

BTEC Enterprise Year 11 Revision Plan 2025-2026

Week Commencing	Curriculum Time	Homework/revision topic	Supporting resources	Further Support
24 th November 2025	Lesson 1: Improvements Lesson 2: Pitch Lesson 3: Pitch	B1 Production of presentation <ul style="list-style-type: none"> ● Selection of relevant information and logical sequencing of information and ideas. ● Use of appropriate written communication skills: use of business terminology, presentation of information and data. ● Consistent visual presentation appropriate for the enterprise idea: appropriate colours, use of margins, appropriate use of images and transitions, appropriate font including size and type. B2 Delivery of presentation <ul style="list-style-type: none"> ● Methods of recording and delivery: on-screen videos and sharing, electronic presentation, pre-recorded, video group calls, vlog. ● Accurate and effective verbal communication skills: 	https://www.youtube.com/watch?v=limg-sw648 https://www.bbc.co.uk/programmes/m002kk1l https://www.youtube.com/shorts/dYyyq2FTVEw	

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		<p>language and tone, pace, volume and projection, use of business terminology.</p> <ul style="list-style-type: none"> ● Engaging non-verbal communication skills: conduct of presenter, positive attitude, well-rehearsed, body language, gestures and eye contact 		
1 st December 2025	<p>Lesson 1 Evaluation of pitch and plan</p> <p>Lesson 2 Evaluation of pitch and plan</p>	<p>C1 Review of presentation</p> <ul style="list-style-type: none"> ● Review of own skills demonstrated in the production and delivery of the presentation, to include: skills demonstrated: written, summarisation, language and terminology, verbal communication, non-verbal communication, presentation, technical and practical, making supported judgements on strengths and weaknesses based on self-reflection and review: – what went well – what went less well or did not go to plan o recommendations for improvements to the production and delivery of the electronic presentation 	Use feedback and assessment guidance to review presentation	

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8 th December 2025	Lesson 1: Final improvements Lesson 2: : Final improvements Lesson 3: : Final improvements		Use feedback and assessment guidance to make improvements to work	
15 th December 2025	Lesson 1&2: Christmas campaigns audit and gap analysis		https://www.bbc.co.uk/bitesize/guides/z7scbdm/revision/2 https://www.tutor2u.net/business/reference/swot-analysis?srsId=AfmBOoqerglJxX_WtxEIOKy1SFV3aSnQQRio8Lu53IOJ148TCrJjqthr	
22 nd December 2025		Christmas revision		
29 th December 2025				
5 th January 2026	Lesson 1 Price Lesson 2 Distribution	A1 Targeting and segmenting the market ● Target market: the market an enterprise wants to sell its products to. ● Market segmentation: ● Markets: Business to Business (B2B), Business to	GCSEPod links: https://members.gcsepod.com/shared/podcasts/title/12842/79933 https://members.gcsepod.com/shared/podcasts/title/12837/79936 Revision Book: Pages 2-10 12-15	

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		<p>Consumer (B2C), niche, mass.</p> <p>A2 4Ps of the marketing mix</p> <ul style="list-style-type: none"> ● Product: <ul style="list-style-type: none"> o product portfolio: comprises all products (goods and services) of an enterprise o product life cycle: development, introduction, growth, maturity, decline <ul style="list-style-type: none"> o USP (unique selling point) o branding, brand personality, brand image. 	<p>Attempt the practice questions Pg 11</p> <p>Bitesize:</p> <p>https://www.bbc.co.uk/bitesize/guides/z7scbdm/revision/1</p> <p>https://www.bbc.co.uk/bitesize/guides/z63847h/revision/1</p> <p>Phases of the product life cycle - Product - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize</p> <p>https://www.bbc.co.uk/bitesize/guides/z63847h/revision/3</p>	
12 th January 2026	<p>Lesson 1</p> <p>Promotion</p> <p>Lesson 2</p> <p>Factors affecting 4ps</p>	<p>A2 4Ps of the marketing mix</p> <ul style="list-style-type: none"> ● Price: <ul style="list-style-type: none"> o pricing strategies: penetration, skimming, competitive, cost-plus, premium. Place: <ul style="list-style-type: none"> o digital and physical distribution of products. <ul style="list-style-type: none"> ● Place: <ul style="list-style-type: none"> o digital and 	<p>GCSE pod links:</p> <p>https://members.gcsepod.com/shared/podcasts/title/12837/79937</p> <p>GCSEPod</p> <p>Bitesize:</p> <p>https://www.bbc.co.uk/bitesize/guides/zn47wty/revision/1</p> <p>https://www.bbc.co.uk/bitesize/guides/zn47wty/revision/2</p> <p>Price - The marketing mix - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize</p> <p>Place - The marketing mix - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize</p> <p>Revision book:</p>	

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		physical distribution of products	Pages 16-17	
19 th January 2026	Lesson 1 Trust, reputation and loyalty Lesson 2 Financial docs Lesson 3 Financial docs2	A2 4Ps of the marketing mix <ul style="list-style-type: none"> ● Promotion: <ul style="list-style-type: none"> o promotional mix: advertising, Public Relations (PR), Online Public Relations (OPR), social media marketing, personal selling, direct marketing, sales promotion o ‘above the line’ and ‘below the line’ promotion. ● Multichannel marketing: using a range of traditional and/or digital methods. A3 Factors influencing the choice of marketing methods	GCSE Pod links: GCSEPod GCSEPod Revision guide: Pages 18-19, 22 Recall activities 24-26 Bitesize: Promotion - The marketing mix - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize The marketing mix in the competitive environment - The marketing mix - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize The impact of technology on the marketing mix - The marketing mix - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize	
26 th January 2026	Lesson 1 Payment methods Lesson 2	A4 Trust, reputation and loyalty B1 Financial documents Types of financial documents: purchase	GCSE pod links: https://members.gcsepod.com/shared/podcasts/title/12837/79940 Revision book: Pages 23, 27-33	

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	Different sorts of costs	orders, delivery notes, goods received notes, invoices, credit notes, statements of account, remittance advice slips, receipts. ● Importance of accuracy when these documents are being used. ● Importance of accurate financial documents and record-keeping to business accounting	Attempt exam practice Pages 20-21, 34-35 https://quizlet.com/gb/548815046/y11-btec-tech-award-enterprise-financial-documents-flash-cards/ https://members.gcsepod.com/shared/podcasts/title/12838/81083	
2 nd February 2026		MOCK Exams		
9 th February 2026				
16 th February 2026		FEBRUARY HALF TERM		
23 rd February 2026	Lesson 1 Revenue, costs and profits Lesson 2 Income statements Lesson 3 Profitability ratios	B2 Payment methods Learners will explore why enterprises use some or all of the following payment methods. ● Payment methods: cash, credit cards, debit cards, direct debit, payment technologies.	https://www.youtube.com/watch?v=bjVaK-2E_K4 GCSEPod Revision book: Pages 36-37, 40 Attempt exam assessment practice Pages 38 - 39	

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		<ul style="list-style-type: none"> ● Impact on customers and enterprises of using different payment methods. B3 Revenue and costs		
2 nd March 2026	Lesson 1 Sources of finance Lesson 2 Sources of finance	B3 Revenue and costs <ul style="list-style-type: none"> ● Revenue/turnover. ● Start-up and running costs. B4 Financial statements <ul style="list-style-type: none"> ● Profit and loss account (statement of comprehensive income): shows the profit or loss of an enterprise over time: <ul style="list-style-type: none"> o revenue, cost of sales, expenses, gross profit, net profit (profit for the year). B5 Profitability and liquidity Calculate profitability ratios from given formulae: <ul style="list-style-type: none"> o gross profit margin percentage (GPM) = $(\text{gross profit} \div \text{revenue}) \times 100$ o net profit margin percentage (NPM) = $(\text{net profit} \div \text{revenue}) \times 100$ 	GCSE Pod: GCSEPod GCSEPod Revision Guide: 40-41, 48 Ratio Analysis - GCSE Business - Gross Profit Margin & Net Profit Margin - YouTube Gross profit - Business calculations - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize Net profit - Business calculations - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize Gross profit margin - Business calculations - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize Net profit margin - Business calculations - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize	
9th March 2026	Lesson 1 Balance sheets Lesson 2	C5 Sources of business finance <ul style="list-style-type: none"> ● Internal sources of 	GCSE Pod GCSEPod	

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	Balance sheets and stakeholders	finance: o personal sources: savings, credit cards, borrowing from friends and family o retained profits o sale of assets. ● External sources of finance: o long-term: mortgages, share capital, taking on new partners o medium-term: hire purchase (HP), leasing, loans, peer-to-peer lending (P2P), investment from business angels o short-term: bank overdraft, crowdfunding, trade credit o government and charitable grants.	Revision Guide: Pages 64-66 Recall activities: Pages 67-69 Short-term finance - Sources of finance - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize Long-term finance - Sources of finance - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize	
16 th March 2026	Lesson 1 Liquidity Lesson 2 Cash flow Lesson 3	B4 Financial statements ● Balance sheet (statement of financial position) o fixed (non-current) and current assets o working capital (net current assets)	Revision Guide: Pages 42-44 Recall activities Pages 45-47 Balance Sheets - BTEC Tech Award in Enterprise	

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	Resolving cash flow	<ul style="list-style-type: none"> o long term (non-current) and current liabilities o debtors (accounts receivable) and creditors (accounts payable) o equity. ● Stakeholders: owner(s), managers, employees, lenders, government, customers and suppliers 		
23 rd March 2026	Lesson 1 Budgets Lesson 2 Break even	B5 Profitability and liquidity Calculate liquidity ratios from given formulae: <ul style="list-style-type: none"> o current ratio = current assets ÷ current liabilities o liquid capital ratio = (current assets – inventory) ÷ current liabilities C2 Cash flow <ul style="list-style-type: none"> ● Cash flow forecast: ● Purpose of cash flow forecasts: <ul style="list-style-type: none"> o to identify money coming in and going out of the enterprise over time o to determine the impact of timings of inflows and outflows o to determine positive and negative liquidity and make 	GCSE Pod: GCSEPod Revision Guide: Pages 49, 54-57 Recall activities: 50-51, 58-59 The importance of cash flow - Cash and cash flow - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize Preventing business failure - Cash and cash flow - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize The difference between cash and profit - Cash and cash flow - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize Calculating and interpreting cash flow forecasts - Cash and cash flow - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize Net cash flow - Cash and cash flow - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize	

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		business decisions. <ul style="list-style-type: none">● Difference between forecasted and actual cash flows. C3 Suggesting improvements to cash flow problems <ul style="list-style-type: none">● Cash flow problems: cash surpluses, cash deficits.● Suggested solutions to problems:	Opening and closing balance - Cash and cash flow - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize		
30 th March 2026		Easter Revision			
6 th April 2026					
13 th April 2026	Lesson 1 Break even 2 Lesson 2 Break even graphs Lesson 3 Revision exercises	C1 Budgeting <ul style="list-style-type: none">● Expenditure and revenue budgets:● Difference between budgeting and budgetary control (checking performance against plan).● Impact of favourable and adverse variances C4 Break-even point and break-even analysis <ul style="list-style-type: none">● Fixed, variable and total costs, and total revenue.● Break-even point, margin of safety, area of profit and area of loss.	GCSE Pod: GCSEPod Revision Guide: Pages 52-53, 60-62 Recall activities: Pages 63, 58-59 Break-even level of output - Business revenue, costs and profits - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize The break-even graph - Business revenue, costs and profits - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize		

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		<ul style="list-style-type: none"> ● Importance to an enterprise of breaking even. ● Strengths and limitations of break-even analysis. 	Margin of safety - Business revenue, costs and profits - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize Changes in revenue and costs - Business revenue, costs and profits - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize Profit and loss - Business revenue, costs and profits - Edexcel - GCSE Business Revision - Edexcel - BBC Bitesize	
20 th April 2026	Lesson 1 Break even practice Lesson 2 Walking talking mock	Topics based on mocks and skills analysis		
27 th April 2026	Lesson 1 Break even practice Lesson 2 Walking talking mock	Topics based on mocks and skills analysis		
4 th May 2026	External examinations begin			
Examination Dates	Wednesday 6 th May (am)			