

	Half Term 1	Half Term 2	Half Term 3	Half Term 4	Half Term 5	Half Term 6
Year 11	<p>Key Content:</p> <p>Unit 2-</p> <p>Understanding resources for business and enterprise planning</p> <p>Understand sources of enterprise funding and business finance</p> <p>Business and Enterprise Funding</p> <p>Business and Enterprise Finance</p> <p>Unit 2 Understanding resources for business and enterprise planning</p> <p>Understand business and enterprise planning</p>	<p>Key Content:</p> <p>Unit 2-</p> <p>Understanding resources for business and enterprise planning</p> <p>Understand research, resource planning, growth and development for business and enterprise</p> <p>Business Research</p> <p>Resource Planning</p> <p>Business Growth - Learners will know and understand options for internal and external growth, the benefits of growth and be able to apply this in business.</p> <p>Unit 2 Understanding resources for business and enterprise planning</p> <p>Understand human resource requirements for a business start-up</p> <p>Human Resources - Learners will know and understand components of human resources and be able to apply them to a business.</p> <p>Unit 1</p> <ul style="list-style-type: none"> • External Assessment prep, final revision, extended writing tasks (command words!) • External Assessment, Winter window (2nd attempt option) 	<p>Key Content:</p> <p>Unit 2-</p> <p>Understanding resources for business and enterprise planning</p> <p>Understand research, resource planning, growth and development for business and enterprise</p> <p>Business Research</p> <p>Resource Planning</p> <p>Business Growth - Learners will know and understand options for internal and external growth, the benefits of growth and be able to apply this in business.</p> <p>Unit 2 Understanding resources for business and enterprise planning</p> <p>Understand research, resource planning, growth and development for business and enterprise</p> <p>Business Research</p> <p>Resource Planning</p> <p>Business Growth - Learners will know and understand options for internal and external growth, the benefits of growth and be able to apply this in business</p> <p>Unit 2</p> <ul style="list-style-type: none"> • Internal Assessment, recommended 1st submission date is March • EQA visit – 1st visit available April 	<p>Key Content:</p> <p>Unit 2-</p> <ul style="list-style-type: none"> • Internal Assessment, recommended resubmission May • EQA visit – 2nd visit for final sign off (if not completed in 1st visit) 	<p>Key Content:</p> <p>COURSE COMPLETE</p>	<p>Key Content:</p> <p>COURSE COMPLETE</p>
	<p>Key Skills:</p> <ul style="list-style-type: none"> • Research • Funding • Planning • Implementation • Delivery 	<p>Key Skills:</p> <ul style="list-style-type: none"> • HR • Communication • Literacy • Command words • Assessment • Revision 	<p>Key Skills:</p> <ul style="list-style-type: none"> • Application of knowledge • Completion of coursework • Evaluation/redrafting 	<p>Key Skills:</p> <ul style="list-style-type: none"> • Application of knowledge • Completion of coursework • Evaluation/redrafting 		
	<p>Assessment opportunities:</p> <p>Assessment opportunities-self/peer/teacher based upon learners readiness to complete internal assessment.</p>	<p>Assessment opportunities:</p> <p>Assessment opportunities-self/peer/teacher based upon learners readiness to complete internal assessment.</p> <p>External Assessment</p>	<p>Assessment opportunities:</p> <p>Internal Assessment</p>	<p>Assessment opportunities:</p> <p>Internal Assessment</p>		

Year 10	<p>Key Content:</p> <p>Register learners and enter into selected External Assessment (late registration fee if registration cut off date is missed)</p> <p>Introduction to Business</p> <p>Learning styles</p> <p>Learning methods</p> <p>Grading/Assessing work</p> <p>Teamwork/research/presentation skills</p>	<p>Key Content:</p> <p>Unit 1- Understand entrepreneurship, business organisation and the importance of stakeholders</p> <p>Entrepreneur - Learners will know and understand what it means to be an entrepreneur, their motivations, characteristics and skills</p> <p>Business aims and objectives - Learners will know and understand financial and non-financial business aims and objectives and how to apply these in business.</p>	<p>Key Content:</p> <p>Unit 1- Understand entrepreneurship, business organisation and the importance of stakeholders</p> <p>Structures</p> <p>Stakeholder Engagement - Learners will know and understand the internal and external stakeholders of a business and their aims and objectives, learners will know and understand the advantages of effectively engaging with stakeholders</p> <p>West Ham United Vocational Business Leaders Programme.</p>	<p>Key Content:</p> <p>Unit 1- Understand the marketing mix, market research, market types and orientation types</p> <p>Marketing Mix- Learners will know and understand the marketing mix covering each of the four elements</p> <p>Market Research and Markets - Learners will know and understand data types, market research methods, the advantages and disadvantages of each method and how to apply these in business.</p>	<p>Key Content:</p> <p>Unit 1- Understand operations management</p> <p>Understand internal influences on business</p> <p>Customer Service and Internal Influences and Challenges of Growth - Learners will know and understand customer service. Learners will know and understand methods of measuring customer service and how customer service levels can be maintained.</p> <p>Internal Influences - Learners will know and understand the internal influences that affect a business</p>	<p>Key Content:</p> <p>Unit 1- Internal Challenges of Growth - Learners will know and understand the challenges of growth and how they apply in business</p> <p>Understand external influences on business</p> <p>External Influences - Learners will know and understand the external influences that affect a business</p> <p>Challenges of Growth - Learners will know and understand the challenges of growth and how they apply in business</p> <p>Unit 1</p> <ul style="list-style-type: none"> • External Assessment prep, final revision, extended writing tasks (command words!) • External Assessment, Summer window (1st attempt option)
	<p>Key Skills:</p> <ul style="list-style-type: none"> • Ready to learn • Command words • Expectations • Learning styles • Team building • Group bonding 	<p>Key Skills:</p> <ul style="list-style-type: none"> • Target setting • Motivation • Aims and objectives • Aspiration and personal drive 	<p>Key Skills:</p> <ul style="list-style-type: none"> • Vocational project • Critical analysis • Organisation • Structure 	<p>Key skills:</p> <ul style="list-style-type: none"> • Numeracy • Data analysis • Critical thinking 	<p>Key skills:</p> <ul style="list-style-type: none"> • Internal influence • External influence • Analysis • Target setting 	<p>Key skills:</p> <ul style="list-style-type: none"> • Exam preparation • Exams skills • Implementation of knowledge
	<p>Assessment opportunities:</p> <p>Command word assessment</p>	<p>Assessment opportunities:</p> <p>Mock 1</p>	<p>Assessment opportunities:</p> <p>Vocational project formal assessment</p>	<p>Assessment opportunities:</p> <p>Mock 2</p>	<p>Assessment opportunities:</p> <p>Unit 2 practice task</p>	<p>Assessment opportunities:</p> <p>Unit 1 formal assessment</p>