



## Year 10 – Scheme of Learning

Topic Title	Unit length	Knowledge (SoL Subject Content)	Skills covered	Assessment	The Hidden Curriculum	Wider Curriculum Links	SMSC, BAME
Component 1: Exploring Enterprises	36 GLH Internally Assessed	LA.A What is an Enterprise?	Presentation Skills Report Writing	Assignment 1 (internally assessed)			
Component 1: Exploring Enterprises	36 GLH Internally Assessed	LA.A Types and Characteristics of SMEs → Micro, Small, Medium	Research and Synthesis Skills Report Writing				
Component 1: Exploring Enterprises	36 GLH Internally Assessed	LA.A The Purpose of Enterprises → Aims/Objectives → Social and Political Pressure	Synthesis Skills Report Writing				
Component 1: Exploring Enterprises	36 GLH Internally Assessed	LA. A Entrepreneurs → Characteristics → Skills	Skills Audits Self and Peer Reflection Verbal Communication Skills				



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Component 1: Exploring Enterprises	36 GLH Internally Assessed	LA. B Customer Needs and Competitors → Anticipate/Meet needs → How to be competitive	Research and Synthesis Skills Report Writing	Assignment 2 (internally assessed)		D&T - Anticipate/meet Customer Needs	
Component 1: Exploring Enterprises	36 GLH Internally Assessed	LA. B Using Market Research to understand Customers → Primary → Secondary	Research Skills Application of theory			Geography, Citizenship/Media-Market Research	
Component 1: Exploring Enterprises	36 GLH Internally Assessed	LA.C Internal Factors → Positive/Negative Effects	Report Writing Research Independent Learning	Assignment 3 (internally assessed)			
Component 1: Exploring Enterprises	36 GLH Internally Assessed	LA.C External Factors → Positive/Negative Effects	Report Writing Research Independent Learning				



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Component 1: Exploring Enterprises	36 GLH Internally Assessed	LA. C Situational Analysis → SWOT → PEST	Analysis and Evaluation Skills Completion of Situational Analysis			Media/IT/Humanities /Sport- SWOTs	
Component 1: Exploring Enterprises	36 GLH Internally Assessed	LA. C Measuring the Success of an SME → Reasons and Methods for Measure Success	Analysis and Evaluation				
Component 3: Promotion and Finance for Enterprise	48 GLH Externally Synoptic	LA. A The Promotional Mix and Purpose → Message and Medium → Advertising → Sales Promotion → Personal Selling → Public Relations → Direct Marketing	Application of Theory to Questions Analytical Skills Exam Questions Problem Solving	External Exam to be taken at the end of Year 10		D&T - Promotions	
Component 3: Promotion and Finance for Enterprise	48 GLH Externally Synoptic	LA.A Target and Segmenting the Market → B2B/B2C → Demographic → Geographic → Psychographic → Behavioural	Application of Theory to Questions Analytical Skills Exam Questions			Humanities/Media/D &T - Segments	



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Component 3: Promotion and Finance for Enterprise	48 GLH Externally Synoptic	LA.A Factors affecting Choice of Promotions → Size, Budget, Target and Effectiveness	Application of Theory to Questions Analytical Skills Exam Questions			
Component 3: Promotion and Finance for Enterprise	48 GLH Externally Synoptic	LA. B Financial Documents → Invoice, PO, Delivery Note, Credit Note, Statement of Account	Numeracy Skills Accountancy Skills Analysis of Source Documents		Maths - numeracy	
Component 3: Promotion and Finance for Enterprise	48 GLH Externally Synoptic	LA.B Payment Methods → Cash, Credit Cards, Debit cards, Direct Debit, New payment technologies	Application of Theory to Questions Analytical Skills Exam Questions			
Component 3: Promotion and Finance for Enterprise	48 GLH Externally Synoptic	LA.B Sources of Revenue and Costs → Startup v Running Costs → Fixed v Variable Costs → Sales Income and Revenue	Numeracy Skills Accountancy Skills Analysis Exam Questions		Maths - numeracy, Formulas	



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<b>Component 3: Promotion and Finance for Enterprise</b>	<b>48 GLH</b>  <b>Externally Synoptic</b>	<b>LA.B Financial Terminology</b> → Profit - Gross/Net/Retained → Assets and Liabilities → Debtors/Creditors → Net Current Assets → Capital	<b>Numeracy Skills</b> <b>Accountancy Skills</b> <b>Analysis</b> <b>Exam Questions</b>			<b>Maths - numeracy, Formulas</b>	
<b>Component 3: Promotion and Finance for Enterprise</b>	<b>48 GLH</b>  <b>Externally Synoptic</b>	<b>LA.B Statements of Comprehensive Income</b> → Account to calculate Profit and Loss	<b>Accountancy Skills</b> <b>Numerical Skills</b> <b>Analysis of Data</b>			<b>Maths - numeracy, Accounts</b>	
<b>Component 3: Promotion and Finance for Enterprise</b>	<b>48 GLH</b>  <b>Externally Synoptic</b>	<b>LA.B Statements of Financial Position</b> → Account to calculate Assets, Liabilities and Capital	<b>Accountancy Skills</b> <b>Numerical Skills</b> <b>Analysis of Data</b>			<b>Maths - numeracy, Accounts</b>	
<b>Component 3: Promotion and Finance for Enterprise</b>	<b>48 GLH</b>  <b>Externally Synoptic</b>	<b>LA.B Profitability and Liquidity</b> → Profitability Ratio - GPM, NPM → Liquidity Ratio - Current Ratio, Liquid Capital Ratio	<b>Using Mathematical Formulas</b> <b>Analysis of Data</b>			<b>Maths - Ratios</b>	



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Component 3: Promotion and Finance for Enterprise	48 GLH Externally Synoptic	LA.C Cash Flow Data → Inflows and outflows Forecasting	Numerical Skills Analysis of Data			Maths - numeracy, calculating inflow	
Component 3: Promotion and Finance for Enterprise	48 GLH Externally Synoptic	LA.C Financial Forecasting → Purpose of CashFlow → Impact of Timings	Numerical Skills Analysis of Data			Maths - numeracy, calculating balances	
Component 3: Promotion and Finance for Enterprise	48 GLH Externally Synoptic	LA.C Break-Even Analysis → Costs, Sales → Break-Even Point → Margin of Safety → BE chart → Advantages and Limitation of BE	Create and Interpret Graphs Using Mathematical Formulas Analysis and Evaluation of Data			Maths - Formulas, Charts, Interpreting Data	
Component 3: Promotion and Finance for Enterprise	48 GLH Externally Synoptic	LA.C Sources of Business Finance → Internal - Savings, Retained profits, → External - Loans, Credit cards, Grants, HP, Leasing, Trade Credit, Venture Capital, Peer lending	Analysis of Scenarios Application of Theory Evaluation and making Judgements				



Year 11 – Scheme of Learning							
Topic Title	Unit length	Knowledge (SoL Subject Content)	Skills covered	Assessment	National Curriculum Links	Wider Curriculum Links	Sequencing Links (Y7-11)
Component 2: Planning and Pitching an Enterprise Activity	36 GLH Internally Assessed	LA. A Generate Ideas for a Micro-Enterprise Activity  → How to generate ideas → Factors in Selecting idea → Skills Audit	Independent Thinking Blue sky Thinking Problem Solving Self-Reflection Skills Creativity Problem Solving	Assignment 1 (Internally Assessed)		Humanities - Blue Sky Thinking	
Component 2: Planning and Pitching an Enterprise Activity	36 GLH Internally Assessed	LA.A Plan for a Micro-Enterprise Activity  → Aims → Product/Service → Target Market and Communication → Resources → Risk Assessment	Research and Synthesis Skills Problem Solving Report Writing Analysis and Evaluative Skills Market Research				
Component 2: Planning and Pitching an Enterprise Activity	36 GLH Internally Assessed	LA.B Pitching a Micro-Enterprise Activity	Slides Creation Creativity PP presentation	Assignment 2 (Internally Assessed)		Sport - presentations	



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		→ Designing Key Elements for a pitch					
<b>Component 2: Planning and Pitching an Enterprise Activity</b>	<b>36 GLH Internally Assessed</b>	<b>LA.B Presenting a Business Pitch</b> → Presentation Skills → Communication Skills	<b>Communication Skills</b> <b>Presenting Skills</b> <b>Body Language</b>			<b>English - Presentation skills, Verbal Communication</b>	
<b>Component 2: Planning and Pitching an Enterprise Activity</b>	<b>36 GLH Internally Assessed</b>	<b>LA.C Evaluating the Business Pitch</b> → Peer Feedback → Review and Recommend	<b>Self-Reflection</b> <b>Peer Feedback</b> <b>Ability to Accept Criticism and Guidance</b> <b>Evaluation</b>	<b>Assignment 3 (Internally Assessed)</b>		<b>English - Presentation skills, Verbal Communication</b>	