

A Level CURRICULUM and ASSESSMENT OVERVIEW

SUBJECT: BTEC Level 3 National in Business

Responsibility: Oliver Johnston

	Term1	Term 2	Term 3	Term 4	Term 5	Term 6
Year 12	Unit 1: Exploring Business (coursework) A: Explore the features of different businesses and analyse what makes them successful B: Investigate how businesses are organised	Unit 1: Exploring Business (coursework) C: Examine the environment in which businesses operate D: Examine business markets E: Investigate the role and contribution of innovation and enterprise to business success	Unit 2: Developing a Marketing Campaign (External exam) A Introduction to the principles and purposes of marketing that underpin the creation of a rationale for a marketing campaign B: Using information to develop the rationale for a marketing campaign	Unit 2: Developing a Marketing Campaign (External exam) B: Using information to develop the rationale for a marketing campaign C: Planning and developing a marketing campaign	Unit 2: Developing a Marketing Campaign (External exam) Preparation with pre-release materials Revision	Unit 3: Personal and Business finance (External exam) A: Understand the importance of managing personal finance
Literacy/numeracy	Graphical representations, Coursework completion, Data handling	Graphical representations, Coursework completion, Data handling	Marketing mix, 7 P's, customer needs, Exam questions, promotional mix, target audience	Reading and interpreting text,	Exam questions, reading and interpreting text,	Money, debt, finance, exam questions
Assessments	Assignment 1 initial deadline: 12/10/18	Assignment 1 final deadline: 23/11/18 Assignment 2 initial deadline: 23/11/18 Assignment 3 initial deadline: 21/12/18 Assignment 2 final deadline: 21/12/18	Assignment 3 final deadline: 1/2/19		Unit 2 Mock exam Unit 2 External Exam (awaiting timetable)	Unit 2 External Exam (awaiting timetable)
Year 13	Unit 3: Personal and Business finance (External exam) B: Explore the personal finance sector C: Understand the purpose of accounting D: Select and evaluate different sources of business finance	Unit 3: Personal and Business finance (External exam) E: Break-even and cash flow forecasts F: Complete statements of comprehensive income and financial position and evaluate a business' performance	Unit 8: Recruitment and Selection (coursework) A: Examine how effective recruitment and selection contribute to business success	Unit 8: Recruitment and Selection (coursework) B: Undertake a recruitment activity to demonstrate the processes leading to a successful job offer C: Reflect on the recruitment and selection process and your individual performance	REVISION FOR ANY STUDENTS RETAKING UNIT 2 OR UNIT 3 Overflow for coursework to be completed	
Literacy/numeracy	Coursework completion, independent research, profit and loss account, balance sheets	Creating financial forecasts and financial documents, coursework completion,	Coursework completion, analysis of impacts	Coursework completion, interview skills, critical thinking		
Assessment		Unit 3 Mock Exam Unit 3 External Exam (awaiting timetable)	Unit 3 External Exam (awaiting timetable) Assignment 1 initial deadline: 7/2/20	Assignment 1 final deadline: 7/3/20 Assignment 2 initial deadline: 20/3/20	Assignment 2 final deadline: 17/4/18	Unit 2 and unit 3 retake exams (awaiting timetable)