



HALF TERM 3.1 Apr - May	Component 3 Learning Aim C: Section 4	Component 3 Learning Aim C: Section 5	Component 3 Learning Aim C: Assessment	Component 3 Revision	Component 1 Learning Aim B
TOPIC (S)	Break-even analysis and break-even points	Sources of business finance	Assessment	Learning Aim A-C	Customer needs
Knowledge & Skills development	Construct and interpret a break-even chart and recognise its limitations	Consider why enterprises may plan different sources of finance for different purposes or at different stages and the relevance of each source	Demonstration of theory learnt in the unit of study	Pupils revise ready for their external examination	Understand the importance of anticipating and identifying customer needs
Assessment / Feedback Opportunities	Classroom activity - Class Discussion - Questioning pupils – verbal feedback – exam questions – end of section tests		Written Assessment	Questioning pupils – exam questions – Retrieval Activates	Classroom activity - Class Discussion - Questioning pupils – verbal feedback – CW assessment
Cultural Capital	<ul style="list-style-type: none"> Understanding of business finance 				
SMSC / Promoting British Values (Democracy, Liberty, Rule of Law, Tolerance & Respect)	<ul style="list-style-type: none"> Listening to others Responding suitable in discussions Taking part in group activities 				
Reading opportunities	Financial Intelligence Visual Finance Dictionary of Finance and Investment terms			Self-Made: Definitive guide to business startup success The new business road test Brand Brilliance 100 things successful people do Any autobiography from successful entrepreneur (Steve Jobs, Arianna Huffington, Richard Branson, Warren Buffett, Bill Gates, Duncan Bannatyne)	
Key Vocabulary	Variable costs – Fixed costs – Total costs – Total revenue – Margin of safety – Break-even – Break-even point – Owner funds – Retained profits – loans – credit cards – Government grants – Hire purchase and leasing – Trade credit – Venture capital – peer-to-peer lending			Rapid response – After-sales care - Demographic - Qualitative – Quantitative – Primary research – Secondary research – Competitors – USP	
Digital Literacy	Use of technology Digital research methods Use of range of software				

Careers

Business adviser – Business analyst – Business development manager – Entrepreneur