Year 11 Long Term Scheme of Learning 2023-24

## Enterprise and Marketing

HELSBY

High School

Date	Exams/ Assess	Unit(s)
4/9/23		Task 1 of the Controlled Assessment to be completed by: 8/9/2023Delivery of R069 (TA <sup>1</sup> 3): Planning a pitch and presentation skillsTask 2 of the Controlled Assessment to be completed by: 25/9/20233.1,3.2 and 3.3Delivery of R069 (TA3): Practice pitch; feedback; professional pitchTask 3 (Part 1&2) of the Controlled Assessment completed by: 16/10/20233.4Delivery of R069 (TA4): Review brand, pitch and skillsTask 4 / 5 of the Controlled Assessment to be completed by: 20/11/20234.1, 4.2.1, 4.2, 4.2.
11/9/23		
18/9/23		
25/9/23		
2/10/23		
9/10/23		
16/10/23		
30/10/23		
6/11/23		Delivery of <b>R069 (TA4)</b> : Review brand, pitch and skills Task 4 / 5 of the Controlled Assessment to be completed by: 20/11/2023 4.1, 4.2.1, 4.2, 4.2.
13/11/23		
20/11/23		
27/11/23		<b>R069</b> : NEA Assessment (working on corrections)
4/12/23		Delivery of <b>R069</b> : NEA Assessment (submit for moderation)
11/12/23		
1/1/24		Delivery of <b>R067 (TA1)</b> : Entrepreneurial characteristics; risk and reward in preparation for the exam 1.1.1,1.1.2 and 1.1.3 Delivery of <b>R067 (TA5)</b> : Ownership; capital; support in preparation for the exam 5.1,5.2 and 5.3 Delivery of <b>R067 (TA3)</b> : Cost, revenue, profit and loss; break-even; cash flow in preparation for the exam 3.1.1 ,3.2,3.3,3.4 and 3.5
8/1/24		
15/1/24		
22/1/24		
29/1/24		
5/2/24		
12/2/24		
26/2/24		Delivery of <b>R067 (TA2)</b> : Market research; data; market segmentation in preparation for the exam 2.1.1, 2.1.2, 2.1.3, 2.1.4, 2.2.1, 2.2.2 Delivery of <b>R067 (TA4)</b> : Marketing mix; advertising medium; promotion; PR; selling; product lifecycle; pricing strategies in preparation for the exam 4.1.1, 4.1.2,4.3,4.4, 4.5,4.6.1, 4.6.2, 4.7.1 and 4.7.2
4/3/24		
11/3/24		
18/3/24		
25/3/24		
15/4/24		R068: Resubmission opportunity
22/4/24		<b>R069:</b> Resubmission opportunity <sup>* 1</sup>
29/4/24		R067: Exam revision
6/5/24		R067: Examination
13/5/24		Start of GCSE exams
20/5/24		
3/6/24		
10/6/24		
17/6/24		
24/6/24		
1/7/24		
8/7/24		
15/7/24		