

Term	Week	Focus	Summary	Learning Outcomes	Learning skills
Term 1.2	1	A1 Business Costs	<ul style="list-style-type: none"> Start up costs Operating costs – fixed, variable, total costs Importance of minimizing costs 	Learning aim A – Explore the costs and revenue of a business to calculate profit	Analytical report on Pearson set business. PEARSON SET ASSESSMENT Learners will utilize critical thinking skills to define and analyse a business' costs.
	2	A2 Revenue	<ul style="list-style-type: none"> Sources of revenue: sales from goods/services Interest rental income/leasing. Calculating total sales revenue: revenue = unit sale price × number of units sold. Importance of maximising revenue. Ways to maximise revenue: increase sales price, increase number of items sold 	Learning aim A – Explore the costs and revenue of a business to calculate profit	Analytical report on Pearson set business. PEARSON SET ASSESSMENT Learners will utilize critical thinking skills to define and analyse a business' costs.
	3	A3- Profit	<ul style="list-style-type: none"> Definitions of: o profit (revenue > expenditure) loss (revenue < expenditure). Calculating gross profit: o gross profit = total sales revenue - cost of sales. Calculating net profit: o net profit = gross profit - expenditure. Maximising profit 	Learning aim A – Explore the costs and revenue of a business to calculate profit	Analytical report on Pearson set business. PEARSON SET ASSESSMENT Learners will utilize critical thinking skills to define and analyse a business' costs.
	4	B1 – Calculating break even	<ul style="list-style-type: none"> Definition of break even Break even formula Break even charts – fixed cost line, total cost line, sales revenue line Break even point Areas of profit and loss Margin of safety 	Learning aim B - Explore break-even analysis and cash flow forecasting	Analytical report on Pearson set business. PEARSON SET ASSESSMENT Learners will utilize critical thinking skills to define and calculate the break-even of the given business

Term 1.2	5	B2 – Using break-even	<ul style="list-style-type: none"> Impact of changes in revenue/costs in the break-even point Purpose of break-even analysis Benefits/limitations of using break-even 	Learning aim B - Explore break-even analysis and cash flow forecasting	<p>Analytical report on Pearson set business.</p> <p>PEARSON SET ASSESSMENT Learners will utilize critical thinking skills to define and analyse the break-even of the given business.</p>
	6	B3 – Preparing a cash flow forecast	<ul style="list-style-type: none"> Inflows – sales, capital, loan, property rentals Outflows – purchases, wages, loan payments, insurance, rent/mortgage, utilities Cash balance – opening balance, closing balance, net cash balance 	Learning aim B - Explore break-even analysis and cash flow forecasting	<p>Analytical report on Pearson set business.</p> <p>PEARSON SET ASSESSMENT Learners will utilize critical thinking skills to prepare a cash flow forecast</p>
	7	B4 – Analysing a cash flow forecast	<ul style="list-style-type: none"> Purpose/benefits of using a cash flow forecast Actions to improve a cash flow forecast Limitations of using a cash flow forecast 	Learning aim B - Explore break-even analysis and cash flow forecasting	<p>Analytical report on Pearson set business.</p> <p>PEARSON SET ASSESSMENT Learners will utilize critical thinking skills to analyse a cash flow forecast</p>
	1	Assignment workshop	<ul style="list-style-type: none"> A.P1, A.P2, A.P3, B.P4, B.P5, B.P6, B.P7 		
	2	Assignment workshop	<ul style="list-style-type: none"> A.M1, B.M2, B.M3 		
	3	Assignment workshop	<ul style="list-style-type: none"> A.D1, B.D2 		