

## Qualification Unit

This unit forms part of a regulated qualification.

**Unit Title:** Participating in an Enterprise Project

**Unit Reference Number:** A/615/5806

**Level:** Entry Level Two (2)

**Credit Value:** Six (6)

**Minimum Guided Learning Hours:** 60

Learning Outcome (The Learner will):	Assessment Criterion (The Learner can):
1. Be able to select a product to sell to a particular target market	1.1 State who their target market is
	1.2 Ask people which product they might like to buy from a given list
	1.3 Identify the most popular product from the list
2. Be able to select a suitable venue to sell the product	2.1 Select a venue to hold the sale from a given list
	2.2 Give a reason why this venue is suitable
3. Be able to advertise the sale	3.1 Identify a way in which they could advertise the sale
	3.2 Identify what information needs to be advertised
	3.3 Contribute to the production of a poster to advertise the product and sale venue
4. Understand how to set up a point of sale and sell products	4.1 Set up the stall
	4.2 Sell the product
	4.3 Demonstrate good customer service
5. Demonstrate awareness of the costs involved in the enterprise project	5.1 Identify the costs involved in selecting, marketing and selling the product
	5.2 State whether the project made a profit or not

6. Be able to reflect on own involvement with enterprise project	6.1	Identify which aspects of the enterprise project they enjoyed
	6.2	Give an example of an aspect of the enterprise project they did not enjoy