



Subject: BTEC Tech Award in Enterprise (Lv1/2) 2022		Year 10 and Year 11
Examination Board: Edexcel Pearson	Specification Code: 603/7063/4	Qualification: BTEC Tech
Director of Faculty: Miss L Fox		KS4 Subject Lead: Miss L Fox
Teaching Staff: Miss L Fox / Mrs J Peet		
Curriculum Rationale: This qualification is for learners interested in taking a hands-on course alongside their GCSEs that will offer them an insight into what it is like to work in the Enterprise sector. Enterprise is an important part of the business sector and plays a major role in the UK's global economic status, with SMEs accounting for about half the turnover in the UK private sector. This course will give learners a broad insight into entrepreneurship and the skills, knowledge and attitudes that underpin it, allowing them to decide whether it is a career pathway they would like to pursue, while keeping their options for progression wide open. This is a Tech Award Level 1/Level 2 course which is of the same size and rigour as GCSEs. This opportunity widens learners' options at Key Stage 4, while keeping all their options open for progression into post-16 education and training		
Unit 1: Exploring Enterprises This unit allows pupils to research local businesses to understand their impact on the community around them. <ul style="list-style-type: none">• What is an Enterprise?• Types and characteristics of small and medium enterprises• The purpose of enterprises• Entrepreneurs• Customer Needs• Using market research to understand customers• Understanding competitors	Unit 2: Planning and Pitching an Enterprise Activity This component allows pupils to develop their own business ideas and create a plan. Additional skills include business pitching and self-evaluation of business acumen. <ul style="list-style-type: none">• Internal factors such as staffing, resources and marketing choices.• External factors such as the economy, unemployment and interest rates• Situational analysis such as contingency planning for the risks affecting an enterprise• Measuring the success of a small to medium enterprise	Unit 3: Promotion and Finance for Enterprises This component allows pupils to understand the marketing choices of an enterprise, in addition to completing the financial documents required for success in the UK market. <ul style="list-style-type: none">• Market segmentation• Factors affecting promotion• Financial documents• Payment methods and sources• Sources of revenue & costs• Terminology in financial statements• Profitability and Liquidity• Financial forecasting• Cash Flow Analysis• Break Even Analysis
Assessment Overview: The three units in the qualification give learners the opportunity to develop broad knowledge and understanding of the business sector and specialist skills and techniques in three distinct areas which are all assessed independently. Each area then contributes points to the overall BTEC Tech Award with one of the following outcomes: Level 1 Pass-Distinction, L2 Pass-Distinction* <ul style="list-style-type: none">• Unit 1 & 2 : Internal Assessment (Externally moderated). 30% weighting each. Set tasks which are sat in practical exams.• Unit 3: External Assessment (Externally Marked). 40% weighting. 1 hour 30 min exam.		
Homework and Revision Guidance: All homework is set inline with the schools homework policy for KS4 pupils. Pupils complete homework using the BTEC Enterprise Google Classroom which is a designated virtual learning classroom that pupils can access at home with their school login details.		
Learning and Career Pathways: Pupils who achieve a level 2 might consider progression to A Levels in a range of subjects, further vocational study such as a BTEC Level 3 in Enterprise and Entrepreneurship, BTEC Level 3 in Business or employment in a range of apprenticeships. Other pathways include qualifications in Law, Accounting, Finance, Human Resources, Sales and Marketing.		

