

## BTEC Technical Award Level 1/2 in Enterprise – Teaching schedule

	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
<b>Year 10</b>	<p><b>Run-through of Component 1: Coursework - Exploring Enterprises</b></p> <ul style="list-style-type: none"> <li>• Investigating a real-life enterprise</li> <li>• Learning the skills, and characteristics of the entrepreneur</li> <li>• Market research</li> </ul>	<p><b>Run-through of Component 1: Coursework - Exploring Enterprises</b></p> <p>Coursework continued:</p> <ul style="list-style-type: none"> <li>• Investigating PEST and SWOT factors</li> </ul>	<p><b>Component 1: Coursework completion</b></p> <p><b>Exploring Enterprises</b></p>	<p><b>Run-through of Component 2: Coursework - Planning and Presenting a Micro-Enterprise Idea</b></p> <ul style="list-style-type: none"> <li>• Generating a business plan</li> </ul>	<p><b>Run-through of Component 2: Coursework - Planning and Presenting a Micro-Enterprise Idea</b></p> <ul style="list-style-type: none"> <li>• Presenting the business plan</li> <li>• Evaluation of the business plan</li> </ul>	<p><b>Component 2: Coursework completion</b></p> <p><b>Planning and Presenting a Micro-Enterprise Idea</b></p>

	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
<b>Year 11</b>	<p><b>Component 3: Examination</b></p> <p><b>Marketing and Finance for Enterprise</b></p> <ul style="list-style-type: none"> <li>• Market Segmentation</li> <li>• Product life cycle</li> <li>• Pricing strategies</li> <li>• Branding, place and distribution of products</li> <li>• Factors that influence the choice of marketing: trust, reputation and loyalty</li> </ul>	<p><b>Component 3: Examination</b></p> <p><b>Marketing and Finance for Enterprise</b></p> <ul style="list-style-type: none"> <li>• Financial documents</li> <li>• Payments methods</li> <li>• Revenue and costs</li> <li>• Financial statements</li> <li>• Profitability and liquidity</li> </ul>	<p><b>Component 3: Examination</b></p> <p><b>Marketing and Finance for Enterprise</b></p> <ul style="list-style-type: none"> <li>• Budgeting</li> <li>• Cashflow</li> <li>• Breakeven</li> <li>• Sources of finance</li> </ul>	<p><b>Component 3: Examination</b></p> <p><b>Marketing and Finance for Enterprise</b></p> <p>Revision</p>	<p><b>Component 3: Examination</b></p> <p><b>Marketing and Finance for Enterprise</b></p> <p>Revision</p>	