

Lesson plan

Level 3 Certificate/Extended Certificate in Applied Business

Unit number: 1

Unit name: Financial Planning and Analysis

Assessment or performance outcome: AO1

Tutor name:

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| **Group or cohort** |  |
| **Week no.** | 1 |
| **Date** | Lesson 1 |
| **Guidance notes**  All enterprises plan their finances and this is a central theme of this unit. In order to understand the need to plan finances the reasons why enterprises exist should be understood. The purpose of this lesson is to develop an understanding that enterprises do not necessarily exist for the same reasons but do have common reasons to plan.  This will need to be followed on by a further lesson where learners will investigate the motivations for starting an enterprise and the implications of failure.  **Length –** 1 hour  **Resources**  • Learner access to flip chart paper and pens  • Learner access to Internet  • Tutor access to Internet and projector/monitor to display/interact with the following websites:  o <http://www.costa.co.uk/>  [o https://www.whitbread.co.uk/investors/reports-and-presentations/annual-reports- accounts.html](https://www.whitbread.co.uk/investors/reports-and-presentations/annual-reports-accounts.html)  o <http://social-bite.co.uk/>  **Links to other assessment or performance outcomes:** central concept within the unit and supports all AOs | |

**Lesson objective**

At the end of this lesson the learners will be able to:

• Understand the differences and

similarities that different enterprises

**Activities**

(5 mins) Tutor to outline broad content of the Financial Planning and Analysis unit and to link this to content from the Business Dynamics unit.

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| have in the environment they operate  in. | (5 mins) Tutor to introduce business contexts (i.e. local cafe, Costa and Social Bite) and pose the question "do all enterprises have the same aims?"  (20 mins) Learners work in groups (3 to 4 learners in each group). Learners provided description/web pages of each of the three enterprises. Each group tasked with identifying one similarity and one difference between each of the three enterprises.  (15 mins) Learners to use flip chart paper to contrast the aims of the three enterprises. Tutor to review learner understanding.  (15 mins) Tutor uses completed flip chart papers to carry out whole class discussion of the similarities and differences between enterprises, including offering further examples e.g. other local small businesses, medium/ large enterprises and charity/not for profit enterprises. |
| **Synoptic assessment**  The learners will be able to draw from their knowledge, skills and understanding from the following units to support the learning within this lesson:  • Unit 2 – Business Dynamics(PO1) | **Stretch and challenge activities?**  The businesses selected by the tutor will present different degrees of challenge in terms of difference and similarities in aims. |
| **Transferable skills and/or soft skills opportunities**  The following transferable skills are embedded into the research activity:  • Research skills in gathering and interpreting key information | **English and maths**  None. |
| **Assessment**  Assessment of learning having taken place will be based on:  • Observation of learner during research exercise. |

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