

National curriculum or specification coverage**National Curriculum or Specification Coverage**

This course follows the Pearson BTEC Level 3 National Extended Certificate in Business specification. The qualification is designed to provide students with a broad understanding of business organisations and the skills required for further study, apprenticeships and employment within the business sector.

Students will develop knowledge and understanding of business structures, finance, marketing, recruitment, enterprise and the external environment. They will apply business concepts to real organisations and current business issues while developing analytical, evaluative and decision-making skills.

The course combines externally assessed examinations with internally assessed coursework, enabling students to demonstrate both academic understanding and practical business skills. Students will develop research, presentation, communication and independent learning skills throughout the programme.

Assessment Overview**Unit 1: Exploring Business (Internal Assessment)**

Students investigate different types of businesses, their purposes, ownership structures, stakeholders and the influence of the external environment. They examine how businesses operate and the factors that contribute to business success.

Assessment is completed through coursework assignments that require research, analysis and evaluation of real businesses.

Unit 3: Personal and Business Finance (External Assessment)

Students develop an understanding of personal finance and financial planning, alongside business finance concepts including sources of finance, financial statements, budgeting, cash flow forecasting and ratio analysis.

Assessment is through a written examination set and marked by Pearson.

Year 12 Specification Coverage**Unit 1: Exploring Business**

- A1 Features of Different Businesses
- A2 Stakeholders and Their Influence
- A3 Effective Business Communications
- B1 Exploring the Organisation of Businesses
- B2 Business Aims and Objectives
- B3 Business Growth
- C1 Internal Influences on Business
- C2 External Influences on Business
- C3 Business Success

Unit 3: Personal and Business Finance

- A1 Functions and Role of Money
- A2 Different Ways to Pay
- A3 Current Accounts
- A4 Managing Personal Finance
- B1 Sources of Finance
- B2 Costs, Revenue and Profit
- B3 Break-even and Cash Flow
- B4 Financial Statements
- B5 Measuring Business Performance
- C1 Purpose of Accounting
- C2 Types of Income
- C3 Types of Expenditure
- D1 Sources of Finance
- E1 Cash Flow Forecasts
- E2 Break Even Analysis

- F1 Statement of Comprehensive Income
- F2 Statement of Financial Position
- F3 Measuring Profitability
- F4 Liquidity
- F5 Efficiency
- F6 Limitations of Ratios

Skills Development

Throughout Year 12, students will:

- Develop financial and quantitative skills.
- Analyse and interpret business and financial data.
- Apply business theory to real-life organisations.
- Conduct independent research and present findings effectively.
- Develop written communication, analytical and evaluative skills.
- Prepare for both coursework and external assessment requirements.

Students will regularly complete assignment-based activities, case studies, financial calculations, examination-style questions and retrieval practice to support achievement in both Unit 1 and Unit 3.

Date	Exams/ Assessments	Learning Intentions	Core Task/Assessments
31/08/26		Unit 1 (Exploring Business): NTU Course introduction, method of assessment, expectations, set up folders etc. A: Explore the features of different businesses and analyse what makes them successful. P1, P2, M1, D1 Unit 3 (Personal Finance): KLI	Unit 1 NEA A2 Ways to Pay Core Task: End of Learning Aim Test
07/09/26			
14/09/26			
21/09/26			
28/09/26			

Year 12 Long Term Scheme of Learning 2026-2027

Subject: BTEC Business

05/10/26		A1 Functions of Money	A4 Managing Personal Finance
12/10/26		A2 Ways to Pay Core Task: End of Learning Aim Test	Core Task: End of Learning Aim Test
19/10/26		A3 Current Accounts	Test
26/10/26		A4 Managing Personal Finance Core Task: End of Learning Aim Test	
HALF TERM			
02/11/26		Unit 1(Exploring Business): NTU	Unit 1 NEA
09/11/26		B: Investigate how businesses are organised. P3, M2, D1	
16/11/26		C: Examine the environment in which businesses operate. P4, P5, M3, D2	
23/11/26		Unit 3 (Personal Finance): KLI	B2 Communicating with Customers Core Task: End of Learning Aim Test
30/11/26		B1 Financial institutions	
07/12/26		B2 Communicating with Customers Core Task: End of Learning Aim Test	
		B3 Consumer Protection	
14/12/26		B4 Information and Guidance Core Task: End of Learning Aim Test	B4 Information and Guidance Core Task: End of Learning Aim Test
21/12/26		CHRISTMAS HOLIDAY	
28/12/26			
04/01/27		Unit 1(Exploring Business):NTU	Unit 1 NEA
11/01/27		D: Examine business market. P6, M4, D3	
18/01/27		Unit 3 (Business Finance): KLI	
25/01/27		C1 Purpose of Accounting	C3 Types of Expenditure Core Task: End of Learning Aim Test
01/02/27		C2 Types of Income	
		C3 Types of Expenditure Core Task: End of Learning Aim Test	
08/02/27		D1 Sources of Finance	
15/02/27		HALF TERM	
22/02/27		Unit 1(Exploring Business): NTU	Unit 1 NEA
01/03/27		E: Investigating the role and contribution of innovation and enterprise to business success. P7, M5, D4	
08/03/27		Unit 3 (Business Finance): KLI	E1 Cash Flow Forecasts Core Task: End of Learning Aim Test
15/03/27		E1 Cash Flow Forecasts Core Task: End of Learning Aim Test	
		E2 Break Even Analysis	
22/03/27		F1 Statement of Comprehensive Income	F3 Measuring Profitability Core Task: End of Learning Aim Test
		F2 Statement of Financial Position	
		F3 Measuring Profitability Core Task: End of Learning Aim Test	
		F4 Liquidity	
		F5 Efficiency	F6 Limitations of Ratios Core Task: End of Learning Aim Test

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		F6 Limitations of Ratios Core Task: End of Learning Aim Test	
29/03/27	SPRING BREAK		
05/04/27			
12/04/27		Unit 1(Exploring Business): NTU E: Investigating the role and contribution of innovation and enterprise to business success. P7, M5, D4 Unit 3 (Business Finance): KLI F4 Liquidity F5 Efficiency F6 Limitations of Ratios Core Task: End of Learning Aim Test Revision, Exam Technique, Past Papers for the External Exam Unit 3	Unit 1 NEA Past Papers
19/04/27			
26/04/27			
03/05/27			
10/05/27			
17/05/27			
24/05/27			
31/05/27	HALF TERM		
07/06/27		Unit 1(Exploring Business): NTU Learning Aim E - deadline Resubmissions	Unit 1 NEA
14/06/27			
21/06/27			
28/06/27		Introduction to Unit 2 (Developing a Marketing Campaign) NTU/KLI A1-Role of Marketing, Marketing Objectives, Types of markets, market segmentation	External Exam Unit 3 June