Bishop Heber High School

Subject	Year	Term
Enterprise and Marketing	11	3

Topic

Review the Pitch of a Business Proposal

Content (Intent)

Prior Learning (Topic) Market and pitch a business proposal

In this section, students are required to evaluate how to improve a business pitch

Future Learning (Topic) N/A

What Knowledge and Skills will be taught (Implementation)	How will your understanding be assessed & recorded (Impact)
Students will learn how to review the strengths and weaknesses of a proposal and business pitch and identify future developments. Students will then continue with their revision programme for the May examination, revising content of the two-year course and applying to exam based questions	**Assignment:** They will complete Task 4 (reviewing their pitch) of their assessed assignment **Summative assessment 2:** Mock exam paper Homework preparation tasks for your assignment.
Skills: Apply analytical skills to review their business proposal. Review and assess the overall business idea to signpost key areas for future development. Build problem solving and decision-making skills relevant to the business proposal.	Review of overall assignment, to ensure all tasks completed in the time allowed. Mock exams testing knowledge of keywords, processes and concepts and your ability to apply these to unfamiliar situations/resources

How can parents help at home?

Support with homework and revision for mock exams. Discuss current affair issues by watching/reading the business news. Download the BBC or Guardian news app and set to environmental notifications to receive the most update articles. Buy revision guide and work to compliment class notes and homework. See reading list below.

Helpful further reading/discussion (including Reading and Vocabulary Lists)

Reading	Vocabulary Lists
OCR Cambridge National Level 1/2 Enterprise and Marketing – 9781398351219	Recap on previous terminology learned throughout the two years of the course.