

Pre-approved Learning and Assessment Plan

Stage 1 Business Innovation

Pre-approved learning and assessment plans are for *school use only*.

- Teachers may make changes to the plan, retaining alignment with the subject outline.
- The principal or delegate endorses the use of the plan, and any changes made to it, including use of an addendum.
- The plan does not need to be submitted to the SACE Board for approval.

School _____ Teacher(s) _____

SACE school code			Year		Enrolment code				Program variant code (A–W)	
			2019		Stage	Subject code				No. of credits (10 or 20)
					1	X	X	X		10

Addendum – changes made to the pre-approved learning and assessment plan

Describe any changes made to the pre-approved learning and assessment plan to support students to be successful in meeting the requirements of the subject. In your description, please explain:

- what changes have been made to the plan
- the rationale for making the changes
- whether these changes have been made for all students, or for individuals within the student group.

Endorsement

The use of the learning and assessment plan is approved for use in the school. Any changes made to the plan support student achievement of the performance standards and retain alignment with the subject outline.

Signature of principal or delegate _____ Date _____

Assessment overview

Stage 1 Business Innovation – 10 credits

Context – Start-up Business

The table below provides details of the planned tasks and shows where students have the opportunity to provide evidence for each of the specific features of all of the assessment design criteria.

Assessment Type 1: Business Skills – weighting 70 %

Assessment details	Assessment design criteria			Assessment conditions (e.g. task type, word length, time allocated, supervision)
	FSP	CA	AE	
TASK 1 – Identifying customer problems and generating possible solutions Working collaboratively, students will use a customer-focused approach to explore a social, ethical or environmental problem in their local community and generate possible solutions using a value proposition canvas. Students present their solutions to stakeholders and seek feedback on the proposed solution. Individually students use the feedback to evaluate how successful their solution was in addressing the problem and propose refinements or improvements to their solution.	1,2	1,,3	1,3	Group Presentation: 2 minutes if oral or the equivalent in multi-modal format Individual Evaluation: to a maximum of 500 words
TASK 2 – Business 30 day plan Individually students select one solution generated in Task 1 and develop a 30 day plan for the business documenting the strategies and actions they would take to create the business solution. In their plan students explore and analyse the opportunities presented by emerging technologies for the production, distribution and marketing of the solution	2		1,2	Annotated Timeline: to a maximum of 800 words or the equivalent if in multimodal format
TASK 3 – Business Model Summary Students individually prepare a business model summary of a solution to a customer need or problem identified in Task 1. The business model summary should incorporate: <ul style="list-style-type: none"> • logo and business name • tag line • customer need or problem • the proposed solution • customer segment • competitor analysis • marketing and distribution strategy • cost structure and revenue model 		1, 2, 3	2	Infographic: to a maximum of 800 words or equivalent in multimodal format

Assessment Type 2: Business Pitch – weighting 30 %

Assessment details	Assessment design criteria			Assessment conditions (e.g. task type, word length, time allocated, supervision)
	FSP	CA	AE	
Pitch: Students use the information from Assessment Type 1: business model summary to create and present a pitch to a panel of potential customers, investors, or stakeholders. They select elements of their business model summary that will influence customers, investors, or stakeholders to buy in to their business proposal.		2,3		Pitch: to a maximum of 2 minutes in multimodal format. Evaluation: to a maximum of 800 words if written, or 5 minutes if oral.

Assessment details	Assessment design criteria			Assessment conditions (e.g. task type, word length, time allocated, supervision)
	FSP	CA	AE	
<p>As part of the pitch, students participate in a plenary question and answer session with the panel, which includes feedback on aspects of the business model summary and pitch. Students may choose to seek additional feedback using a questionnaire.</p> <p>Evaluation:</p> <p>Students use the customer feedback from the plenary session to evaluate their solution and suggest improvements to their business model.</p>			3	

Four assessments. Please refer to the Stage1 Business Innovation subject outline.