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East Renfrewshire Council: Education Department Practitioner Moderation Template

Prior to the moderation exercise, please complete the following information and submit it to your facilitator with assessment evidence from one learner that you judge to have successfully attained the Es' and Os'.

Experiences and Outcomes:

SOC 4-20b -

I can research the purposes and features of private, public and voluntary sector organisations to contribute to a discussion on their relationships with stakeholders.

SOC 3-21a -

I can understand the necessity for budgeting and determine ways to manage finance, considering possible investment opportunities, savings, risks or borrowing needs.

LIT 3/4-06a -

I can independently select ideas and relevant information for different purposes, organise essential information or ideas and any supporting detail in a logical order, and use suitable vocabulary to communicate effectively with my audience.

LIT 3/4-14a -

Using what I know about the features of different types of texts, I can find, select, sort, summarise, link and use information from different sources.

Learning Intentions:

We are learning:

...about the purposes, features and objectives of private, public and voluntary sector organisations.

...the suitability of finance options available for different types of business.

...to research a topic selecting appropriate and relevant information and present this in an appropriate way.

Success Criteria:

...describing different forms of ownership in business.

...describing and comparing the features and objectives of each including advantages and disadvantages.

...researching, selecting and presenting appropriate information about types of business ownership.

Briefly outline the context and range of quality learning experiences that have been provided making reference to the chosen design principles.

Teacher led lessons are delivered to develop an underpinning basis of knowledge and understanding surrounding the types of business ownership which exist and the sources of finance available to different types of business. Following teaching of advantages and disadvantages of Sole Trader ownership the opportunity for paired discussion and whole class discussion will be given around advantages and disadvantages for other types. During these lesson pupils will complete a range of theory practice questions and 'match-it' tasks to monitor and evaluate pupil learning throughout the course.

A key element of the course will be researching a franchise, selected by the pupil, and compiling a range of information. Some information will be requested by the teacher, however pupils will be given freedom in selecting information that they believe to be relevant in order demonstrate ability across success criteria and benchmarks.

Interactive "Match-It" quizzes will be used to monitor ability to recall necessary taught information.

The unit of work will culminate with a written 18 mark test, assessing knowledge, understanding and application of information taught about all forms of private sector business ownership.

Throughout the unit pupils will have the opportunity to self-assess their learning as well as receiving teacher feedback to support this.

Record the range of assessment evidence that was gathered to meet the success criteria (Say, Write, Make, and Do) considering breadth, challenge and application.

Make – Pupils will create powerpoints to show their ability to gather, sort and present information in a methodical and appropriate way

Say – Pupils will deliver these powerpoints to their peers. Pupils will communicate with the teacher through ongoing dialogue as part of the formative assessment process.

Write – Pupils will record aspects of self-assessment in writing.

Pupils will complete a written test as a summative assessment, as well as completing written questions as formative assessment.

Do – Pupils will present to their peers and engage in questioning and discussion.

Briefly outline the oral/written feedback given to the pupil on progress and next steps, referring to the learning intention and success criteria.

As pupils are completing written questions the teacher will be monitoring progressing, engaging in dialogue with individual pupils highlighting strengths and areas for development.

Following individual presentations pupils will have an opportunity to give verbal feedback to the presenter and the teacher will summarise this feedback and contribute any further points.

Written feedback will be given following the presentations using a proforma sheet based around success criteria and benchmarks.

Written feedback will be given on written work (homework, classwork, end of unit test).

Pupil Voice:

What have you learned? How did you learn? What skills have you developed?

****See INDIVIDUAL TALK evidence****

Did the learner successfully attain the outcomes? **YES/NO**

...describing different forms of ownership in business.

Pupil has successfully described a number of forms of business ownership, and has demonstrated an in depth understanding of franchises. This is evidenced in the written test and through the pupil's powerpoint.

...describing and comparing the features and objectives of each including advantages and disadvantages.

Evidenced through written test and through homework/practice questions.

...researching, selecting and presenting appropriate information about types of business ownership.

Evidenced through pupil's powerpoint presentation and associated feedback sheet. The pupil selected a range of information and organised/presented this in an effective and coherent way. The pupil also demonstrated the ability to select relevant and interesting information beyond the requirements of the task.

Ownership Test

17/18

Excellent work! Well done!

- 1 A sole trader is a business that is owned and managed by one person. The sole trader would have unlimited liability and be in full control of the company.
①
- 2 The term unlimited liability means that the owner of a business is solely responsible for any debts or money issues within that business. This means that they do not only risk their investment into the business fails but also personal possessions as if they can't pay of the debt they will have to pay it out of their own pocket or ~~as~~ personal belongings such as houses/cars could be taken from them.
①
Very Good
- 3 A partnership is a business owned and controlled by 2-20 partners. They have a partnership agreement which is a legal document clarifying matters such as how profits are shared.
①
- 4 The term 'sleeping partner' is a partner who is not active in running the business but has invested in it and gets a share of profits.
①
- 5 An advantage of being in a partnership is that partners can have different strengths and can specialise in different areas of a business. A disadvantage would be that partners could have disputes or disagreements on how the business is run.
②
- 6 2 items that would be included in a "Deed of Partnership" are the ~~protocol~~ procedure for introducing new partners' and how profits are shared amongst partners.
②

Really good, well structured answers! Keep working to secure understanding and review what sources of finance are suitable for each type of business.
This will be achieved through continued revision

7. A private limited ~~company~~ is a company that you could be invited to join and become a shareholder as if you buy in you own a percentage of the company (shares). Shareholders contribute capital and receive dividends which is their share of the profit in return for their investment. Decisions are made by the Board of Directors.

①

8. An advantage of being in a Ltd is that more finance can be raised from shareholders and lenders. A disadvantage would be that the business must be registered with 'Company's House'.

②

SOC
3-21a

9. 2 sources of finance for an LTD would be a bank loan or personal savings.

①

10. 2 objectives would be to + profit maximisation and ~~growth~~ survival.

②

11. A franchise is a business agreement where one firm pays for the right to run under the name of another. The franchiser owns the name and the franchisee is the person or firm who runs and manages one of the franchises!

11

SOC
4-20b

①

12. 2 advantages of a franchise would be that if you were starting ~~o~~ would benefit from the reputation of the other branches / franchises so would attract a lot of customers and another advantage would be that you would benefit from ~~the~~ ^{any} advertising of the franchise, and get a lot of support from the franchisee would get a lot of support from the franchiser and benefit from advertising.

SOC
4-20b

②

- FRANCHISE TASKS. FOR YOUR JOTTER.....
1. Describe the term "Franchise and give two examples of franchised companies (3)
 2. Identify the person/business who sells the franchise. (1)
 3. Identify the person/business who buys the franchise. (1)
 4. Describe the advantages and disadvantages for the franchiser (4)

The term franchise means a business arrangement where one firm pays for the right to trade under the name of another - Domino's, McDonald's ✓

2) Franchiser ✓ Great work!

3) Franchisee ✓ Well done!

4) quicker growth, get large sums of money but there is a contract and the reputation of the parent company is at stake if depending on the other franchises.

SOC
4-205

W112 Questions Partnerships 5th September
1d10

2 advantages of a partnership would be that there would be a variety of skills of different partners and also there would be more money invested into the

advantage - large amounts of finance can be raised.

disadvantage - time spent trying to find a buyer.

1 owners own capital is someone's personal savings that they'll put towards their business.


Shares issue is when a private limited company invite a new shareholder to invest in their business - the shareholder receives a return on their investment in profit.

A bank loan is money borrowed from a bank which must be paid back on a monthly basis with interest.

One advantage for owner's own capital is that there's no borrowing cost and a disadvantage would be that you can lose your own investment if the business fails.

SOC
B-21a

Teacher's Comment: Criteria of proforma are linked to closely with descriptive assessment standards of Benchmarks for each LIT E/O.

Name: 		Business Studies – Literacy Across L	
		INDIVIDUAL TAL	
Achieved		I CAN (considering my PURPOSE and AUDIENCE):	Developed
✓	Content	DISCUSS the features of chosen franchise (nature of the business, cost of start-up, support given, process involved in becoming a franchisee, size, geographical location, profit/turnover)	
✓		Reference all SOURCES used to support my findings	
✓	Prep.	SELECT appropriate and relevant information <i>Good use of fun facts</i>	
✓		effectively ORGANISE ideas and resources <i>Well Planned lay out.</i>	
✓	Performance	vary my use of LANGUAGE	
✓		speak with CLARITY	
✓		ensure that I am AUDIBLE	
✓		communicate expressively by varying my INTONATION	
✓		adopt an appropriate PACE	
✓		present with confidence and FLUENCY	
✓		maintain EYE CONTACT with my audience	
✓		incorporate NON-VERBAL TECHNIQUES (such as posture, gestures, facial expression)	
✓		show evidence of my PREPARATION by referring to my NOTES	✓
✓		exploit the use of DIFFERENT TECHNIQUES to engage my audience	
Assessor Feedback	<p><i>Very good presentation, high confidence and clear when speaking. Audience engaged through interesting info and tone of voice etc.</i></p>		
Student Evaluation & Target	<p><i>think about using notes/flash cards to prompt you as there was lots to remember and lots of detail. Well done</i></p>		

Add these comments to your e-Portfolio

Student -> I was nervous about doing a presentation, but once it was finished I was happy that I had done it. I enjoyed finding out about different types of businesses and I found out that different websites don't always have the same information on them. I am more confident about what a franchise is and could recognise some examples.

Teacher's Comment: The pupil has identified both academic progression (knowledge of franchises and key terms) and personal progression (greater confidence in presenting to peers).

Teacher's Comment: The pupil has met the majority of success criteria for this task. Whilst the pupil delivered their presentation well and confidently without notes, verbal feedback was given suggesting the use of notes in future presentations as a support mechanism.





Fast food

- Subway is a fast food restaurant that sells 'subs' (sandwiches). They also sell a variety of cookies, crisps and drinks.



Becoming a franchisee

- Daily life as a subway franchisee you can find yourself doing a whole variety of jobs

.....

Size of business

- They are internationally based with over 144,00 stores in 110 countries.

Support

- Each franchisee receives a 2 week training course
- on-going support is given to keep franchisees and staff continually informed of all the latest information and techniques.

Starting up

- To start a **Subway** franchise it would cost £100,000.
- This is cost of property and equipment and first franchise fee.
- Franchisees might use personal savings, a bank loan or a loan from family and friends to start their franchise.

Teacher's Comment: Knowledge of sources of finance and their use. Opportunity for further development to suggest the most appropriate, identify advantages/disadvantages. Further developed in classwork questions. **SOC 3-21a**

Costs

- ✓ Royalties and fees are paid to the brand based on sales minus tax, this is 8%
- ✓ A 4.5% advertising fee is paid to the Franchiser
- ✓ The franchise fee of £8,500 for outlets is one of the lowest on the market, even though Subway is a big chain.

Teacher's Comment: knowledge of finance terminology and managing finance. **SOC 3-21a**

RESEARCH TASK <https://www.thebfa.org>

Find out the following information about one franchise:

1. what does the business do?
2. how much it costs to start up a franchise?
3. what help can a franchisee get when starting up?
4. what do you need to do to start a franchise?
5. how many shops/locations does the franchise have?
6. what countries is the franchise in?
7. how much does it cost to run a franchise? (%age of profit, annual fees)
8. Any other information which you think would be relevant
9. Use suitable graphics to enhance your presentation

Present your findings using PowerPoint. Your presentation should include the sources of your findings.

Teacher's Comment: Success criteria for this task were agreed with pupils through class discussion and negotiation. Some teacher's input was given to guide discussion and ensure benchmarks were met as appropriate. Success criteria were then reworded by the teacher if necessary and shared with pupils to work from as a guide and checklist.

This is important because...

- I need to be able to discuss the different types of ownership and advise on the most appropriate one for different situations.
- There are many legal requirements which will influence the decision and I need to be aware of these.

Complete on
page 2 of your
workbook

SOC 4-20b

S2 Business Management

Student Notes



Topic 3

Business Ownership

Name.....

**S2 BUSINESS MANAGEMENT
FORMS OF OWNERSHIP**

We are learning...	
Success is...	
This is important because...	
What skills and knowledge have you developed in this topic?	

Success Is...

...understanding different forms of ownership in business.

...describing and comparing the features and objectives of each including advantages and disadvantages.

Complete on
page 2 of your
workbook

We are learning...

SOC
4-20b ...about the purposes, features and objectives of private, public and voluntary sector organisations.

SOC
3-21a ...the suitability of finance options available for different types of business.

Complete on
page 2 of your
workbook

Ownership



S2 Business Management

SOURCES OF FINANCE 1

LOAN/ MORTGAGE	Money provided from a supplier and agreement to pay on a later date. May be a liability if payment is being received. This is a source of finance.
CAPITAL	Money borrowed from the bank on a short term basis. The current account has a negative balance.
OVERDRAFT	Owner invests more money in business. May be that profit is not taken out of the business by the owner.
SHARES	Money borrowed from a bank which will be repaid with interest.



STAKEHOLDERS

STAKEHOLDERS	Those people who are directly affected by the success or failure of a business, eg. the owners, management and employees.
INTERNAL STAKEHOLDERS	Those people who are indirectly affected by the success or failure of a business, eg. customers, suppliers, community, government.
EXTERNAL STAKEHOLDERS	People who have an interest in the success or failure of an organisation.



OBJECTIVES

PROFIT MAXIMISATION	Improving public image by giving money to charities or sourcing ethical products.
PROFITABILITY	Publicly funded organisations exist solely to provide services which the people of the country require.
SURVIVAL	To make as much money as possible - may not be achievable if the other objectives are targeted.
SOCIAL RESPONSIBILITY	New businesses will want to still be in business in year's time. Some companies may fear a takeover.
PROVISION OF A SERVICE	Can be measured in volume of product or money spent. May also be defined by quality.



FACTORS CAUSING CHANGE

POLITICAL	Changes which occur as a result of population trends or attitudes of people, eg. an increase in the number of old people.
ECONOMIC	Changes in the way we make things as a result of new equipment or methods eg. the impact of the internet on business.
SOCIAL	Changes brought in by those with power to bring in new laws and regulations, eg. an increase in the minimum wage.
TECHNOLOGICAL	Changes which occur as a result of the introduction of new technology, eg. a firm introducing a new product.
COMPETITIVE	Changes which occur as a result of inflation, unemployment or rising and falling prices eg. in bank interest rates.



TYPES OF BUSINESS⁴

FRANCHISEE	The organisation who grants a licence to the individual
FRANCHISOR	The person who buys the right to copy and use the business system of a successful organisation



TYPES OF BUSINESS⁵

PUBLIC CORPORATIONS	Services provided to a small geographical area. Services include education, social work, leisure.
LOCAL AUTHORITIES	Services provided to the country, eg health, defence, social security
CENTRAL GOVERNMENT	Businesses owned and run by the government on behalf of the country, eg BBC



TYPES OF BUSINESS

Partnership

PARTNERSHIP	A partner who is not involved in the day to day running of the partnership
DEED OF PARTNERSHIP	Wants the deed of a partner, which is a document that is signed at the start of the partnership
SLEEPING PARTNER	A business agreement of between 2 and 20 people who clear rights and responsibilities to each other
LIMITED LIABILITY	A formal agreement setting out the legal details of a partnership



TYPES OF BUSINESS³

SHARES	Company whose shares are sold to a limited group of people
PLC	The details of the company
PRIVATE LIMITED COMPANY	Part ownership of a company
ARTICLES OF ASSOCIATION	The profit earned by a shareholder for investing in a business
MEMORANDUM OF ASSOCIATION	Company whose shares are traded on stock exchange
DIVIDEND	The internal rules of the organisation



SECTORS OF BUSINESS

PRIVATE	Owned by the government on behalf of the people. Also called the state sector
PUBLIC	Charitable organisations who exist to help others in society
VOLUNTARY	Owned by individuals or groups who have the main aim of making a profit.



TYPES OF BUSINESS - Sole Trader

SOLE TRADER	Characteristics of Sole Trader as type of business
CAPITAL	Where there is no limit to the amount of debts that a business owner has to pay
UNLIMITED LIABILITY	The amount of money an owner invests in the business
SOURCES OF FINANCE	A business owned and controlled by one person

