

BTEC DIT – Year 10

Long Term Plan 2023/2024

	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10	Week 11	Week 12	Week 13	Week 14	Week 15
	W/C 28/08	W/C 4/09	W/C 11/09	W/C 18/09	W/C 25/09	W/C 02/10	W/C 09/10	W/C 16/10	W/C 06/11	W/C 13/11	W/C 20/11	W/C 27/11	W/C 04/12	W/C 11/12	W/C 18/12
	Term 1 Training days 1								Term 2		Data days 23/11 24/11				School Closes
Cycle 1	Component 1:	LOA Size and features of SMEs	Market, sectors, models and industries	Aims and Objectives	Skill and Characteristics of entrepreneur	LOB Market research methods	Customer Needs	Competitive behaviour	Suitability of market research	LOC PEST Political	Economical	Social	Technological	SWOT Strengths	Weaknesses
	W/C 8/01	W/C 15/01	W/C22/01	W/C 29/01	W/C 05/02	W/C 19/02	W/C 26/02	W/C 04/03	W/C 11/03	W/C 18/03					
	Term 3				Training day 09/02	Term 4		Data/Planning Day 7th & 8th							
Cycle 2	Component 1	Opportunities and threats	Size and features of SMEs Market, sectors, models and industries	Aims and Objectives Skill and Characteristics of entrepreneur	Market research methods Customer Needs	Competitive behaviour Suitability of market research	LOC PEST Political Economical Social Technological	<u>PSA</u>	<u>PSA</u>	<u>PSA</u>					
	W/C 08/04	W/C 15/04	W/C 22/04	W/C 29/04	W/C 06/05	W/C 13/05	W/C 20/05	W/C 03/06	W/C 10/06	W/C 17/06	W/C 24/06	W/C 01/07	W/C 08/07	W/C15/07	
	Term 5				School closed 06/05			Term 6						Data/Planning Day 19	
Cycle 3	Component 2 practice-	A1 ideas for a micro enterprise	A1 Structure aims and objectives.	A1: Research customer needs and competitive behaviour	A2 Aims and features of the enterprise	A2 Target market & Methods of promotion	A2 Financial information	A2 Cashflow forecast	A2 Risk assessment	A2 Judgment of viability	B1 Production of presentation	B2 Practice of presentation of presentation	Review of presentation	Review of presentation	



BTEC DIT – Year 11

	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10	Week 11	Week 12	Week 13	Week 14	Week 15
Cycle 1	W/C 28/08	W/C 4/09	W/C 11/09	W/C 18/09	W/C 25/09	W/C 02/10	W/C 09/10	W/C 16/10	W/C 06/11	W/C 13/11	W/C 20/11	W/C 27/11	W/C 04/12	W/C 11/12	W/C 18/12
	Term 1 Training days 1								Term 2		Data days 23/11 24/11				School Closes
	A1 ideas for a micro enterprise	A1 Structure aims and objectives.	A1: Research customer needs and competitive behaviour	A2 Aims and features of the enterprise	A2 Target market & Methods of promotion	A2 Financial information	A2 Cashflow forecast	A2 Risk assessment	A2 Judgment of viability	B1 Production of presentation	B1 Production of presentation	B2 practice of presentation	B3 Review of presentation	PSA	
	W/C 8/01	W/C 15/01	W/C22/01	W/C 29/01	W/C 05/02	W/C 19/02	W/C 26/02	W/C 04/03	W/C 11/03	W/C 18/03					
Cycle 2	Term 3				Training day 09/02	Term 4		Data/Planning Day 7th & 8th							
	_Component 3 Targeting and segmenting	Product and price	Place and promotion	Influencing and marketing	Trust, reputation and loyalty	Financial documents	Payment methods	Profitability and liquidity	Budgeting	Cashflow					
	W/C 08/04	W/C 15/04	W/C 22/04	W/C 29/04	W/C 06/05	W/C 13/05	W/C 20/05	W/C 03/06	W/C 10/06	W/C 17/06	W/C 24/06	W/C 01/07	W/C 08/07	W/C15/07	
Cycle 3	Term 5							Term 6						Data/Plannin g Day 19	
	Improving cashflow	Break even	Sources of finance	Revision	Exam window										