

14-week plan: BTEC Tech Award in Enterprise									
Week	Routine homework	NEA work	Revision topic	Resource links	Suggested tasks	Revision strategy	Revision check	Explicit Vocabulary instruction: command words	Interventions/Extra Resources
1. 27th Jan 2025	MCQ Homework on Firefly	N/A	A1 Targeting and segmenting the market	<a href="#">Linked</a>	<a href="#">Targeting &amp; Segmenting MCQ</a>	Mind map: draw a central node for "Market Segmentation" and branch out into demographic, geographic, psychographic, and behavioural segmentation, with examples for each.	<div>✓ Daily/Weekly Progress Checks:<ul style="list-style-type: none"><li>○ Use of starter activities (5 a day) to gauge their focus areas.</li><li>○ Ask open-ended questions during lesson what they revised yesterday or plan to tackle today.</li></ul></div> <div>✓ Work Scrutiny<ul style="list-style-type: none"><li>○ Regularly review notes, flashcards, or revision materials students create.</li></ul></div> <div>✓ Targeted Questioning<ul style="list-style-type: none"><li>○ Pose questions during lessons that align with their planned topics.</li><li>○ Use verbal and non-verbal cues to assess confidence in their responses.</li></ul></div> <div>✓ Peer Reviews<ul style="list-style-type: none"><li>○ Pair students to review each other’s revision progress and plans.</li></ul></div> <div>✓ Evidence of Independent Study<ul style="list-style-type: none"><li>○ Request to see completed practice papers, quizzes, or annotated resources.</li></ul></div> <div>✓ Student Self-Evaluation<ul style="list-style-type: none"><li>○ Incorporate self-assessment tools like checklists or RAG logs.</li></ul></div>	<a href="#">Command Words &amp; Key Terms</a>	<ul style="list-style-type: none"><li>• Intervention Sessions</li><li>• Knowledge organisers (in student booklets)</li><li>• <a href="#">Revision guide and textbook</a></li><li>• <a href="#">Formula Sheet</a></li><li>• <a href="#">Past Exam Papers</a></li><li>• <a href="#">YouTube Revision Playlist</a></li><li>• <a href="#">Tutor2U Workbooks</a></li></ul>
2. 3rd Feb 2025			A2 4Ps of the marketing mix	<a href="#">Linked</a>	<a href="#">Marketing Mix MCQ #1</a>	Flashcards for key terms: create flashcards for terms such as "USP", "Product Portfolio", "Product Life Cycle", and "Brand Image". On one side, write the term, and on the other, its definition and an example.			
			Product						
3. 10th Feb 2025			A2 4Ps of the marketing mix	<a href="#">Linked</a>	<a href="#">Marketing Mix MCQ #1</a>	Rewrite and condense notes: summarise notes on pricing strategies (e.g., penetration, skimming, competitive) into bullet points, focusing on their definitions, advantages, and when to use them.			
			Price						
4. <i>Half Term</i> 17 <sup>th</sup> Feb 2025			A2 4Ps of the marketing mix	<a href="#">Linked</a>	<a href="#">Marketing Mix MCQ #2</a>	Knowledge organisers: create a one-page organiser listing the promotional mix (e.g., advertising, PR, social media) and examples of place strategies (e.g., online distribution, physical stores).			
			Place & Promotion						
5. 24th Feb 2025			A3 Factors influencing the choice of marketing methods	<a href="#">Linked</a>	<a href="#">Influencing Factors, Trust, reputation and loyalty MCQ</a>	Complete past papers under timed conditions: Practise answering a past exam question, such as: "Explain two factors that influence the choice of marketing methods for a small business."			
			A4 Trust, reputation and loyalty						
6. 3rd March 2025			B1 Financial documents	<a href="#">Linked</a>	<a href="#">Financial documents MCQ</a>	Complete past papers for practice: use past paper questions to practise completing financial documents accurately. Focus on layout, sequencing, and ensuring all details are correct.			
7. 10th March 2025	B2 Payment methods	<a href="#">Linked</a>	<a href="#">Payment Methods MCQ</a>	Create revision poster: design a poster comparing different payment methods (e.g., cash, credit cards, direct debit, payment technologies). Include their advantages, disadvantages, and examples of when they are commonly used in business.					
8. 17th March 2025	B3 Revenue and costs	<a href="#">Linked</a>	<a href="#">Revenue and costs MCQ</a>	Record yourself explaining topics and listen back: record yourself explaining formulas like Revenue = Selling Price × Quantity Sold and Total Costs = Fixed Costs + Variable Costs. Play the recording during downtime to reinforce your learning.					

<b>9.</b> 24th March 2025			B4 Financial statements	<a href="#">Linked</a>	<a href="#">Profit and Loss accounts MCQ</a>	Complete past papers for practice: use past paper questions to practise completing financial documents accurately. Focus on layout, sequencing, and ensuring all details are correct.	✓ Parental Engagement ○ Encourage students to share their plans with parents and provide updates. areas that need improvement.		
					<a href="#">Balance Sheets MCQ</a>				
					<a href="#">Stakeholders MCQ</a>				
<b>10.</b> 31st March 2025			B5 Profitability and liquidity	<a href="#">Linked</a>	<a href="#">Profitability and Liquidity MCQ</a>	Calculate ratios using past paper questions: practice calculating gross profit margin, net profit margin, current ratio, and liquid capital ratio using financial data from past paper scenarios. Focus on interpreting results in relation to business performance.			
<b>11.</b> <i>Easter</i> 7 <sup>th</sup> April 2025			C1 Budgeting	<a href="#">Linked</a>	<a href="#">Budgeting MCQ</a>	Rewrite and condense notes: create a simplified table of budgeting types (e.g., revenue, expenditure) with examples of their importance and impact on business performance.			
					<a href="#">Budgeting - Practice Qs</a>				
			C2 Cash flow	<a href="#">Linked</a>	<a href="#">Cashflow MCQ</a>	Complete past papers under timed conditions: answer a past paper question requiring you to complete or interpret a cash flow forecast, including inflows, outflows, and opening/closing balances.			
C3 Suggesting improvements to cash flow problems			Label and explain the sections of a cash flow statement: use notes to annotate a blank cash flow statement and explain the purpose of each section.						
<b>13.</b> 21st April 2025			C4 Break-even point and break-even analysis	<a href="#">Linked</a>	<a href="#">Break even MCQ</a>	Create mind map: create a mind map with "Break-Even Analysis" at the centre and branches for fixed costs, variable costs, break-even point, and margin of safety. Include formulas and diagrams.			
						Complete past papers for practice: solve past paper questions involving break-even calculations and chart plotting. Focus on accurately applying formulas and interpreting charts.			
<b>14.</b> 28th April 2025			C5 Sources of business finance	<a href="#">Linked</a>	<a href="#">Sources of Business Finance MCQ</a>	Knowledge organiser: design a one-page organiser comparing internal and external finance sources, including their advantages, disadvantages, and examples of when they are most appropriate.			