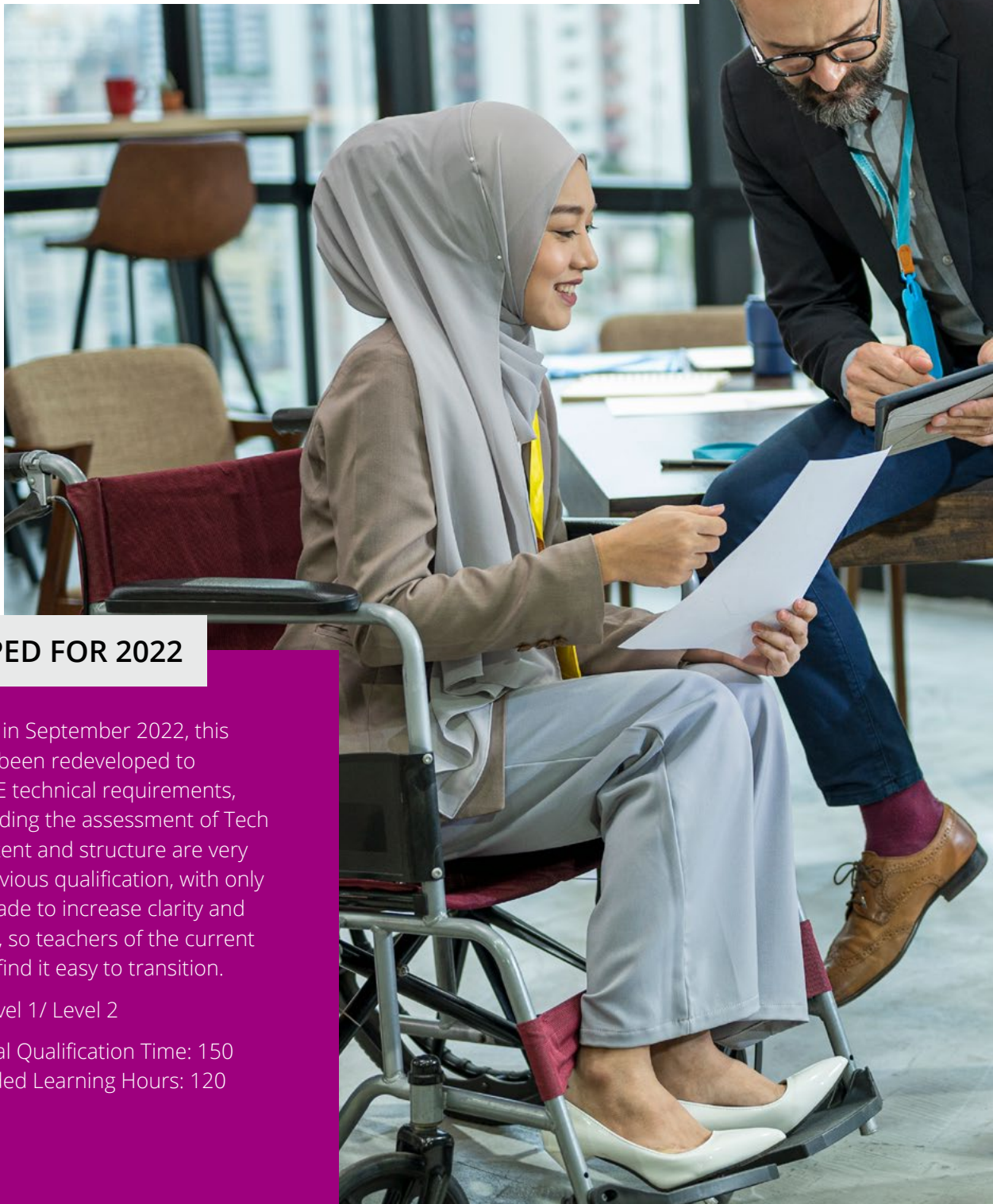


# Quick Guide to the BTEC Tech Award in Enterprise (2022)



## REDEVELOPED FOR 2022

For first teaching in September 2022, this qualification has been redeveloped to meet the new DfE technical requirements, particularly regarding the assessment of Tech Awards. The content and structure are very similar to the previous qualification, with only a few changes made to increase clarity and enhance delivery, so teachers of the current specification will find it easy to transition.

**Course level:** Level 1/ Level 2

**Course size:** Total Qualification Time: 150 hours/ Total Guided Learning Hours: 120

**QN:** 603/7063/4

# Content Overview

## Component 1: Exploring Enterprises

Learners will explore different enterprises to develop their knowledge and understanding of the characteristics of enterprises and the skills needed by entrepreneurs to be successful. Learners will explore how enterprises use market research to find out about their customer needs and competitor behaviour and how internal and external factors may affect enterprises.



## Component 2: Planning and Presenting a Micro-Enterprise Idea

Learners will generate two realistic ideas for a micro-enterprise and choose one of these to plan within budget. They will individually present their business plan for their idea and review the production and delivery of their presentation to make recommendations for improvements.

## Component 3: Marketing and Finance for Enterprise

Learners will explore how marketing is used by enterprises and the factors that influence how enterprises identify and target their market. Learners will complete financial documents and statements and explore how to use them to monitor and improve the performance of an enterprise in order to make decisions and recommend strategies for success.

## Why choose a BTEC Tech Award in Enterprise?

This qualification is for learners interested in taking a hands-on course alongside their GCSEs that will offer them an insight into what it is like to work the Enterprise sector. Enterprise is an important part of the business sector and plays a major role in the UK's global economic status, with SMEs accounting for about half the turnover in the UK private sector. This course will give learners a broad insight into entrepreneurship and the skills, knowledge and attitudes that underpin it, allowing them to decide whether it is a career pathway they would like to pursue, while keeping their options for progression wide open.

Using realistic vocational contexts, learners will acquire sector-specific applied knowledge and practices, studying the characteristics of enterprises and entrepreneurs, researching internal and external factors affecting the business environment (customers, competitors, the external environment), and learning how to develop a business plan using marketing and financial knowledge. In addition, they will develop employability skills essential in business and many other contexts, such as market research, planning, decision-making, problem-solving, creativity and financial literacy, as well as personal skills and attributes such as time management, communication and the ability to evaluate and critically analyse their own performance and ideas.

The Tech Award combines theory with plenty of practical application, giving learners the opportunity to put their skills and knowledge into action in both learning and assessment, embedding knowledge and ensuring learners fully connect knowledge to practice. Through the two internally assessed components, learners complete realistic tasks and activities that allow them to evidence core knowledge, understanding and skills, as well as reflective practice.

This Tech Award complements the learning in GCSE programmes such as Computer Science and Design and Technology by providing opportunities for practical application alongside conceptual study, for example, researching an idea for a small enterprise. There are also strong opportunities for post-16 progression in this vital sector.

# Assessment Overview

| Component                                                           | GLH | Qualification Weighting | Marks available | Type of assessment                                            | Length of Assessment                                                | Availability                                                                                                                   |
|---------------------------------------------------------------------|-----|-------------------------|-----------------|---------------------------------------------------------------|---------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------|
| <b>Component 1: Exploring Enterprises</b>                           | 36  | 30%                     | 60              | Internal assessment (PSA*) with 3 tasks. Externally moderated | 6 hours of monitored preparation and 5 hours of supervised sessions | Twice a year: October release for December/January moderation (from 2023) February release for May/June moderation (from 2023) |
| <b>Component 2: Planning and Presenting a Micro-Enterprise Idea</b> | 36  | 30%                     | 60              | Internal assessment (PSA*) with 4 tasks. Externally moderated | 6 hours of monitored preparation and 7 hours of supervised sessions | Twice a year: October release for December/January moderation (from 2023) February release for May/June moderation (from 2023) |
| <b>Component 3: Marketing and Finance for Enterprise</b>            | 48  | 40%                     | 60              | External synoptic exam. Externally marked                     | 2 hours                                                             | Twice a year in Jan/Feb and May/Jun (from 2024)                                                                                |

\* Pearson Set Assignments (PSAs) are set by Pearson, marked by the centre, and moderated by Pearson.

*The components are interrelated and best seen as part of an integrated whole rather than as distinct study areas.*

## Complimentary resources and support

- Delivery Guide
- Transition Guide including mapping from previous qualifications
- Sample assessment materials
- ExamWizard
- ResultsPlus
- Marking Training and Marking Standardisation Events
- Getting Started Training Events
- Access to Pearson subject specialist

# Choosing a **BTEC Tech Award**

Tech Awards are Level 1/Level 2 courses that are of the **same size and rigour as GCSEs**, **widening learners' options at Key Stage 4**, while keeping all their options open for progression into post-16 education and training. We have developed all our Tech Awards **in consultation with subject specialists and secondary school and FE representatives**, to ensure that they are **engaging** and **fully up to date** with current sector skills, behaviours and knowledge.

## With a Tech Award your learners will:

- Get a taste of what a sector is like.
- Gain transferable skills and confidence that will help them in the world today and prepare them for their futures.
- Receive an introduction to vocational study.
- Have opportunities to apply learning from their GCSE subjects to every day and work contexts.
- Build applied knowledge and skills that show an aptitude for further learning, both in the sector and more widely.

BTEC Tech Awards come from Pearson, the world's leading learning company. Our mission is to help everyone achieve their potential through learning. We do that by providing high quality content and learning experiences, as well as assessments and qualifications that help people build their skills and grow with the world around them.

## Embedding learning through application

Our Tech Award qualifications are designed to help learners:

- **Explore** what it's like to work in the sector and gain the underpinning knowledge and skills required to work in it.
- **Develop** key knowledge, skills and behaviours, and learn about essential tools, techniques, and equipment.
- **Apply** their learning to real-life contexts and vocational scenarios in both learning and assessment.

## Designed to **make life easier**

Through the design of all of our qualifications we've sought to ensure that the courses are as easy as possible for teachers to deliver and administer, and that they give learners as much opportunity as possible to realistically demonstrate their capability and achieve overall success.

- ✓ We offer the widest range of Tech Awards, covering 13 unique subject areas, all following the same consistent approach – enabling your school to offer multiple Tech Awards without multiplying complexity.
- ✓ All components are mandatory, with optionality built in within the content where relevant to the sector, streamlining assessment.
- ✓ There is a consistent mark scheme structure for each internally assessed component making it easier to apply and standardise.
- ✓ Assessment is compensatory within components and across the qualification - anywhere learners gain marks, these are added to the total towards a grade. This means grades for each component are no longer restricted to the lowest grade achieved within the component.
- ✓ There are no minimum grade requirements in any component, so an Unclassified result in any of the components will not prevent a learner from achieving the qualification. This gives your learners more opportunities to achieve and better captures their true ability.
- ✓ The moderation process for the new Pearson Set Assignments (internal assessments) will create a significant reduction in administration and paperwork – and includes direct feedback so that you have the opportunity to address any issues with assessment before they impact on the learner's results.
- ✓ The new Pearson Set Assignments have been based on Authorised Assignment Briefs from current qualifications, so will be familiar to teachers used to the previous qualifications.