



Qualification mapping

**NCFE Level 1/2 Technical Award in Business
and Enterprise
QN: 603/2955/5**

Mapping Document – Business and Enterprise

This document has been produced to enable Teachers and learners to map content between this qualification and a previous version of this qualification.

This document is for mapping guidance only. All mandatory content from the current specification must be delivered for completion.

New qualification

- NCFE Level 1/2 Technical Award in Business and Enterprise (603/2955/5)

Previous versions of qualifications

- NCFE Level 2 Certificate in Business and Enterprise (601/0048/5)

Unit 01 – Introduction to business and enterprise (H/616/8937)

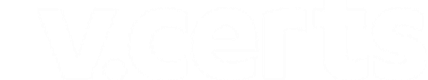
Learning outcome	Teaching content title	Teaching content	Level 2 previous qual. Unit & learning outcome	
<p>LO1 – Understand entrepreneurship, business organisation and the importance of stakeholders</p>	<p>1.1 – Entrepreneur - Learners will know and understand what it means to be an entrepreneur, their motivations, characteristics and skills</p>	<p>1.1.1 - Being an entrepreneur - Learners should know and understand what it means to be an entrepreneur and what motivates them</p>	<p>Unit 01 LO1 – The learner will understand different types of businesses</p> <p>Unit 01 LO2 – The learner will understand characteristics of an entrepreneur</p>	
	<p>1.2 – Business aims and objectives - Learners will know and understand financial and non-financial business aims and objectives and how to apply these in business.</p>	<p>1.1.2 - Entrepreneurial characteristics and skills - Learners will know and understand the characteristics and skills of an entrepreneur and their applications in business</p>		
		<p>1.2.1 - Financial aims and objectives - Learners will know and understand the financial aims and objectives that a business might have and be able to apply these in business</p>		
	<p>1.3 – Structures</p>	<p>1.2.2 - Non-financial aims and objectives - Learners will know and understand the non-financial aims and objectives that a business might have and be able to apply these in business</p>		
		<p>1.3.1 - Legal structures - Learners will know and understand the features, liability and sources of finance available to the various legal structures. Learners will know and understand the advantages and disadvantages of each legal structure</p>		
	<p>1.3.2 - Organisational structures - Learners will know and understand the features of organisational structures, linked to span of control and chain of command. Learners will know and understand the advantages and disadvantages of organisational structures</p>			

		1.3.3 – Restructuring - Learners will know and understand how and why a business may restructure its organisation	
	1.4 – Stakeholder Engagement - Learners will know and understand the internal and external stakeholders of a business and their aims and objectives, learners will know and understand the advantages of effectively engaging with stakeholders	1.4.1 - The learners will know and understand the internal stakeholders of a business and their needs	
		1.4.2 - The learners will know and understand the external stakeholders of a business and their aims and objectives	
		1.4.3 - Stakeholder engagement - The learners will know and understand the advantages of stakeholder engagement	
LO2 – Understand the marketing mix, market research, market types and orientation types	2.1 – Marketing Mix- Learners will know and understand the marketing mix covering each of the four elements	2.1.1 - Product types - Learners will know and understand that products can be categorised in different ways	Unit 02 LO1 – The learner will understand different aspects of marketing Unit 02 LO2 – The learner will understand the methods of market research Unit 02 LO3 – The learner will understand the marketing mix Unit 02 LO4 – The learner will be able to evaluate the effectiveness of different marketing methods
		2.1.2 - Product lifecycle - Learners will know and understand the product lifecycle and its stages. Learners will be able to understand the characteristics of each stage and be able to apply this in business.	
		2.1.3 - Boston Matrix - Learners will know and understand the Boston Matrix and how it applies to business and enterprise. Learners will know and understand the structure of the Boston Matrix and the characteristics of the four categories	
		2.1.4 - Place - Learners will know and understand the factors that a business should consider when deciding on a location and be able to apply this to business decisions. Learners will know and understand channels of distribution	

		<p>2.1.5 - Price - Learners will know and understand the concept of equilibrium price and various pricing strategies, and the advantages and limitations of each</p>	
		<p>2.1.6 - Promotion - Learners will know and understand the promotion methods available to business and promotional objectives</p>	
	<p>2.2 - Market Research and Markets - Learners will know and understand data types, market research methods, the advantages and disadvantages of each method and how to apply these in business.</p>	<p>2.2.1 - Data types - Learners will know and understand different types of data, collected from market research activities, and the advantages and disadvantages of each</p>	
		<p>2.2.2 - Primary research - Learners will know and understand the term primary research. Learners will be able to give examples of primary research methods and their advantages and disadvantages</p>	
		<p>2.2.3 - Secondary research - Learners will know and understand the term secondary research. Learners will be able to give examples of secondary research methods and their advantages and disadvantages</p>	
		<p>2.2.4 - Market types - Learners will know and understand market types and their characteristics</p>	
		<p>2.2.5 - Orientation types - Learners will know and understand orientation types and their characteristics</p>	
<p>LO3 – Understand operations management</p>	<p>3.1 – Operations Management</p>	<p>3.1.1 - Outsourcing - Learners will know and understand outsourcing, why businesses adopt this strategy and the advantages and disadvantages of outsourcing</p>	

		<p>3.1.2 - Lean production - Learners will know and understand the methods of lean production, how these methods are applied in business and the benefits of using lean production</p>	
		<p>3.1.3 - Maintaining and improving quality - Learner will know and understand maintaining and improving quality, how these methods are applied in business and the benefits of maintaining and improving quality</p>	
		<p>3.1.4 - Production methods - Learners will know and understand the different production methods available to business, their application in business and the advantages and disadvantages of each method</p>	
<p>LO4 – Understand customer service and internal influences on business</p>	<p>4.1 - Customer Service and Internal Influences and Challenges of Growth - Learners will know and understand customer service. Learners will know and understand methods of measuring customer service and how customer service levels can be maintained.</p>	<p>4.1.1 - Customer service - Learners will know and understand the term customer service and its importance in business</p>	
		<p>4.1.2 - Customer service measurements - Learners will know and understand why customer service is measured in business</p>	
		<p>4.1.3 - How customer service is measured - Learners will know and understand how customer service is measured in business</p>	
	<p>4.2 - Internal Influences - Learners will know and understand the internal influences that affect a business</p>		
	<p>4.3 - Internal Challenges of Growth - Learners will know and understand the challenges of growth and how they apply in business</p>		

LO5 – Understand external influences on business	5.1 - External Influences - Learners will know and understand the external influences that affect a business		
	5.2 - Challenges of Growth - Learners will know and understand the challenges of growth and how they apply in business		



Unit 02 – Understanding resources for business and enterprise planning (K/616/8938)

Learning outcome	Teaching content title	Teaching content	Level 2 previous qual. learning outcome	
<p>LO1 – Understand research, resource planning, growth and development for business and enterprise</p>	<p>1.1 – Business Research</p>	<p>1.1.1 - Areas of research - Learners will know and understand the areas for business research, the benefits of knowing this information and be able to apply this to a start-up business enterprise</p>	<p>Unit 04 LO1 – The learner will be able to identify and research a project</p>	
	<p>1.2 – Resource Planning</p>	<p>1.2.1 - Physical resources - Learners will know and understand physical resource planning for business and be able to apply this to a new business start-up</p>		
		<p>1.2.2 - Technological resources - Learners will know and understand technological resource planning for business and be able to apply this to a new business start-up</p>		
	<p>1.3 – Business Growth - Learners will know and understand options for internal and external growth, the benefits of growth and be able to apply this in business.</p>	<p>1.3.1 - Internal growth - Learners will know and understand methods of internal growth</p>		
		<p>1.3.2 - External growth - Learners will know and understand methods of external growth</p>		
	<p>LO2 – Understanding human resource requirements for a business start-up</p>	<p>2.1 – Human Resources - Learners will know and understand components of human resources and be able to apply them to a business.</p>		<p>2.1.1 - Methods of recruitment - Learners will know and understand methods of recruitment</p>
<p>2.1.2 - Stages of recruitment - Learners will know and understand the different stages of recruitment</p>				
<p>2.1.3 - Legal considerations - Learners will know and understand the different legal considerations</p>				
<p>2.1.4 - Staff development - Learners will know and understand the components of staff development</p>				
<p>2.1.5 - Pay and remuneration - Learners will know and understand aspects of pay and remuneration</p>				

<p>LO3 – Understand sources of enterprise funding and business finance</p>	<p>3.1 – Business and Enterprise Funding</p>	<p>3.1.1 - Funding types - Learners will know and understand funding types for business and enterprise. Learners will be able to evaluate the suitability of funding types when applied to business</p>	<p>Unit 03 LO1 – The learner will understand sources of business funding</p>
	<p>3.2 – Business and Enterprise Finance</p>	<p>3.2.1 - Financial concepts and calculations - Learners will know and understand financial concepts, how to calculate them and the impact they have on business and enterprise</p>	<p>Unit 01 LO3 – The learner will know about risks and rewards in business and enterprise</p>
		<p>3.2.2 - Costs, liabilities and assets - Learners will know and understand costs, liabilities and assets. Learners will know and understand how these affect business and enterprise</p>	<p>Unit 03 LO2 – The learner will be able to produce a financial plan for a new business or enterprise</p>
		<p>3.2.3 - Financial documents - Learners will know and understand financial documents, their structure and the information they contain</p>	<p>Unit 03 LO3 – The learner will understand responsibilities regarding tax and National Insurance liability in the UK</p>
		<p>3.2.4 - Ratio analysis - Learners will know and understand ratio analysis, how to undertake ratio analysis calculations and how to interpret results</p>	<p>Unit 03 LO4 – The learner will understand financial record keeping</p>
<p>3.2.5 - Cash flow management - Learners will know and understand the importance of cash flow management and how businesses can improve their cash flow position</p>			
<p>LO4 – Understand business and enterprise planning</p>	<p>4.1 – Planning</p>	<p>4.1.1 - Purpose of business planning - Learners will know and understand why businesses develop a business plan and be able to apply this to business</p>	<p>Unit 01 LO4 – The learner will understand how to plan a business or enterprise project</p>
		<p>4.1.2 - Benefits of business planning - Learners will know and understand the benefits of business planning and be able to apply these in business</p>	<p>Unit 04 LO2 – The learner will be able to develop a project plan</p>

		4.1.3 - A business plan - Learners will know and understand the sections of a business plan and how it applies to business	Unit 04 LO3 – The learner will be able to participate in a project Unit 04 LO4 – The learner will be able to evaluate their business or enterprise project
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