

OCR Enterprise and Marketing

Unit	Marks	Duration	GLH*	
<i>R064: Enterprise and marketing concepts</i>	80 (120 UMS)	1 hour 30 mins	60	Written paper, OCR-set and marked
<i>R065: Design a business proposal</i>	60 (60 UMS)	15-20 hours	30	Centre-assessed task, OCR moderated
<i>R066: Market and pitch a business proposal</i>	60 (60 UMS)	12-15 hours	30	Centre-assessed task, OCR moderated

Content overview

There are three mandatory units

Unit R064: Enterprise and marketing concepts

Students explore the techniques businesses use to understand their market and develop products, investigate what makes a product viable and understand how businesses attract and retain customers.

Unit R065: Design a business proposal

Students are presented with a business challenge from which they create a researched and costed business proposal. They will carry out market research, present data, use idea generation tools, seek and act on feedback, and cost their proposals. In their work on this unit they will develop their self-assessment, collaborative working, creativity, numeracy, research and evaluative skills.

Unit R066: Market and pitch a business proposal

Students prepare for and pitch the business proposal that they developed in the previous unit. They develop a brand identity and investigate how best to promote their product and then plan, practise and finally deliver their pitch. Afterwards they review both their performance and their business proposal. This will help develop their analysis and self-evaluative skills as well as those relating to self-presentation.