

The Diploma gives learners the opportunity to develop sector-specific knowledge and skills in a practical learning environment. The main focus is on the knowledge, understanding and skills required to research, set up, run, review and monitor an enterprise that includes:

Development of key skills that prove aptitude in planning and carrying out an enterprise activity, including market research, planning, carrying out financial transactions, communication and problem solving

Knowledge that underpins effective use of skills, such as the features and characteristics of enterprises and entrepreneurs, and the internal and external factors that can affect the performance of an enterprise

Attitudes and ways of working that are considered most important for enterprise, including communicating and interacting with customers, monitoring and reflecting on performance of enterprise and own use of skills.

This Diploma complements the learning in other A Level programmes. It requires learners to apply their knowledge in practical ways, through activities that will enable them to develop their ideas, and support them into either Higher Education or Employment.

Year 12 Autumn Term		
Topic/Unit	Unit 1 Exploring Business	Unit 3 Personal & Business Finance
Knowledge (Content covered)	Learning Aim A: Explore the features of different businesses and analyse what makes them successful Learning Aim B: Investigate how businesses are organised Learning aim C: Examine the environment in which businesses operate Learning aim D: Examine business markets Learning aim E: Investigate the role and contribution of innovation and enterprise to business success	Learning aim A: Explore the features of different businesses and analyse what makes them successful Learning Aim B: Explore the personal finance sector Learning Aim C: Understand the purpose of accounting Learning Aim D: Select and evaluate different sources of business finance Learning Aim E: Break-even and cash flow forecasts Learning Aim F: Complete statements of comprehensive income and financial position and evaluate a business's performance
Skills	F Financially Literate O Organised C Co-Ordinating U Understands Customers S Sells! Sells! Sells! E Engages Globally D Delivers Goals	Strong communication skills (oral and written) Analytical and critical thinking Problem solving Decision making Logical thinking Presentation and report writing skills Numeracy and an understanding of how to interpret and use financial data Self-motivation, initiative and effective time management
Assessment	In class tests & Home Learning Summative Assessment (3 x Written Assignments)	In class tests & Home Learning Summative Assessment (Exam)
Gatsby 4 (Linking curriculum learning to careers) GATSBY BENCHMARK 4	Over the course of this unit we will be looking at different administration careers, including Management, HR and other professional roles Please encourage students to use their www.unifrog.org accounts	Over the course of this unit we will be looking at different financial careers, including Accountant, Banking and other professional roles within this sector Please encourage students to use their www.unifrog.org accounts and

	and find jobs relating to Business & Finance. https://www.unifrog.org/student/careers/business-and-finance	find jobs relating to Business & Finance. https://www.unifrog.org/student/careers/business-and-finance
Year 12 Spring Term		
Topic/Unit	Unit 2 Develop a Marketing Campaign	Unit 4 Managing an Event
Knowledge (Content covered)	Learning aim A: Explore the features of different businesses and analyse what makes them successful Learning aim B: Investigate how businesses are organised Learning aim C: Planning and developing a marketing campaign	Learning aim A: Explore the features of different businesses and analyse what makes them successful Learning aim B: Investigate the feasibility of a proposed event Learning aim C: Develop a detailed plan for a business or social enterprise event Learning aim D: Stage and manage a business or social enterprise event Learning aim E: Reflect on the running of the event and evaluate own skills development
Skills	F Financially Literate O Organised C Co-Ordinating U Understands Customers S Sells! Sells! Sells! E Engages Globally D Delivers Goals	Strong communication skills (oral and written) Analytical and critical thinking Problem solving Decision making Logical thinking Presentation and report writing skills Numeracy and an understanding of how to interpret and use financial data Self-motivation, initiative and effective time management
Assessment	In class tests & Home Learning Summative Assessment (Controlled Assessment)	In class tests & Home Learning Summative Assessment (3 x Written Assignments) Plus 1 Event
Gatsby 4 (Linking curriculum learning to careers) GATSBY BENCHMARK 4	Over the course of this unit we will be looking at different Marketing careers, including Management, advertising and other professional roles within the marketing sector Please encourage students to use their www.unifrog.org accounts and find jobs relating to Business & Finance. https://www.unifrog.org/student/careers/business-and-finance	Over the course of this unit we will be looking at different careers that go into planning and putting on an event, including Management, advertising, supply chain management and other professional roles within this sector Please encourage students to use their www.unifrog.org accounts and find jobs relating to Business & Finance. https://www.unifrog.org/student/careers/business-and-finance
Year 12 SummerTerm		
Topic/Unit	Unit 27 Work Experience	
Knowledge (Content covered)	Learning aim A: Investigate opportunities for work-related learning Learning aim B: Carry out work experience in an appropriate and safe manner Learning aim C: Reflect on work experience undertaken and its influence on own personal and professional development	

Skills	F Financially Literate O Organised C Co-Ordinating U Understands Customers S Sells! Sells! Sells! E Engages Globally D Delivers Goals	Strong communication skills (oral and written) Analytical and critical thinking Problem solving Decision making Logical thinking Presentation and report writing skills Numeracy and an understanding of how to interpret and use financial data Self-motivation, initiative and effective time management
Assessment	In class tests & Home Learning Summative Assessment (2 x Assignment & 1 Week Work Experience)	
Gatsby 4 (Linking curriculum learning to careers) GATSBY BENCHMARK 4	Over the course of this unit we will be looking at a wide variety of different careers that Please encourage students to use their www.unifrog.org accounts and find jobs relating to Business & Finance. https://www.unifrog.org/student/careers/business-and-finance	