Year 12	Half Term 1	Half Term 2	Half Term 3	Half Term 4	Half Term 5	Half Term 6
Knowledge	 Unit 3: Personal & Business <i>Learning Aim A:</i> Understand the importance of managing personal finance <i>Learning Aim B:</i> Explore the personal finance sector <i>Learning Aim C:</i> Understand the purpose of accounting Unit 8: Recruitment & Selection <i>Learning Aim A:</i> Examine how a large business recruits and selects giving reasons for their processes 	 Unit 3: Personal & Business <i>Learning Aim D:</i> Select and evaluate different sources of finance <i>Learning Aim E:</i> Break-even and cash flow forecasts <i>Learning Aim F:</i> Complete statements of comprehensive income and financial position and evaluate a business performance Unit 8: Recruitment & Selection <i>Learning Aim B:</i> Undertake a recruitment activity to demonstrate the processes leading to a successful job offer 	 Unit 2: Developing a marketing campaign Learning Aim A: Introduction to the principles and purposes of marketing that underpin the creation of a rationale for a marketing campaign Learning Aim B: Using information to develop the rationale for a marketing campaign Learning Aim C: Planning and developing a marketing campaign Unit 8: Recruitment & Selection Learning Aim C: Reflect on the recruitment and selection process and your individual performance 	 Unit 2: Developing a marketing campaign Learning Aim A: Introduction to the principles and purposes of marketing that underpin the creation of a rationale for a marketing campaign Learning Aim B: Using information to develop the rationale for a marketing campaign Learning Aim C: Planning and developing a marketing campaign Unit 4: Managing an Event Learning Aim A: Explore the role of an event organiser Learning Aim B: Investigate the feasibility of a proposed event 	 Unit 1: Exploring Business Learning Aim A: Explore the features of different businesses and analyse what makes them successful Unit 4: Managing an Event Learning Aim C: Develop a detailed plan for a business, or social enterprise event Learning Aim D: Stage and manage a business or social enterprise event 	 Unit 1: Exploring Business Learning Aim B: Investigate how businesses are organised Unit 4: Managing an Event Learning Aim E: Reflect on the running of the event and evaluate own skills development development
Skills	 cognitive and problem-solving skills: use critical thinking, approach non-routine problems applying expert and creative solutions, use systems and technology intrapersonal skills: communicating, working collaboratively, negotiating and influencing, self-presentation interpersonal skills: self-management, adaptability and resilience, self-monitoring and development 					
Independent Learning Link	ActiveLearn Textbook	ActiveLearn Textbook	ActiveLearn Textbook	ActiveLearn Textbook	ActiveLearn Textbook	ActiveLearn Textbook

	Year 13	Half Term 1	Half Term 2	Half Term 3	Half Term 4	Half Term	
Kno	owledge	 Unit 5: International Business Learning Aim A: Explore the international context for business operations Learning Aim B: Investigate the international economic environment in which business operates Unit 6: Principles of Management Learning Aim A: The definitions and functions of management Learning Aim B: Management and leadership styles Learning Aim C: Managing human resources 	 Unit 5: International Business Learning Aim C: Investigate the external factors that influence international businesses Learning Aim D: Investigate the cultural factors that influence international businesses Unit 6: Principles of Management Learning Aim D: Factors influencing management, motivation and performance of the workforce Learning Aim E: Impact of change Learning Aim F: Quality management 	 Unit 5: International Business Learning Aim E: Examine the strategic and operational approaches to developing international trade Unit 1: Exploring Business Learning Aim C: Examine the environment in which businesses operate 	 Unit 21: Training and Development Learning Aim A: Investigate training and development Learning Aim B: Examine the planning and delivery of training programmes in a selected business Unit 1: Exploring Business Learning Aim D: Examine business markets 	 Unit 21: Training an Development Learning Aim C: appropriate induprogramme for a new starters in a business Unit 1: Exploring But Learning Aim E: the role and con innovation and e business success 	
Ski	lls	 cognitive and problem-solving skills: use critical thinking, approach non-routine problems applying expert and creative solutions, use systems and technology intrapersonal skills: communicating, working collaboratively, negotiating and influencing, self-presentation interpersonal skills: self-management, adaptability and resilience, self-monitoring and development 					
	lependent arning Link	ActiveLearn Textbook BTEC Unit 6 Exam Papers	ActiveLearn Textbook BTEC Unit 6 Exam Papers	ActiveLearn Textbook BTEC Unit 6 Exam Papers	<u>ActiveLearn Textbook</u> <u>BTEC Unit 6 Exam Papers</u>	ActiveLearn Textboo BTEC Unit 6 Exam Pa	

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