

Module/Unit of Learning	Taught During	What will students learn?	How are students challenged to become experts?	Links to other Subjects
Assessment	Autumn 01	Learners will be issued with the formal assessment this term. There will be allocated research time and then a set time to complete the assessment task in. The assessment will involve researching an SMEs and will demonstrate their understanding of how their characteristics contribute to their success as part of their coursework task	Learners will be challenged to become experts in their coursework to analyse and assess how successful the SME has been in achieving its main purpose.	
Unit 3 Statement of comprehensive income Statement of financial position Profitability and liquidity	Autumn 02	Learners will complete and interpret a statement of comprehensive income using given figures and suggest appropriate actions. Learners will complete and interpret a statement of financial position using given figures and suggest appropriate actions. Learners will interpret statements of comprehensive income and of financial position to calculate ratios	Learners will need to demonstrate resilience and develop skills in analysing information and giving advice for a specific purpose	

Unit 3 Promotional Mix	Spring 01	Learners will explore using exam based materials the different methods of promotion used by enterprises, their suitability for different sizes of enterprise, including the factors they consider when choosing the most appropriate. Learners will consider why an enterprise targets its market, and the impact this has on promotion. Learners will consider the factors affecting the choice of promotional method for an enterprise.	Learners will be challenged to develop skills in analysing information and giving advice for a specific purpose	
Unit 3 Revision	Spring 02	Learners will revise unit 3 content in preparation for upcoming exam.		
Unit 3 Revision	Summer 01	Learners will revise unit 3 content in preparation for upcoming exam.		