitment activities
to demonstrate
knowledge the
processes

Reflecting on the
recruitment and
selection process and
their individual
performance