

A LEVEL CURRICULUM OVERVIEW - YEAR 12

Pearson BTEC Level 3 National Extended Certificate

SPECIFICATION CODE: 601/7159/5



	AUTUMN 1	AUTUMN 2	SPRING 1	SPRING 2	SUMMER 1	SUMMER 2
	Attentive & Discerning	Faith-filled & hopeful	Intentional & prophetic	Compassionate & Loving	Learned & Wise	Curious & Active
Year 12 Teacher 1	Unit 3: Common principles in planning personal finance	Unit 3: Different types of borrowing, saving and investment and insurance products Types of organisations	Unit 3: Methods of Interacting with Customers Types of Revenue expenditure	Unit 3: External sources, cost and ratio	Unit 1 support	Unit 1 Support
Year 12 Teacher 2	Unit 1: Evaluate the reasons for the success of two contrasting businesses, reflecting on evidence gathered.	Assess the relationship and communication with stakeholders of two contrasting businesses using independent research.	Analyse how the structures of two contrasting businesses allow each to achieve its aims and objectives.	Explain the features of two contrasting businesses.	Explain how two contrasting businesses are influenced by stakeholders.	Explore the organisation structures, aims and objectives of two contrasting businesses.
Year 12 Teacher 3	Unit 1: Evaluate the extent to which the business environment affects a given organisation Evaluate how changes in the market have impacted on a given business and how this business may react to future changes.	Assess the effects of the business environment on a given organisation. Assess how a given business has responded to changes on the market	Discuss the internal, external and competitive environment on a given organisation. Select a variety of techniques to undertake a situational analysis of a given organisation.	Unit 1: Explore how the market structure and influences on supply and demand affect the pricing and output decisions for a given business.	Justify the use of innovation and enterprise for a business in relation to its changing market and environment.	Analyse how successful the use of innovation and enterprise has been for a given business. Explore how innovation and enterprise contribute to the success of business.

A LEVEL CURRICULUM OVERVIEW - YEAR 13

Pearson BTEC Level 3 National Extended Certificate

SPECIFICATION CODE: 601/7159/5

	AUTUMN 1	AUTUMN 2	SPRING 1	SPRING 2	SUMMER 1	SUMMER 2
	Attentive & Discerning	Faith-filled & hopeful	Intentional & prophetic	Compassionate & Loving	Learned & Wise	Curious & Active
Year 13 Teacher 1	<p>Unit 2</p> <p>The role of marketing</p> <p>Influences on marketing activity</p> <p>Market research and methods</p> <p>Developing a rationale</p> <p>Marketing campaigns</p> <p>Marketing Mix</p>	<p>Marketing Mix</p> <p>Appropriateness of marketing campaigns</p> <p>The principles and purposes of marketing</p> <p>Section A scenario released: use unit 2 knowledge gained to apply to the scenario outlined in section A and prepare for the January exam (section B).</p>	<p>Unit 1 Amendments</p>	<p>Unit 1 Amendments</p>	N/A	N/A
Year 13 Teacher 2	<p>Unit 8</p> <p>Participate in the selection interviews, as an interviewer and interviewee.</p> <p>Prepare appropriate documentation for use in selection and recruitment activities.</p> <p>Complete a SWOT analysis on your performance in role in the interviewing activities.</p> <p>Prepare a personal skills development plan for future interview situations.</p>	<p>Unit 8</p> <p>Evaluate how well the recruitment and selection process complied with best practice, drawing reasoned conclusions as to how it will support your future career.</p> <p>Evaluate how well the documents prepared and participation in the interview activities supported the process for a job offer.</p> <p>In recruitment interviews demonstrate analytical responses and questioning to allow assessment of skills and knowledge</p>	<p>Unit 8:</p> <p>Evaluate the recruitment processes used and how they contribute to the success of the selected business.</p> <p>Analyse the different recruitment methods used in a selected business.</p>	<p>Unit 8:</p> <p>Explain how and why a business adheres to recruitment processes which are ethical and comply with current employment law.</p> <p>Explain how a large business recruits and selects giving reasons for their processes</p>	N/A	N/A