



	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
12	Topic: Unit 1 Exploring Business Unit 2: Creating a Marketing Proposal Knowledge and skills Unit 1: A: Explore the features of different businesses and analyse what makes them successful B: Investigate how businesses are organised Unit 2: A Introduction to the principles and purposes of marketing that underpin the creation of a rationale for a marketing campaign	Topic: Unit 1 Exploring Business Unit 2: Creating a Marketing Proposal Knowledge and skills Unit 1: C: Examine the environment in which businesses operate D: Examine business markets Unit 2: B Using information to develop the rationale for a marketing campaign	Topic: Unit 1 Exploring Business Unit 2: Creating a Marketing Proposal Knowledge and skills Unit 1: E: Investigate the role and contribution of innovation and enterprise to business success Unit 2: C Planning and developing a marketing campaign	Topic: Unit 3: Personal and Business Finance Unit 8: Recruitment and Selection Process Unit 2 EXAM (Jan/Feb) Knowledge and skills Unit 3: A Understand the importance of managing personal finance B Explore the personal finance sector Unit 8: A Examine how effective recruitment and selection contribute to business success	Topic: Unit 3: Personal and Business Finance Unit 8: Recruitment and Selection Process Knowledge and skills Unit 3: C Understand the purpose of accounting D Select and evaluate different sources of business finance E Break-even and cash flow forecast Unit 8: B Undertake a recruitment activity to demonstrate the processes leading to a successful job offer	Topic: Unit 3: Personal and Business Finance Unit 8: Recruitment and Selection Process Knowledge and skills Unit 3 EXAM (May/June) Unit 3: F Complete statements of comprehensive income and financial position and evaluate a business's performance Unit 8: C Reflect on the recruitment and selection process and your individual performance.
13	Topic: Unit 4: Managing an Event Unit 6: Principles of Management Knowledge and skills Unit 4: A Explore the role of an event organiser B Investigate the feasibility of a proposed event Unit 6: A The definitions and functions of management B Management and leadership styles and skills	Topic: Unit 4: Managing an Event Unit 6: Principles of Management Knowledge and skills Unit 4: C Develop a detailed plan for a business or social enterprise event D Stage and manage a business or social enterprise event Unit 6: C Managing human resources D Factors influencing management, motivation and performance of the workforce	Topic: Unit 4: Managing an Event Unit 6: Principles of Management Knowledge and skills Unit 4: E Reflect on the running of the event and evaluate own skills development. Unit 6: E Impact of change F Quality management Unit 6 EXAM (Jan/Feb)	Topic: Unit 5: International Business Unit 19: Pitching for a New Business Knowledge and skills Unit 5: A Explore the international context for business operations B Investigate the international economic environment in which business operates Unit 19: A Explore potential ideas for a micro-business start-up	Topic: Unit 5: International Business Unit 19: Pitching for a New Business Knowledge and skills Unit 5: C Investigate the external factors that influence international businesses D Investigate the cultural factors that influence international businesses Unit 19: B Develop a business plan for a viable micro-business start-up	Topic: Unit 5: International Business Unit 19: Pitching for a New Business Knowledge and skills Unit 5: E Examine the strategic and operational approaches to developing international trade Unit 19: C Carry out a pitch for funding for the chosen micro-business.