

Notional learning hours	20
Level	Entry 2
Subject area	PSHE
Preparing for Adulthood pathway	Employment
Skill	Numeracy; Teamwork
Learning aim	Learners will demonstrate skills and understanding of different enterprise aspects.
Learning context	small group discussions, practical activities, 1:1 interactions with customers.

Learning outcomes What the learner needs to know, understand or be able to do. The learner will:	Assessment criteria What the learner needs to demonstrate in order to meet the learning outcome. The learner can:
<p><b>1</b> Be able to engage in a group discussion</p>	<ul style="list-style-type: none"> <li>• contribute to a group discussion on at least 2 occasions</li> <li>• contribute an idea, for an enterprise project, for consideration by the group</li> <li>• provide a positive or negative response to an idea of another group member</li> </ul>
<p><b>2</b> Be able to contribute to the planning of a mini-enterprise</p>	<ul style="list-style-type: none"> <li>• produce a market research form, asking questions or recording answers on at least 2 occasions</li> <li>• choose and cost materials to make items for sale on at least 2 occasions</li> </ul>

<p>Learning outcomes</p> <p>What the learner needs to know, understand or be able to do.</p> <p>The learner will:</p>	<p>Assessment criteria</p> <p>What the learner needs to demonstrate in order to meet the learning outcome.</p> <p>The learner can:</p>
<p><b>3</b> Be able to support the sale of items made</p>	<ul style="list-style-type: none"> <li>• make a poster advertising the details of the sale</li> <li>• take part in setting up a place for the sale to take place</li> <li>• demonstrate they can contribute to the sales process by doing at least 2 of the following:                             <ul style="list-style-type: none"> <li>◦ placing the items appropriately</li> <li>◦ pricing them for sale</li> <li>◦ greeting potential customers</li> <li>◦ taking money for items</li> <li>◦ giving change for items</li> <li>◦ baggi</li> </ul> </li> </ul>
<p><b>4</b> Be able to demonstrate good customer service skills</p>	<ul style="list-style-type: none"> <li>• demonstrate an awareness of good customer service by doing at least 2 of the following:                             <ul style="list-style-type: none"> <li>◦ greeting customers politely</li> <li>◦ saying please</li> <li>◦ saying thank you</li> <li>◦ offering assistance</li> </ul> </li> </ul>
<p><b>5</b> Be able to show an understanding of quality control when producing items for sale</p>	<ul style="list-style-type: none"> <li>• demonstrate checking items and correcting mistakes on at least two occasions</li> <li>• produce an aesthetically pleasing item for sale on at least two occasions</li> <li>• make a decision about the appearance of 1 item they are making for sale</li> </ul>

Assessment methodology	Linked to learning outcomes
Record of oral questioning	
Observation checklist	<b>1</b> <b>2</b> <b>3</b> <b>4</b> <b>5</b>
Labelled product, video or photographic evidence	