# Pre-approved Learning and Assessment Plan

Stage 2 Business Innovation (for use in 2022)

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.

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| School |  | Teacher(s) |  |

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| SACE school code |  | Year |  | Enrolment code |  | Program variant code (A–W) |
| Stage | Subject code | No. of credits (10 or 20) |
|  |  |  | **2022** | **2** | **B** | **N** | **V** | **20** | **A** |

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

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| 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.
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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.

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| Signature of principal or delegate |  | Date |  |

# Assessment overview

Stage 2 Business Innovation – 20 credits

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 40%

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| --- | --- | --- |
| Assessment details | Assessment design criteria | Assessment conditions (e.g. task type, word length, time allocated, supervision) |
| FSP | CA | AE |
| **Designing Business (Task 1): Create your own business (20%)**As part of this task, students will work within the designing business concept to create a business:* That follows the design thinking process.
* That has taken a customer-focused approach to identify problems people face in their daily lives.
* With a proposed solution to the customer problem with a clear link between customer pains, gains and jobs and how your solution assists and alleviates these.
* With a prototype of your proposed solution.
 | 1, 2 | 1,2,3 |  | **Type:** Annotated Lean Validation Board or Experiment Board and Value Proposition CanvasPrototype/MVP**Duration / Word Count:** 500-word annotated LVB or EB500-word evaluation 2-minute pitch (equivalent to 200 words) |
| **Transforming Business (Task 2): Consultancy Infographic & Analysis (10%)**Working as a ‘consultant’, students review an existing business model and identify areas for improvement. As a business consultant, they provide feedback to key stakeholders on opportunities to improve the potential viability of the business by identifying, exploring and communicating areas of risk. In their feedback, students will also explore the particular opportunities and challenges for that business in the digital age. |  | 2 | 1,2 | **Type:** Consultancy Infographic and analysis**Word Count:** 800 words |
| **Transforming Business (Task 3): Financial Pitch (10%)**Students synthesise, evaluate and communicate information from a range of data sources to explore and develop viable revenue models and cost structures to support the recommendations of their consultancy report in the form of a Financial plan. This plan includes a Market Analysis, Revenue model and pricing strategy with supporting documentation. | 2 | 1,2,3 |  | **Type:** Business Financial Presentation**Word Count:** 6 minutes (or 1000 words) |

Assessment Type 2: Business Model – weighting 30%

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| Assessment details | Assessment design criteria | Assessment conditions (e.g. task type, word length, time allocated, supervision) |
| FSP | CA | AE |
| **Business Model Development Portfolio**Students work collaboratively to develop a business model in response to a customer problem or need identified through their learning in the Designing or Transforming Business tasks. Alternatively, students may identify and explore a new customer problem or need to develop the business model.During the development of the business model students maintain an individual portfolio of evidence of decision-making, collaboration, and their individual contribution to the business model. The portfolio includes evidence of: * application of decision-making and project management tools and strategies
* the iterative development of the business model
* collaboration, including peer and self-assessment
* individual contribution to the creation of business intelligence and its application in the development of the business model.

This portfolio is not directly assessed but forms the basis of the individual Business Model Evaluation.**Business Model Evaluation**Students present an individual evaluation of the business model. This evaluation should incorporate evidence of the development of the business model and provide commentary on:* the effectiveness of the decision-making and project management tools and strategies used to develop the Business Model
* risks and opportunities, including those posed by digital technologies, and recommendations to improve the business model
* student’s individual contribution to the development of the Business Model including the creation and application of business intelligence
* evaluation of the group’s collaborative skills.
 |  | 1,2,3 | 1,2,3 | **Type:** Student Portfolio (Not Assessed)**Word Count:** N/A**Type:** Business Model Evaluation**Word Count:** Maximum of 12 minutes if oral, 2000 words if written, or the equivalent if multimodal. |

Assessment Type 3: Business Plan and Pitch – weighting 30%

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| Assessment details | Assessment design criteria | Assessment conditions (e.g. task type, word length, time allocated, supervision) |
| FSP | CA | AE |
| **Part A: Business Plan**Students *individually* develop a written business plan that builds on the information contained in a business model. The written business plan describes the goals and objectives of a business and the strategies it will use to achieve these.  | 1 | 2 | 1,2,3 | **Type:** Business Plan**Word Count:** A maximum of 10 minutes if oral, or 1700 words if written, or the equivalent in multimodal. |
| **Part B: Pitch**Using the Executive Summary from Part A: Business Plan, students create and present a pitch to support and promote their business plan to an audience of potential stakeholders such as customers, investors, board members. The Pitch should be presented in multi-modal format. |  | 3 |  | **Type:** PitchMaximum time: 2 minutes |

*Six assessments.**Please refer to the Stage 2 Business Innovation subject outline.*