Week	36	37	38	39	
W/C Date	25-Jun	2-Jul	9-Jul	16-Jul	
Topic	AC1.1 Activities of Retail Functional Areas	AC1.1 Activities of Retail Functional Areas	AC1.1 Activities of Retail Functional Areas	Consolidation	
Key Objectives	Retail – stores / online STAR mark	Functional areas, eg – sales, finance, HR etc	Functional areas, eg – sales, finance, HR etc		
Assessment					
Homework					

Department **Year 11 grades 3-8 long term plan**

	Assessment weeks
	Moderation week
	Data Capture
	STAR marking
	Exit Poll

Key Skills to be Covered

WJEC THREE YEAR AWARD IN RETAIL BUSINESS – YEAR 11

UNIT THREE : RETAIL OPERATIONS

Week	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
W/C Date	03-Sep	10-Sep	17-Sep	24-Sep	01-Oct	08-Oct	15-Oct		29-Oct	05-Nov	12-Nov	19-Nov	26-Nov	03-Dec	10-Dec	17-Dec		
Topic	AC1.2 Rights Of Retail Employees	AC1.2 Rights Of Retail Employees	AC1.2 Rights Of Retail Employees	AC1.3 Responsibilities Of Retail Employees	AC1.3 Responsibilities Of Retail Employees	AC1.3 Responsibilities Of Retail Employees	Consolidation		AC1.4 Effects Of Legislation	AC1.4 Effects Of Legislation	AC1.4 Effects Of Legislation	AC2.1 Methods To Encourage Sales	AC2.1 Methods To Encourage Sales	AC2.1 Methods To Encourage Sales	AC2.2 Use Of Technology	Consolidation		
Key Objectives	Rights : Hours, H&S, contract, equality	Rights : Hours, H&S, contract, equality	Rights : Hours, H&S, contract, equality – STAR mark	Legal responsibilities and related to company policies	Legal responsibilities and related to company policies	Legal responsibilities and related to company policies – STAR mark			Such as : H&S, security, consumer protection, equality etc	Such as : H&S, security, consumer protection, equality etc	Such as : H&S, security, consumer protection, equality etc	Methods – signage, product mix, loyalty cards etc – STAR mark	Methods – signage, product mix, loyalty cards etc	Methods – signage, product mix, loyalty cards etc	Such as : mobile apps, internet, MIS, digital media, electronics etc			
Assessment																		
Homework																		

Week	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34
W/C Date	07-Jan	14-Jan	21-Jan	28-Jan	04-Feb	11-Feb		25-Feb	04-Mar	11-Mar	18-Mar	25-Mar	01-Apr	08-Apr		
Topic	AC2.2 Use Of Technology	AC2.2 Use Of Technology	AC3.1 Effects Of Seasonality	AC3.1 Effects Of Seasonality	AC3.1 Effects Of Seasonality	Consolidation		AC3.2 Preparing For Unplanned Situations	AC3.2 Preparing For Unplanned Situations	AC4.1 Identify issues to resolve	AC4.1 Identify issues to resolve	AC4.2 Suggest actions in response to issues	AC4.2 Suggest actions in response to issues	AC4.3 Justify suggestions for change		
Key Objectives	Such as : mobile apps, internet, MIS, digital media, electronics etc	Such as : mobile apps, internet, MIS, digital media, electronics etc	Seasonality : Seasons, calendar events, special events – STAR mark	Effects : staffing, hours, promotion etc	Effects : staffing, hours, promotion etc			Situations related to security, H&S, staffing	Situations related to security, H&S, staffing – STAR mark					Identify benefits of suggestions and consider different perspectives - Use of examples – STAR mark		
Assessment																
Homework																

Week	35	36	37	38	39	40	41	42	43	44	45	46	
W/C Date	29-Apr	06-May	13-May	20-May		03-Jun	10-Jun	17-Jun	24-Jun	01-Jul	08-Jul	15-Jul	
Topic	CONTROLLED ASSESSMENT	CONTROLLED ASSESSMENT	CONTROLLED ASSESSMENT	CONTROLLED ASSESSMENT									
Key Objectives													
Assessment													