



Autumn

- Check stock
- Select the best pieces to Ebay
- Photograph the pieces
- Make packaging
- Respond to customer queries
- Take unwanted stock to charity shops
 - as will be running 1 day rather than 2.
- Visits to charity shops for more stock if needed.
- Develop Planet Apple to include selling our upcycling and t-shirt/bag printing items.
- Consider costings and prices.
- Students start to learn about different retail jobs online and in person retail.
- Students start learn about good customer service

Spring

- Develop selling in person - at craft fairs, pop up shop etc
- Students visit different retail environments
- Get visitors to come in and tell us about their retail job.
- Students practice good customer service in person.
- Students become increasingly independent in Planet Apple tasks.

We Can SELL..



Summer

- Students consolidate all their learning and skills
- Students reflect on what retail skills they have
- Profits reviewed.

Learning Objective - To develop and run a selling enterprise to make money for WECANCO...

Accreditation

Open Awards Entry Level Award in Enterprise Skills (Entry 1)

Open Awards Entry Level Award in Retail Skills

ENTERPRISE

State a small, medium and large business/enterprise

State out: a) a social enterprise b) the public sector c) the private sector

List services/products that business/enterprises offer

Point out a successful business/enterprise

Identify who their target market is

Demonstrate asking people which product they might like to buy from a given list

Select a product to sell from a given list

Select a venue to hold the sale from a given list

Identify why this venue is suitable

Identify what information customers need to know

Identify a way to advertise the sale

Contribute to the production of a poster to advertise the product and sale venue

Contribute to the setting up of the stall

Sell the product

Demonstrate good customer service

Identify whether the project made a profit or not

Identify which aspects of the enterprise project they enjoyed

Give examples of different jobs in retail

State the skills needed for one of the jobs in retail

List own retail skills

Identify a role (paid/voluntary) that matches your skills in retail

Give an example of a task they participated in when working in retail

Give an example of something they learned when working in retail

Identify something they did well

Identify one thing they might do better

Identify one thing they enjoyed about working in retail

Give a reason for keeping a retail environment clean and tidy

Follow instructions to clean the work area

Identify who to ask for help in case of an accident or emergency