

## KPIs and Key Skills– Year 6 Transition Unit

### You're Hired! £10 challenge

This term is a transition unit which incorporates enterprise, teamwork, communication, budgeting and evaluating skills. Children will work in teams to research, plan, create, sell and evaluate a product at the summer fayre in order to make a profit for the PTA.

- Work as part of a team
- Communicate effectively with team members
- Use skills effectively to maximise productivity
- Resolve conflicts restoratively
- Conduct market research to find out the needs of the target market
- Conduct research to find out other services already available at fayre
- Produce graphs to show results of market research
- Create product designs which meet design brief
- Budget appropriately using internet to research prices
- Calculate profit margins
- Develop a simple effective logo.
- Develop an advert design.
- Incorporate the logo and designs on their product packaging and posters.
- Listen to and comment on music used in advertising.
- Create the words and melody for a jingle.
- Add accompaniment to jingle and perform.
- Make product following H and S guidelines
- Market product to target market
- Sell product at fayre
- Find total costs and change for customers
- Evaluate product effectiveness
- Evaluate against design criteria
- Calculate actual profit
- Make changes to product to make it more successful if completed again

RE

Understand how Sikhs show commitment to God and to evaluate if there is a best way.

<b>LI</b>	<b>SC</b>	<b>Task</b>
To be able to create a team name	Inspire confidence with name Catch audience attention	Work as a team to create a confident and inspiring team name
To create a logo	Show off team name Don't focus on a thing to sell/do	Make a logo of team name to catch audience attention and inspire confidence
To create positions within the team	Management Maximise skills	Think of team skills and attributes – who should oversee what and make final decisions?
To be able to define key teamwork skills	What does this mean? Define each word. Think about how it can be shown	Define team work skills and think about how these help and can be shown in this task
To be able to brainstorm ideas	ALL ideas	Brainstorm all ideas and then discuss – is this a good idea? Why/why not? Do we want to put it forward to the target audience? Can we actually do it?
To be able to create a questionnaire for market research	Questions – target these so they give you definite answers Give options and other	What do you need to find out? What questions can you ask to find out these things? Who do you need to ask?
To be able to conduct market research	Who is your target? Ask questions and record in tally	Go to target audience and ask set of questions, record carefully.
To be able to represent market research graphically	Title Axis/labels Accurate Scale equal intervals	Create bar/pie chart to show answers to market research – represent this carefully and accurately.
To be able to analyse the results of market research	Choice of target audience – ensure sensible, doable and unique	Which is the most popular? Is this a sensible choice? Can you do this? What are you going to sell/do at the fayre? Ensure your idea is unique.
To be able to create a product specification	What will your product do/be? What features must it have?	What design criteria will you meet? I.e. a biscuit - chocolate flavoured - round in shape - selling price suitable for target audience and to make a profit - in bag for consumer - sold individually - Sweet and tasty
To be able to create a product design	Draw it out Label and write about its features	What will you make? Draw out diagram to show what it will look like. Add detail to ensure it is clear to adults.

To be able to budget effectively	Ingredient required and costings to buy under £10 How much does one cost?	Research on Tesco the prices for the ingredients required. How much will one cost to make? Printing → 5p bw and 10p colour
To be able to calculate profit	How much does one cost? How much is the packaging?	Work out the cost for 1 item and then take away from selling prices. How much is reasonable to sell for? How much profit will you make?
To be able to create a complete list of requirements	Ensure ALL requirements are listed.	Create shopping list with pricing
To be able to create appropriate packaging	Must be safe and hygienic Must include logo	Trial different packaging and choose as a team. Effective? Include logo? Clean and hygienic?
To be able to create appropriate advertising	Posters Flyers Word of mouth	Design and make advertising
To be able to understand jingles in advertising	Identify main features	Listen to a variety of jingles <a href="https://www.youtube.com/watch?v=gZ1nfdO_3Aw">https://www.youtube.com/watch?v=gZ1nfdO_3Aw</a>
To be able to write words for a jingle	Rhyme Important info only	Rhyme Important info only Write jingle for their product
To be able to create musical accompaniment for a jingle	Link to the rhyme Don't overpower the message	Add musical accompaniment – what can you use to attract attention but not over power?
To be able to make a product safely	Wash hands Make it look attractive	Time to work as a team to make the product they are selling
To be able to sell products effectively to consumers	Work as a team take money sensibly	Summer Fayre
To be able to evaluate product effectiveness	What went well? What would change if we did it again?	Evaluate whole process and team work.