

	Autumn 1								Autumn 2							Spring 1					Spring 2							Summer 1						Summer 2					
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39
11	Component 3: Learning Aim B: Financial Records B1 – Financial Documents B2 – Payment Methods B3 - Sources of revenue and costs B4 – Terminology in financial statements B5 - Statement of comprehensive income B6 - Statement of financial position B7 - Profitability and liquidity Learning Aim C: Financial planning and forecasting C1 – Using cash flow data C2 - Financial forecasting C3 - Suggesting improvements to cash flow problems C4 - Break-even analysis and break-even point C5 - Sources of business finance								Revision: Component 3: Learning Aim A A1 - Elements of the promotional mix and their purposes A2 - Targeting and segmenting the market A3 - Factors influencing the choice of promotional methods Learning Aim B: Financial Records B1 – Financial Documents B2 – Payment Methods B3 - Sources of revenue and costs B4 – Terminology in financial statements B5 - Statement of comprehensive income B6 - Statement of financial position B7 - Profitability and liquidity Learning Aim C: Financial planning and forecasting C1 – Using cash flow data C2 - Financial forecasting C3 - Suggesting improvements to cash flow problems C4 - Break-even analysis and break-even point C5 - Sources of business finance							Sitting component 3 exam in January. First 2 weeks, revision. After exam picking up any missing elements from component 1 and 2.					Picking up any missing elements from component 1 and 2. Component 3 for any pupil that will need to re-sit.							Picking up any missing elements from component 1 and 2. Component 3 for any pupil that will need to re-sit.											
10	Component 2: Learning Aim A: Explore ideas, and plan for a micro-enterprise A2 – Plan for a micro-enterprise activity Learning Aim B: pitching a micro-enterprise activity B1 – Pitching a micro-enterprise activity B2 – Presenting a business pitch Learning Aim C: Review own pitch for a micro-enterprise activity C1 – Using feedback and review to identify possible changes to the pitch								Component 2: Learning Aim B: pitching a micro-enterprise activity B1 – Pitching a micro-enterprise activity B2 – Presenting a business pitch Learning Aim C: Review own pitch for a micro-enterprise activity C1 – Using feedback and review to identify possible changes to the pitch							Component 1: Learning Aim A: Examine the characteristics of enterprises A3 – The purpose of enterprise					Component 1: Learning Aim C: Investigate the factors that contribute to the success of an enterprise C1 – Internal factors C2 – External factors C3 – Situational analysis C4 - Measuring the success of an SME							Component 3: Learning Aim A: Promotion A1 - Elements of the promotional mix and their purposes A2 - Targeting and segmenting the market A3 - Factors influencing the choice of promotional methods						Component 3: Learning Aim A: Promotion A1 - Elements of the promotional mix and their purposes A2 - Targeting and segmenting the market A3 - Factors influencing the choice of promotional methods					

9	<p>Component 1:</p> <p>Learning Aim A: Examine the characteristics of enterprises A1 – What is an enterprise? A2 – Types and characteristics of small and medium enterprises (SMEs) A3 – The purpose of enterprise</p>	<p>Component 1:</p> <p>Learning Aim A: Examine the characteristics of enterprises A3 – The purpose of enterprise A4 - Entrepreneurs</p>	<p>Component 1:</p> <p>Learning Aim B: Explore how market research helps enterprises meet customer needs and understand competitor behaviour B1 – Customer needs B2 – Using market research to understand customers</p>	<p>Component 1:</p> <p>Learning Aim B: Explore how market research helps enterprises meet customer needs and understand competitor behaviour B3 – Understanding competitors</p> <p>Component 2:</p> <p>Learning Aim A: Explore ideas, and plan for a micro-enterprise A1 – Generating ideas for a micro-enterprise activity</p>	<p>Component 2:</p> <p>Learning Aim A: Explore ideas, and plan for a micro-enterprise A2 – Plan for a micro-enterprise activity</p>	<p>Component 2:</p> <p>Learning Aim A: Explore ideas, and plan for a micro-enterprise A2 – Plan for a micro-enterprise activity</p>
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