

Term	Week	Focus	Summary	Learning Outcomes	Learning skills
Term 1.1	1	A1 Business Purpose	<ul style="list-style-type: none"> Private Sector Public Sector Social Organisations 	Learning aim A – Understand the purpose and ownership of business	Analytical report on contrasting organisations PEARSON SET ASSESSMENT Learners will utilize critical thinking skills to compare and contrast business operations, their ownership and purpose.
	2	A2 Types of ownership	<ul style="list-style-type: none"> Sole Trader Partnerships 	Learning aim A – Understand the purpose and ownership of business	Analytical report on contrasting organisations PEARSON SET ASSESSMENT Learners will utilize critical thinking skills to analyse the success of chosen companies based on business model.
	3	A2 Types of ownership	<ul style="list-style-type: none"> Public Limited Private Limited 	Learning aim A – Understand the purpose and ownership of business	Analytical report on contrasting organisations PEARSON SET ASSESSMENT Learners will utilize collaborative learning to review the impact of business culture on business performance.
	4	A2 Types of ownership	<ul style="list-style-type: none"> Charity. Social Enterprise. Voluntary organisation. Co-operative. Government. 	Learning aim A – Understand the purpose and ownership of business	Analytical report on contrasting organisations PEARSON SET ASSESSMENT Learners will utilize research and critical thinking skills with the application of business theory surrounding advantages and disadvantages of varying ownership types

	5	A3 Size and scale	<ul style="list-style-type: none"> • Micro: up to nine staff. • Small: 10 to 49 staff. • Medium: between 50 and 249 staff. • Large: more than 250 staff. <p>Local. Regional. National. European. Global/International</p>	Learning aim A – Understand the purpose and ownership of business	Analytical report on contrasting organisations PEARSON SET ASSESSMENT Learners will carry out investigation into how businesses are structured with analysis of the chosen organization structures examining impact on staff, operations and customers
	6	A4 Business classification	<ul style="list-style-type: none"> • Primary: extraction of raw materials, e.g. mining, fishing, agriculture. • Secondary: manufacturing sector, concerned with producing finished goods, e.g. construction, manufacturing, utilities such as electricity, gas. 	Learning aim A – Understand the purpose and ownership of business	Analytical report on contrasting organisations PEARSON SET ASSESSMENT Learners will carry out investigation into how businesses are structured with analysis of the chosen organization structures examining impact on staff, operations and customers
	7	A4 Business classification	<ul style="list-style-type: none"> • Tertiary: service sector, concerned with offering intangible goods and services to consumers, e.g. retail, tourism, banking, entertainment, IT services, transportation 	Learning aim A – Understand the purpose and ownership of business	Analytical report on contrasting organisations PEARSON SET ASSESSMENT Learners will compare the size, scale, ownership and classification of different business organisations and their impact on the business purpose.

Term 1.2	1	B1 – Business Environment characteristics	<ul style="list-style-type: none"> Business environment market size Trends Supply/Demand 	Learning aim B: Understand the environment in which businesses operate	<p>Analytical report on contrasting organisations</p> <p>PEARSON SET ASSESSMENT</p> <p>Learners will compare the external environment and survival strategies of different business organisations and their impact on the business purpose.</p>
	2	B1 – Business Environment characteristics	<ul style="list-style-type: none"> Competitors Relative growth and decline by sector Global business Digitalisation/technology 	Learning aim B: Understand the environment in which businesses operate	<p>Analytical report on contrasting organisations</p> <p>PEARSON SET ASSESSMENT</p> <p>Learners will compare the external environment and survival strategies of different business organisations and their impact on the business purpose.</p>
	3	B2 – External factors	<ul style="list-style-type: none"> Political Economic Social 	Learning aim B: Understand the environment in which businesses operate	<p>Analytical report on contrasting organisations</p> <p>PEARSON SET ASSESSMENT</p> <p>Learners will utilise critical analysis skills through the use of business analytical tools on chosen businesses</p>
	4	B2 – External factors	<ul style="list-style-type: none"> Technological Legal Environmental 	Learning aim B: Understand the environment in which businesses operate	<p>Analytical report on contrasting organisations</p> <p>PEARSON SET ASSESSMENT</p> <p>Learners will utilise critical analysis skills through the use of business analytical tools on chosen businesses</p>
	5	Assignment workshop	A.P1, A.P2, B.P3, B.P4	For a PASS - learners must carry out relevant research into two business organisations that operate in local, national or international/European markets and the factors that influence	Task 1 - Analytical report

				<p>them. Using their research findings, learners must produce a report which explores the context of different business organisations, making reference to their size, scale, classification and ownership, and how this influences business purpose. Learners will demonstrate a basic understanding of the business environment and the impact that this has on business operations and outcomes, making reference to a range of external factors and the role of the government in business success or failure. Learners will make basic links to business examples to support their work.</p>	
	6	Assignment workshop	A.M1, B.M2	<p>FOR A MERIT - learners will carry out relevant and thorough research into two business organisations operating in local, national or international/European markets using a wide range of sources and examples. Learners must use their research to develop a detailed report which compares different business organisations in relation to their size, scale, classification and ownership, considering how these impact the organisation's purpose.</p>	Task 2 - Analytical report

				<p>Learners will use examples of different business organisations to support their comparison and highlight the impact of differences and similarities on business success and failure. Through a detailed exploration of the characteristics and factors of the business environment, learners will demonstrate a clear understanding of the influence on business operations. Learners will make clear, relevant and balanced links to business examples throughout their report.</p>	
	7	Assignment	AB.D1	<p>FOR A DISTINCTION - learners will undertake specific and detailed research into two different business organisations operating in local, national or international/ European markets using an extensive range of sources. Learners will use their research to prepare a report that evaluates the purpose of business organisations within a specific sector and draw conclusions as to how such organisations respond to changes within the business environment. Learners will provide a comprehensive comparison of different business organisations and their purpose while demonstrating a thorough</p>	Task 3 – Analytical report

				<p>understanding of business size, scale, ownership and classification, making specific reference to research findings. Learners will demonstrate a thorough understanding of the business environment and external factors that influence business performance and operations and make relevant links between these factors and business purpose. References to business examples will be clearly focused and entirely relevant throughout the report and will provide a balanced consideration of factors. Learners will use examples effectively to evaluate the business response to changes in the environment and make links to how this impacts the business purpose.</p>	
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