Year 11 Long Term Scheme of Learning 2025-26

HELSBY High School Achieving Success Valuing Others

Subject: Enterprise & Marketing

Date	Exams/ Assess	Unit(s)
1/9/25		Delivery of R069 (TA3): Planning a pitch and presentation skills
8/9/25		Core Task - Task 2 of the Controlled Assessment to be completed by: 29/9/2025
15/9/25		3.1 Considerations when planning a professional pitch
22/9/25		3.2 Use and development of personal and presentation skills 3.3 Benefits of using a practice pitch
29/9/25		Delivery of R069 (TA3): Practice pitch; feedback; professional pitch
6/10/25		Core Task - Task 3 (Part 2) of the Controlled Assessment to be completed by: 13/10/2025
13/10/25		
20/10/25		
3/11/25		
10/11/25		3.4 Deliver a professional pitch / Delivery of R069 (TA4) : Review brand, pitch and skills / Task 4 / 5
17/11/25		of the Controlled Assessment to be completed by: 24/11/2025
24/11/25		4.1 Review a brand using a range of sources
1/12/25		4.2.1 Compare the outcomes of the pitch with the initial objectives
8/12/25		4.2 Review a professional pitch to an external audience 4.2.2 Review of personal presentation skills
		R069: NEA Assessment (working on corrections)
15/12/25		Delivery of R069: NEA Assessment (submit for moderation) Delivery of R069 (TA4): Review brand, pitch and skills Core Task - Task 4 / 5 of the Controlled Assessment to be completed by: 24/11/2025 4.1 Review a brand using a range of sources 4.2.1 Compare the outcomes of the pitch with the initial objectives 4.2 Review a professional pitch to an external audience 4.2.2 Review of personal presentation skills R069: NEA Assessment (working on corrections) / Delivery of R069: NEA Assessment (submit for moderation) / R069 NEA – due for moderation December 2026
5/1/26		Delivery of R067 (TA1) : Entrepreneurial characteristics; risk and reward in preparation for the exam
12/1/26		1.1.1 Characteristics of successful entrepreneurs
19/1/26		1.1.2 Potential rewards for risk taking
26/1/26		Potential drawbacks for risk taking / Core assessment 26/1/2026
2/2/26		
9/2/26		
23/2/26		Delivery of R067 (TA5) : Ownership; capital; support in preparation for the exam
2/3/26		5.1 Appropriate forms of ownership for business start-ups
9/3/26		5.2 Source(s) of capital for business start-ups and expansion 5.3 Support for enterprise
16/3/26		Core assessment 16/3/2026
23/3/26		Delivery of R067 (TA3) : Cost, revenue, profit and loss; break-even; cash flow in preparation for the
30/3/26		exam Revisit / revise TA3 Delivery of R067 (TA2): Market research; data; market segmentation in preparation for the exam Revisit / revise TA2 / Delivery of R067 (TA4): Marketing mix; advertising medium; promotion; PR; selling; product lifecycle; pricing strategies in preparation for the exam / 4.1.1 The marketing mix elements for a good/service / 4.1.2 How the elements of the marketing mix work well together

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	4.2 Types of advertising medium used to attract and retain customers and the appropriateness of each/ 4.3 Sales promotion techniques used to attract and retain customers and the appropriateness of each / 4.4 Public relations / 4.5 How to sell the good/service to the consumer 4.6.1 The product lifecycle / 4.6.2 Extension strategies for products in the product lifecycle and the appropriateness of each / 4.7.1 Factors to consider when pricing a product to attract and retain
	customers / 4.7.2 Types of pricing strategies and the appropriateness of each
	Core assessment 30/3/2026
20/4/26	R067: Exam revision continued
27/4/26	R068: Resubmission opportunity / R069: Resubmission opportunity* 1
4/5/26	R067: Exam revision / R067: Examination
11/5/26	
18/5/26	Start of GCSE exams
1/6/26	
8/6/26	
15/6/26	
22/6/26	
29/6/26	
6/7/26	
13/7/26	