

Level 2 Award in Aspects of Enterprise

600/6210/1

Qualification and Unit Specification

Contents

About SFEDI Awards	3
Customer Feedback	3
Qualification Overview	4
Unit Overview	6
The Qualification Credit Framework (QCF).....	7
Rules of Combination	7
What Does SFEDI Awards Expect?.....	8
Centre Policies	8
Equal Opportunities and Access to Assessment	8
Data Protection.....	8
Learner Registration	8
Certification	8
Assessment Access Arrangements and Special Considerations	9
Quality Assurance	10
External Quality Assurance	10
Internal Quality Assurance	10
Delivery/Assessment	10
Delivery/Assessment/Quality Assurance Staff Requirements.....	10
Assessment Methods.....	11
Mandatory Assessment Methods.....	11
Expert Witness/Witness Testimony.....	11
Observation	11
Product Evidence	11
Professional Discussion.....	11
Recognition of Prior Achievement.....	11
Recognition of Prior Learning	12
Simulation.....	12
Authentication of Learner Evidence	12
Feedback.....	13
Unit Structure	14
Qualification Unit Details.....	15
A/503/8880 Create the Vision and Values for Business	16
T/503/8876 Assess Personal Abilities to Run a Business.....	18

About SFEDI Awards

SFEDI Awards was founded in 2007 creating the first dedicated Awarding Organisation specialising in business enterprise and business support, a standing still enjoyed to this day within the UK.

Our qualifications are built on the extensive research that underpins the SFEDI® National Occupational Standards and the expertise of the Institute of Enterprise and Entrepreneurs, the UK's only professional Institute dedicated to enterprise.

With our qualifications having been designed to be flexible to meet the wide range of demand within enterprise learning, we recognise the needs of industry to develop enterprising and entrepreneurial individuals to support the sustainability and growth of business and the wider community.

As the only dedicated UK Awarding Organisation, SFEDI Awards designs and develops a range of bespoke business enterprise and business support qualifications that are delivered through members of our both UK based and international centre network.

Within this we also develop and publish best practice materials and resources to support the delivery of our qualifications to a high standard to ensure that your customers gain all they require when either starting or progressing their enterprise journey.

Customer Feedback

We are always keen to understand learners and centres thoughts on the content of all aspects of our qualifications and welcome your feedback. This can be done by emailing us at customerservices@sfediawards.com and indicate in the header field, 'Customer Feedback'.

Qualification Overview

Qualification Title	Level 2 Award in Aspects of Enterprise			
Qualification Reference Number	600/6210/1			
Those who may wish to undertake this qualification	Those who wish to gain an understanding of what is involved in the creation of the values and vision for a business and the skills and knowledge required and how to plan their own professional development			
Structure	2 mandatory units			
Assessment method	Assessment should be around activities that simulate the setting up, or are in preparation for, establishing a business			
Entry Requirements	There are no formal entry requirements however, in order to benefit from undertaking the qualification, learners should possess communication skills sufficient to allow them to address the assessment requirements			
Available Age Groups	Pre-16	16-18	18+	19+
	✓	✓	x	✓
Qualification Start Date	1 August 2012			
Last Date for Registration	31 December 2018			
Assessment Qualification Required	<p>The assessment qualification is not required in order to deliver this qualification although delivery staff must demonstrate the following:</p> <ul style="list-style-type: none"> • Understand the principles and requirements of assessment • Understand the different types of assessment methods that are appropriate for the qualification • Understand how to plan assessment • Understand how to involve learners and other appropriate people within the assessment process • Understand how to make assessment decisions • Understand how quality assurance of the assessment process is to be carried out • Understand how to manage information relating to assessment • Understand the legal and good practice requirements in relation to assessment 			

<p>Internal Quality Assurance Qualification Required</p>	<p>The internal quality assurance qualification is not required in order to quality assure this qualification although staff must demonstrate the following:</p> <ul style="list-style-type: none"> • Understand the context and principles of internal quality assurance • Understand how to plan the internal quality assurance of assessment • Understand and make use of techniques for monitoring the quality of assessment • Understand how to maintain and improve the quality of assessment • Understand how to manage information relevant to the internal quality assurance of assessment • Understand the legal and good practice requirements for the internal quality assurance of assessment
<p>Progression Routes</p>	<p>Those who complete this qualification may wish to undertake other SFEDI Awards qualifications further details of which can be found on our website.</p> <p>SFEDI Awards offers a range of qualifications within our Starting Your Business and Enterprise Essentials series and higher level qualifications which explore setting up and running a business which may be appropriate.</p>

Unit Overview

The table below lists the units that are available within this qualification.

In order to achieve this qualification the learner must complete the 2 mandatory units below.

Unit Reference Number	Unit Title	Status	Credit Value	Guided Learning Hours
A/503/8880	Create the Vision and Values for Business	Mandatory	2	16
T/503/8876	Assess Personal Abilities to Run a Business	Mandatory	2	16

The Qualification Credit Framework (QCF)

The Qualification Credit Framework (QCF) is the vehicle for recognising qualifications within England, Wales and Northern Ireland and, for most vocational qualifications, is a replacement to the National Qualification Framework (NQF). The QCF allows the learner to work toward credits from units or qualifications.

QCF qualifications have both a level and a size allocated to them and each unit is awarded a credit value. The unit credit value is a direct correlation of how many learning hours should be put into the achievement of that unit, for example 10 hours equates to 1 credit value.

Each QCF qualification title contains the following:

- The level of the qualification (from entry level to Level 8)
- The size of the qualification (Award/Certificate/Diploma)
- Details indicating the content of the qualification

Rules of Combination

The Rules of Combination set out the number of credits that must be achieved by the learner in order to complete their qualification and also stipulates where the credits must be achieved from. They apply across QCF qualifications and so enable a learner to transfer credits easily between qualifications and Awarding Organisations.

What Does SFEDI Awards Expect?

To offer this qualification you will be required to hold SFEDI Awards centre status and also apply for qualification approval. Approval is completed by submission of the centre or qualification application form to customerservices@sfediawards.com available on the [SFEDI Awards website](#).

Centre Policies

Centres should read the SFEDI Awards Centre Manual available on the [SFEDI Awards website](#) which details the requirements that centres must meet in terms of policies and documentation that must be in place in order to deliver SFEDI Awards qualifications.

Equal Opportunities and Access to Assessment

SFEDI Awards centres are expected to operate Equal Opportunities policies that demonstrate a clear commitment to equality and fair access to programmes and assessment. It is expected that these policies are also shared with learners and staff members and information as to the effectiveness of the implementation of the policies should be recorded and used for centre improvement plans.

Data Protection

SFEDI Awards centres are expected to operate Data Protection policies, in line with the Data Protection Act, in connection with the provision of programmes and qualifications and in communication with SFEDI Awards. It is expected that these policies are also shared with learners and staff members and information as to the effectiveness of the implementation of the policies should be recorded and used for centre improvement plans.

Learner Registration

Learners should be registered with SFEDI Awards, in accordance with the SFEDI Awards Centre Manual, within 4 weeks of commencing the programme or qualification. Centres should obtain a Unique Learner Number (ULN), from the [Learner Records Service](#), in order that their achievements can be recorded on their Learner Achievement Record.

Certification

SFEDI Awards centres must use the Registr8 system to indicate where a learner has successfully completed the qualification and/or units within it. Where a centre holds Direct Claims Status (DCS) certificates will be issued, where this is not the case an External Quality Assurer will contact the centre to arrange sampling.

The learner will receive two certificates on achieving the qualification. One will detail the qualification itself and the other will list the units completed. If only units and not the full qualification have been undertaken by the learner then they will receive one certificate listing the units completed.

Assessment Access Arrangements and Special Considerations

Reasonable adjustments can be made to assessments to ensure fair access for learners of qualifications, irrespective of their abilities or disabilities. Further guidance on reasonable adjustments and what circumstances they can be used can be accessed on the [SFEDI Awards website](#).

Quality Assurance

External Quality Assurance

A SFEDI Awards External Quality Assurer will complete checks on centres involving a sample of learner's documents, assessment decisions and Internal Quality Assurance activity. This ensures that all activity around assessments is consistent across the centre and the UK and that the centre continues to meet their approval requirements. This will be conducted by a suitably experienced External Quality Assurer using SFEDI Awards' procedures and documentation.

Internal Quality Assurance

Internal Quality Assurance will be completed by the SFEDI Awards centre and involves sampling of learners' documents and assessment decisions to ensure standardisation across Delivery/Assessment staff and consistency and fairness of assessment following Awarding Organisation requirements.

SFEDI Awards provides quality assurance documentation that can be used by the centre for recording quality assurance decisions which can be accessed on the [SFEDI Awards website](#). These documents are provided for the centre to use but, if the centre wishes to develop their own recording material, the minimum requirements must be met to ensure quality assurance practices are not disadvantaged. Minimum requirements can be accessed on the [SFEDI Awards website](#).

Delivery/Assessment

SFEDI Awards centre staff should work with learners to ensure they understand the nature of the qualification and assessment approach. Both centre staff and the learner should agree at the beginning of the assessment journey how the assessment will be undertaken and what each can expect from the other, including arranging times and dates for learning and assessment activity and support. The Delivery/Assessment staff will follow the principles of plan, judge and feedback as described within professional standards.

SFEDI Awards provides assessment documentation that can be used by the centre for recording the planning, judging and feeding back of assessments which can be accessed on the [SFEDI Awards website](#). These documents are provided for the centre to use but, if the centre wishes to develop their own recording material, the minimum requirements must be met to ensure assessment practices are not disadvantaged. Minimum requirements can be accessed on the [SFEDI Awards website](#).

Delivery/Assessment/Quality Assurance Staff Requirements

There is no requirement for Delivery/Assessment or Internal Quality Assurance staff to hold the Assessment or Internal Quality Assurance qualification. It is recommended that, as best practice, staff should be working towards these or already achieved the appropriate qualification. If the centre decides to use none qualified tutors/trainers/line managers for the delivery or quality assurance of a qualification, prior approval must be sought from SFEDI Awards.

If you wish to access public funding for the delivery of qualifications, please refer to your funding agency for delivery staff qualification requirements.

Assessment Methods

The following provides examples and explanations of the most common forms of assessment methods. Other methods can be used by centres to enable learners to demonstrate they meet the standards as detailed within the units.

Mandatory Assessment Methods

Some units may require mandatory forms of assessment to be completed. SFEDI Awards will make note in each unit whether mandatory assessment methods apply. If it states that there are no mandatory assessment methods, a suggestion of the types of assessments that could be used will be made.

Expert Witness/Witness Testimony

These are provided by external people as the Delivery/Assessment staff cannot possibly be present at all times when a learner completes a task that could be used as evidence. The testimony will be expected to detail who and what the activity entailed and where the activity took place.

Observation

This is a recorded report of an observed activity to show who and what the activity entailed and where the activity took place. It is normally recorded by the Delivery/Assessment staff and should be planned for. On occasions the opportunity may arise for a naturally occurring observation but this must not be seen as common practice.

Product Evidence

This is a work product, for example a letter or research, that has been produced which can support the evidencing of performance. When using this form of evidence it is important to ensure that confidentiality is adhered to and no information is provided that may compromise this. It may be appropriate to reference the location of product evidence within a professional discussion so that, if the quality assurer wishes to view it, then they can request a copy.

Professional Discussion

This is a recorded report of a discussion between the learner and the Delivery/Assessment staff and should give real examples, where possible, of activity completed. It is normally recorded by the Delivery/Assessment staff and should be planned for. A Professional Discussion is not a question and answers session and should be led by the learner.

Recognition of Prior Achievement

Prior Achievement may be recognised where a learner has already achieved an appropriate QCF unit towards a qualification. In this instance the QCF unit can be transferred over so the learner does not have to repeat the particular unit again. In this instance a copy of the unit certificate should be provided within the portfolio as evidence of prior achievement.

Recognition of Prior Learning

Prior Learning can form part of the assessment process where the learner is able to demonstrate that they meet the assessment requirements for a unit through knowledge, understanding or skills that they already possess. In this instance the learner must provide evidence to show that the assessment criteria have been met. The Assessor will make a professional judgement about the evidence presented, which could be in a variety of forms, including, a statement or professional discussion to explain what prior activity has taken place and how this links to the standards to be achieved. The assessment process for Recognition of Prior Learning should be rigorous, reliable and fair.

Simulation

In exceptional circumstances evidence from simulation can be used to complement the primary evidence drawn from business enterprise activities. Simulation should only occur where:

- The candidate would otherwise be precluded from providing the necessary evidence for demonstrating they met the requirements of the standards because of the nature of their business or business idea

Simulated activities should match as closely as possible those that occur in a real business environment. This is particularly important where these activities and their outcomes are being assessed to provide evidence to demonstrate the candidate is meeting the requirements of the standards. If simulation is to be used, prior agreement as to the arrangements must be sought from SFEDI Awards prior to the assessment taking place.

Activities should take place in a realistic working environment that:

- Is based on business enterprise activities, events, challenges and markets
- Includes a comprehensive range of demands, activities, constraints and challenges typical of those that would be met in real a business enterprise
- Gives candidates access to facilities, advice and support that would be normal for the business enterprise activity, event or type of challenge represented
- Places candidates under pressures of time, resources and access to support that would be normal in a business enterprise
- Is organised and managed as would a real business enterprise situation
- Is subject to normal workplace controls regarding health and safety, equal opportunities, and codes of conduct

Authentication of Learner Evidence

Centres must have knowledge and certainty that all assessments undertaken are entirely the work of the learner being assessed and a statement of authenticity signed by the learner and Assessor must be present within the portfolio.

Feedback

Feedback must be provided to the learner for each assessment carried out and recorded on the assessment documentation and should feed into both assessment planning and the completion of progress reviews. The feedback should provide the learner with information relating to:

- Whether the planned assessment has been completed
- The quality of the assessment completed
- What has been covered within the standards
- What is required to be completed to move the qualification forward

Unit Structure

The following demonstrates the structure of units within SFEDI Awards qualifications:

Unit Reference Number Unit Title

Unit Status This will show whether the unit is mandatory or optional

QCF Unit Level Level allocated to the unit on the QCF unit databank

QCF Credit Value Credit value assigned to the unit

Unit Learning hours Learning hours required to complete the unit

Unit Overview and Main Outcomes

This will provide you with the rationale for the unit and the knowledge and skills the learner will develop by undertaking the unit.

Assessment and Grading of This Unit

This will provide you with the grading structure for the unit and also will list the mandatory and/or suggested assessment methods for use in the completion of the unit.

Unit Content

This will provide you with the learning outcomes and assessment criteria that the learner must provide evidence for in order to complete the unit.

Learning Outcome - The learner will:	Assessment Criterion - The learner can:
This shows what the learner needs to know, understand or do	This sets out the criteria the learner must meet and provide evidence against in order to complete the unit

Qualification Unit Details

This page is left intentionally blank

The following pages contain the units that are contained within this qualification

A/503/8880 Create the Vision and Values for Business

Unit Status Mandatory

QCF Unit Level 2

QCF Credit Value 2

Unit Learning hours 16

Unit Overview and Main Outcomes

This unit contains 3 learning outcomes which will support the learner to be able to:

- Create the vision and values of own business
- Assess business opportunities
- Manage risks in business opportunities

Assessment and Grading of This Unit

This unit is graded on a pass or fail basis and the learner must demonstrate evidence against all of the listed assessment criteria in order to achieve this unit.

The following provides examples of assessment methods that could be used to generate evidence for this unit. This list is not an exhaustive list and other methods can be used by the centre.

- Product evidence
- Learner statement/case study
- Pre-approved worksheets
- Professional discussion
- Recognition of prior achievement
- Recognition of prior learning
- Witness testimony

Unit Content

Learning Outcome - The learner will:		Assessment Criterion - The learner can:	
1	Be able to create the vision and values of own business	1.1	Identify success criteria for own business
		1.2	Identify the values of own business
		1.3	Create a vision statement for own business
		1.4	Communicate vision statement to others whose support is required for development of own business
2	Be able to assess business opportunities	2.1	Identify the sources of business opportunities
		2.2	Develop approaches to identifying business opportunities for own business
		2.3	Plan how to take advantage when a business opportunity presents itself
3	Be able to manage risks in business opportunities	3.1	Identify the sources of risks within a business opportunity
		3.2	Develop ways in which the risks with a business opportunity may be managed
		3.3	Develop indicators to assess the level of risk to own business of taking advantage of a business opportunity

T/503/8876 Assess Personal Abilities to Run a Business

Unit Status Mandatory

QCF Unit Level 2

QCF Credit Value 2

Unit Learning hours 16

Unit Overview and Main Outcomes

This unit contains 3 learning outcomes which will support the learner to be able to:

- Assess the skills needed for setting up and running a business
- Review personal ability to deal with potential changes to own business
- Review own performance in setting up and running a business

Assessment and Grading of This Unit

This unit is graded on a pass or fail basis and the learner must demonstrate evidence against all of the listed assessment criteria in order to achieve this unit.

The following provides examples of assessment methods that could be used to generate evidence for this unit. This list is not an exhaustive list and other methods can be used by the centre.

- Product evidence
- Learner statement/case study
- Pre-approved worksheets
- Professional discussion
- Recognition of prior achievement
- Recognition of prior learning
- Witness testimony

Unit Content

Learning Outcome - The learner will:		Assessment Criterion - The learner can:	
1	Be able to assess the skills needed for setting up and running a business	1.1	Identify the skills needed to set up and run a business
		1.2	Assess own skills with those needed to identify strengths and areas for development
2	Be able to review personal ability to deal with potential changes to own business	2.1	Identify the changes in the business environment which could impact upon development of own business
		2.2	Assess the implications of changes in the business environment for the development own personal abilities
		2.3	Review ways of developing the abilities needed to cope with changes in the business environment
		2.4	Identify others who could support the development of personal abilities to deal with changes in the business environment
3	Be able to review own performance in setting up and running a business	3.1	Review methods for gaining feedback about own performance in setting up and running a business
		3.2	Develop a plan for consulting with others that could give feedback about own performance in setting up and running a business
		3.3	Develop a plan to address what can be done to improve own performance in setting up and running the business

**SFEDI Awards
Enterprise House
18 Parsons Court
Welbury Way
Newton Aycliffe
County Durham
DL5 6ZE**

**T: 0845 224 5928
E: customerservices@sfdiawards.com
W: <http://www.sfdiawards.com>**