



KS3 Enterprise

Introduction

Students learn about entrepreneurship and business in Enterprise. It encompasses both a comprehension of the traits of the former and the fundamental components of building up the latter. To better comprehend the parallels and differences between businesses, entrepreneurs, and entrepreneurship, students first examine their own life journeys before moving on to investigate the real world of business. The topic describes the characteristics of entrepreneurship and the procedure for starting a new business. The key characteristics, competencies, and information that Key Stage 3 pupils will require when taking the IGCSE will also be covered. The topic promotes understanding of the importance of entrepreneurs to our economy.

Year 7

Term 1	<p>Topics:</p> <ul style="list-style-type: none"> • Introduction to Enterprise • Setting up a new enterprise <p>Scope:</p> <ul style="list-style-type: none"> • What is meant by enterprise? • Ways for students to be enterprising in everyday life • The enterprise processes • Types of business organisation and skills of enterprising people
Term 2	<p>Topics:</p> <ul style="list-style-type: none"> • Enterprise skills • Enterprise opportunities, risk, legal obligations and ethical Considerations <p>Scope:</p> <ul style="list-style-type: none"> • Skills of enterprising people • Behaviours of entrepreneurs, opportunities, risk and legal obligations • Ethical considerations involved in enterprise
Term 3	<p>Topics:</p> <ul style="list-style-type: none"> • Enterprise opportunities, risk, Legal obligations and Ethical Considerations • Market Research

	Scope: <ul style="list-style-type: none"> • Behaviours of entrepreneurs, opportunities, risk and legal obligations • Ethical considerations involved in enterprise • Methods of identifying potential customers • The effectiveness of these methods for different enterprises
How are Students Assessed	<ul style="list-style-type: none"> • One Formal Assessment • Two Group Assignments per Term in a form of (research work, projects, worksheets and presentations)
Year 8	
Term 1	Topics: <ul style="list-style-type: none"> • Business planning • Sources of finance • The concept of trade credit
	Scope: <ul style="list-style-type: none"> • Business objectives • Action plans • Business plans • Sources of finance • The concept of trade credit • Financial records
Term 2	Topics: <ul style="list-style-type: none"> • Cash flow, break-even and Income statement • Marketing • Negotiation
	Scope: <ul style="list-style-type: none"> • Financial Terms • Cash Flow • Break-even • Income Statement • How marketing is used to achieve enterprise aims • Customer retention • Methods of marketing communication to reach intended customers • Which marketing method? • The purpose and role of negotiation • Planning a negotiation • Conducting the negotiation • Measuring success
Term 3	Topics: <ul style="list-style-type: none"> • Communication • Help and support within Enterprise
	Scope: <ul style="list-style-type: none"> • Types of Communication • Formal written and verbal communication • Non-verbal communication • Informal communication

	<ul style="list-style-type: none"> • Meetings • Presentations and Reports • Organising a meeting • Key roles in a meeting • Attending a meeting • Evaluating a meeting • Presentations • Formal report • Sources of help and support • Formal sources and the assistance they offer • Informal sources and the assistance they offer • Suitability of different sources of help and support
How are Students Assessed	<ul style="list-style-type: none"> • One Formal Assessment • Two Group Assignments per Term in a form of (research work, projects, worksheets and presentations)
Year 9	
Term 1	<p>Topics:</p> <ul style="list-style-type: none"> • Business planning • Sources of finance • The Concept of trade credit <p>Scope:</p> <ul style="list-style-type: none"> • Business objectives • Action plans • Business plans • Sources of finance • The concept of trade credit • Financial records
Term 2	<p>Topics:</p> <ul style="list-style-type: none"> • Cash flow, break-even and income statement • Marketing • Negotiation <p>Scope:</p> <ul style="list-style-type: none"> • Financial Terms • Cash Flow • Break-even • Income Statement • How marketing is used to achieve enterprise aims • Customer retention • Methods of marketing communication to reach intended customers • Which marketing method? • The purpose and role of negotiation • Planning a negotiation • Conducting the negotiation • Measuring success



Term 3	<p>Topics:</p> <ul style="list-style-type: none">• Communication• Help and support Enterprise• Evaluation <p>Scope:</p> <ul style="list-style-type: none">• Types of Communication• Formal written and verbal communication• Non-verbal communication• Informal communication• Meetings• Presentations and Reports• Organising a meeting• Key roles in a meeting• Attending a meeting• Evaluating a meeting• Presentations• Formal report• Sources of help and support• Formal sources and the assistance they offer• Informal sources and the assistance they offer• Suitability of different sources of help and support• Introduction to evaluation• Ways to develop analysis and evaluation skills• Considering different options• Developing depth to your analysis• Role of evidence• Evaluation• Evaluating the project• Possible issues for discussion• Optional areas.
How are Students Assessed	<ul style="list-style-type: none">• One Formal Assessment• Two Group Assignments per Term in a form of (research work, projects, worksheets and presentations)