



# BTEC Tech Award in Enterprise from September 2022

## Intent

### Curriculum aims:

Enterprise is an important part of the business sector and plays a major role in the UK’s global economic status. The role of entrepreneurs is to help create wealth for the nation and its citizens through the creation of enterprises that innovate and grow the economy. There are nearly 6 million such businesses in the UK, employing around 16.6 million people. In 2019, small and medium sized enterprises (SMEs) account for 99.9% of the business population in the UK and account for three fifths of the employment and around half of the turnover in the UK private sector; around £2.2 trillion. This course will give you the opportunity to develop knowledge and technical skills in a practical learning environment.

### Curriculum content:

Everyone taking this qualification will study three components, covering the following content areas:

1. Exploring enterprises, including understanding of enterprise and entrepreneurs, how market research helps enterprises to meet customer needs and understand competitors, and how internal and external factors affect decisions made by enterprises.
2. Planning and presenting a micro-enterprise idea, including generating ideas and creating a business plan, culminating in a business presentation and review.
3. Understanding and application of knowledge of how SMEs promote and finance their business.

### Assessment overview:

Component	Assessment type:	Q1 assessment Y10	Q2 assessment Y10	Q3 assessment Y10	Q4 assessment Y10	Q1 assessment Y11	Q2 assessment Y11	Q3 assessment Y11
Component 1- Exploring Enterprises- 30% of final grade	<b>Components 1 and 2 are assessed through non-exam internal assessment.</b> Non-exam internal assessment is delivered through Pearson Set Assignments (new specification). The external assessment- <b>Component 3- takes the form of an external assessment</b> taken under supervised conditions, which is then marked by, and a grade awarded by Pearson.	Y	Y	Y	Completed in April	Completed in Y10	Completed in Y10	Completed in Y10
Component 2- Planning for and Presenting a Micro Enterprise idea- 30% of final grade		N	N	N	Y	Y	Y	Y
Component 3- Marketing and Finance for Enterprise- 40% of final grade		N	N	N	Y	Y	Y	N- final exam is sat in February

### Skills developed:

All three components in the qualification give you the opportunity to develop broad knowledge and understanding of the enterprise sector, and relevant transferable skills. You will also develop key skills, such as problem solving, research, decision making, innovation, project management, planning and communication.

### Implementation

*The Year 11 cohort ending summer 2023 are the final cohort of the 'old' specification. Year 10s starting the course in September 2022 will start the new specification.*

Two teachers deliver the course, with an equal amount of lessons to both years 10 and 11. The new specification starting September 2022, has been planned to be delivered as follows:

	Teacher 1	Teacher 2
<b>Year 10 Autumn Term</b>	Delivery of Component 1 content	
<b>Year 10 Spring Term</b>	<b>Pearson Set Assignment (PSA) for Component 1 issued in February*</b> . Students complete in class during February and March. Submit no later than April	
<b>Year 10 Summer Term</b>	Delivery of Component 3 content	Delivery of Component 2 content
<b>Year 11 Autumn Term</b>	Delivery of Component 3 content	Delivery of Component 2 content
<b>Year 11 Spring Term</b>	Component 2 refresher/ Delivery of Component 3 content	<b>PSA for Component 2 issued in February</b> . Students complete in class during February and March. Submit no later than April
<b>Year 11 Summer Term</b>	Component 3 final revision	Component 3 final revision
	<b>Component 3 external assessment to be sat in May**</b>	

\*The PSAs for Components 1 and 2 are marked internally by the teachers, and marks are then submitted to Pearson. They will then select a random sample of work for moderation purposes.

\*\*The Component 3 written assessment has to be taken at the end of the course in the summer term of year 11, due to the terminal requirement of the new specification.

## **Impact**

- ✓ Regular low stakes testing of key terms and concepts via in-class Q&A and prep tasks.
- ✓ Students receive a Glossary of Key Terms used in all components- this is stuck in exercise books, together with a Student Tracker.
- ✓ Scaffolded support such as writing templates and frames are provided to students, to help ensure coverage of the required assessment criteria.
- ✓ The internally assessed, externally moderated units (PSAs) are designed to demonstrate the application of the aligned conceptual knowledge, for which they are assessed. The PSA provides clear guidance for each assignment, the given format of the assessment is stated, e.g., practical assessment / presentation. This provides a potential opportunity to develop wider skills, individual learner decisions and in some cases, industry specific approaches within the guidance within the PSA.
- ✓ General feedback provided on PSA drafts, which signposts areas for future improvement.
- ✓ Resubmission of PSAs can be granted, provided exam board conditions have been met.
- ✓ Quarterly reporting allows teachers the opportunity to provide formative feedback on content and skill acquisition to date. All quarterly assessments that take place relating to Component 3, use the same format as that in the end of course written assessment, to prepare students for what to expect in the summative written assessment.
- ✓ A majority of students each year continue their further education onto BTEC Level 2 and/or 3 courses at sixth form schools/ colleges.