

## Gold INGOT (Enterprise)

### Assessment Criteria

#### Understanding enterprise and business growth

I know about a range of trading organisations such as charities, community interest companies, sole traders, partnerships and limited companies.

I can discuss business plans identifying strengths and weaknesses

I can set up a spreadsheet to manage pay for employees including standard deductions such as tax and national insurance.

I understand simple share ownership, dividends and the associated tax issues.

I understand the responsibilities of Directors in running a business

I understand the basic principles of customer care and some ways in which customers' attitudes to the business can be gauged.

I can discuss a sales strategy and understand how sales targets can be related to revenue and commission

I understand the issues involved in using profitability and turnover as indicators of business success

I understand the 3 horizons of business growth

I understand the principles of disruptive innovation where a new technology or process can disrupt the dominance of existing businesses

#### Participating in enterprise

I can use a BLOG to communicate a description of my contribution to a planned enterprise.

I understand different role preferences in an enterprise team and the value of originality in enterprise.

I can write a basic job description for roles within an enterprise team

I have participated in market research to find out what services or products people are prepared to buy

I have gathered information about the resources needed for the project to be successful.

I have taken responsibility for devising a discrete part of the business plan and achieved agreement with the group on its inclusion in the whole plan

I have worked positively with colleagues and helped support attitudes that result in success.

I have produced a written summary of my enterprise activities and presented them through a BLOG.

I have evaluated the work of of the team identifying things I would improve if I started a new enterprise.

My work as part of the team contributed to the group raising £50 per person for a good cause.

**Source URL:** <https://theingots.org/community/node/417>