

Vocational Curriculum Map 2020/21 Business, Finance

	Subject	Summer 1	Summer 2
Year 10	Enterprise & Marketing	RO65 Design a business proposal LO1 Be able to identify the customer profile for a business challenge. LO2 Be able to complete market research to aid decisions relating to the business challenge. LO3 /be able to develop a design proposal for a business challenge. LO4 Be able to review whether a business proposal is viable.	RO65 Design a business proposal LO1 Be able to identify the customer profile for a business challenge. LO2 Be able to complete market research to aid decisions relating to the business challenge. LO3 /be able to develop a design proposal for a business challenge. LO4 Be able to review whether a business proposal is viable.
Year 11	Enterprise & Marketing	RO65 Design a business proposal LO1 Be able to identify the customer profile for a business challenge. LO2 Be able to complete market research to aid decisions relating to the business challenge. LO3 /be able to develop a design proposal for a business challenge.	N/A
Year 12	Business	Unit 4 Customers and Communication LO3 Be able to establish a rapport with customers through non-verbal and verbal communication skills LO4 Be able to convey messages for business purposes. LO5 Know the constraints and issues which affect the sharing, storing and use of information for business communications. Unit 5 Marketing and market research LO2 Know the constraints on marketing	Unit 4 Customers and Communication LO3 Be able to establish a rapport with customers through non-verbal and verbal communication skills LO4 Be able to convey messages for business purposes. LO5 Know the constraints and issues which affect the sharing, storing and use of information for business communications. Unit 5 Marketing and market research LO2 Know the constraints on marketing

		<p>LO3 Be able to carry out market research for business opportunities</p> <p>LO4 Be able to validate and present market research findings.</p>	<p>LO3 Be able to carry out market research for business opportunities</p> <p>LO4 Be able to validate and present market research findings.</p>
Year 12	Finance	<p>Unit 1 Financial Capability for the Immediate and Short term (FCML)</p> <p>Unit 2 Financial Capability for the Medium and Long Term (FCML)</p> <p>Revision of specific topics for the QTAG assessments set by LIBF</p>	Unit 3 Sustainability of an Individual's finances
Year 13	Business	<p>Unit 4 Customers and Communication</p> <p>LO4 Be able to convey messages for business purposes.</p> <p>LO5 Know the constraints and issues which affect the sharing, storing and use of information for business communications.</p> <p>Unit 3 Business Decisions</p> <p>Revision of LO1 – LO6 in order for assessments to take place for QTAGS.</p>	N/A
Year 13	Finance	<p>Unit 3 Sustainability of an Individual's finances</p> <p>Unit 4 Sustainability of the Financial Services System.</p> <p>Revision of specific topics for the QTAG assessments set by LIBF</p>	N/A