

# Summer Independent Learning

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UNIT 22 – SPORT BUSINESS



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# Introduction

- Welcome to your SIL. You will be required to complete all tasks in each section.
- Your external assessment is in January, you will be required to carry out extensive research into 3 businesses in a specified sporting area.
- The assessment is 3 hours long, with a pre-release in December.
- You will be able to take 4 pages of A4 bullet pointed notes into your exam (like for unit 2), pre-prepared in college. You will have 6 hours to prepare your notes.



# Activity 1 – Private businesses

Business type	Definition	e.g of a business in sport
Sole trader		
Partnership		
Public limited company (plc)		
Private limited company (ltd)		
Co-operative		

Answer:

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## Activity 1 – Private businesses

1. What is limited liability?
2. What is unlimited liability?
3. Which private businesses have unlimited liability?
4. Which private businesses have limited liability?
5. What is the overall aim of a private business?
6. What is net profit?
7. What is gross profit?



## Activity 2 – Public businesses

Business type	Definition	e.g. of a business in sport
Local authority		
Public bodies		

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# Activity 2 – Public businesses

1. Who funds public businesses?
2. Why would value for money be important for these businesses?

Answer:

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# Activity 3 – Voluntary

- What is a charitable trust?
- Can you give a sporting example?
- Do charitable trusts pay tax?

Answer:

There are 4 different sizes of businesses you need to be aware of. Can you give examples of sport businesses for each size? They can be a local business, or a global brand.

## Activity 4 – Size of business

Size	No. of staff	e.g of a sports business
Micro	Up to 9 full time staff	
Small	10-49 full time staff	
Medium	50-249 full time staff	
Large	More than 250 full time	

There are 4 different scopes of businesses you need to be aware of. Can you give examples of sport businesses for each scope?

## Activity 5 – Scope of business

Scope	Definition	e.g of a sports business
Local	Based in specific town or its surroundings.	
National	Operates throughout a particular country.	
International	Trades across International borders.	
Multinational	Has assets and activities in at least one other country other than its home country.	

# Assessment Practice: Case Study Breakdown

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## Optipro

Optipro is a private limited company that sells protein supplements focusing specifically on building muscle and improving training performance.

The Managing Director holds a degree in nutrition and Optipro has been selling its product for just over 2 years. The business currently has a small business loan and is supplemented by the Managing Director's personal income as a full-time Personal Trainer.

## Business operations

### Staffing structure

#### Managing Director

#### Responsible for:

Product design/marketing/sales

Distribution of product (online and direct to gym)

Finances

## Demographics

There are 40,000 members in the 20 gyms where the products are sold. Optipro focuses its product sales on people aged between 16–45 years. 20,000 of the 40,000 gym members are aged between 16–45 years.

The online shop can distribute to the whole of the UK.

Pick out the following for Optipro:

- Type of business
- Sector of business
- Size of business
- Scope
- Demographic

Answer:

	2017/18	2018/19
<b>Income</b>		
Gym sales	£7,200	£17,100
Online sales	£18,454	£50,690
<b>Total</b>	<b>£25,654</b>	<b>£67,790</b>
<b>Operational costs</b>		
Product manufacturing	£6,800	£21,300
<i>Legal costs (fixed cost) e.g. insurances</i>	<i>£1,000</i>	<i>£1,000</i>
<i>Online account tracking tool</i>	<i>£300</i>	<i>£300</i>
<i>Personal loan repayment</i>	<i>£4,000</i>	<i>£4,000</i>
Transport costs (to gyms and sales pitches)	£1,400	£3,200
Distribution costs of online products	£2,950	£10,100
Special offer of a free water bottle (with logo)	£1,875	£3,750
<b>Total</b>	<b>£18,325</b>	<b>£43,650</b>
<b>Profit</b>	<b>£7,329</b>	<b>£24,140</b>

Pick out the following for Optipro:

- Gross profit in 2017/18
- Net profit in 2017/18
- Gross profit in 2018/19
- Net profit in 2018/ 19
- How much profit increased between 2017/18 and 2018/19
- Why did profit increase?
- What were the top three operational costs that increased?

Answer:

## Facilities

- The Managing Director receives products and packaging at home, then distributes them to customers.
- The Managing Director operates the online store from a laptop.
- An online account tracking tool monitors finances for tax purposes.

## Products and services

Optipro targets gym users, especially people interested in weightlifting and bodybuilding.

The product range includes:

- separate protein bars to use pre-training, post-training or at any time during the day
- whey protein drinks (ready to mix separate sachets)
- protein shaker – bottle to use for protein drink (with business logo)
- 'Total Recovery' pack – protein drink (x10 sachets), protein bar (x10) and a shaker bottle.
- An information pack explaining amounts required, training benefits and timing of intake.

All the products are sold in 20 large gyms within 25 miles of the Managing Director's home.

Optipro operates an online shop where all products can be bulk ordered. It has a small website that explains all its products and pricing.

The following can be purchased online.

Item	Cost (including delivery)
1 box (12 protein bars)	£22.00
1 large whey protein bag (2.2 kg)	£29.99 (special offer with free shaker)
Shaker bottle (with logo)	£5.99

Minimum spend on online orders is £60.00 (UK distribution only).

The company has no advertisement presence other than the online shop and website. It is reliant on word of mouth through regular customers. Product sales within the gyms advertise the online shop.

Pick out the following for Optipro:

- Facilities available
- Advertisement/ marketing
- Where are products available for purchase?
- How many different products are available?

Answer:

**Unit 19 - DEVELOPMENT  
AND PROVISION OF SPORT  
AND PHYSICAL ACTIVITY**

**Summer Independent Learning  
2026**

**Extended Diploma (Year 13)**

# Unit 19 Introduction

## January External Assessment 2023

You get a sports development case study

E.g -

Football Club

Tennis Centre

Cricket team

Swimming pool

How are you going to improve the club to

have more participants? More income?

More top level performers?

**Pearson BTEC Level 3 Nationals Extended Diploma**

Please check the examination details below before entering your candidate information

Candidate surname					Other names				
Centre Number					Learner Registration Number				
<input type="text"/>					<input type="text"/>				
Time 2 hours 30 minutes					Paper reference <b>31542H</b>				
<b>Sport</b>									
<b>UNIT 19: Development and Provision of Sport and Physical Activity</b>									
<b>Part B</b>									
You must have: Your research notes from <b>Part A</b> (maximum four A4 sides)								Total Marks	
<input type="text"/>								<input type="text"/>	

### Instructions

- Use **black** ink or ball-point pen.
- **Fill in the boxes** at the top of this page with your name, centre number and learner registration number.
- Answer **all** activities.
- Answer the activities in the spaces provided – *there may be more space than you need.*
- Do not return research notes or **Part A** to Pearson.

### Information

- The total mark for this paper is 60.
- The marks for **each** activity are shown in brackets – *use this as a guide as to how much time to spend on each activity.*

### Advice

Tip – This will help you for  
Question 1 in the assessment

# Aims of the SIL

1. Identify and describe the principles of sport development
2. Explain the principles of sport development using sporting examples
3. Justify the aims of a sports development proposal.

**Instructions - Using the resources  
on the next slide, complete the  
activities on the PowerPoint**

Resources – Ctrl + Click on the links below

[Principles of sport development presentation](#)

[Learning Aim A Textbook.pdf](#)

# Identify the principles of sports development?

1.

2.

3.

**Tip – Use the resources on the links for support**

**Make sure you EXPLAIN**

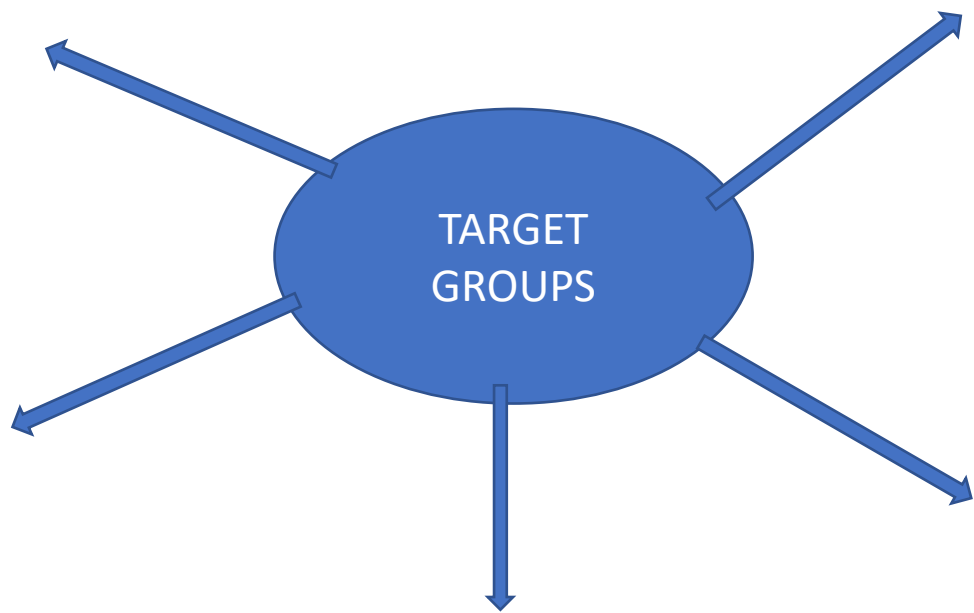
# Principle 1 - PARTICIPATION

- Explain the 3 levels of participation that are targeted by sports development projects, with sporting examples.

**Tip – Use the resources on the links for support  
Annotate the slide**

# Principle 2 - INCLUSIVITY

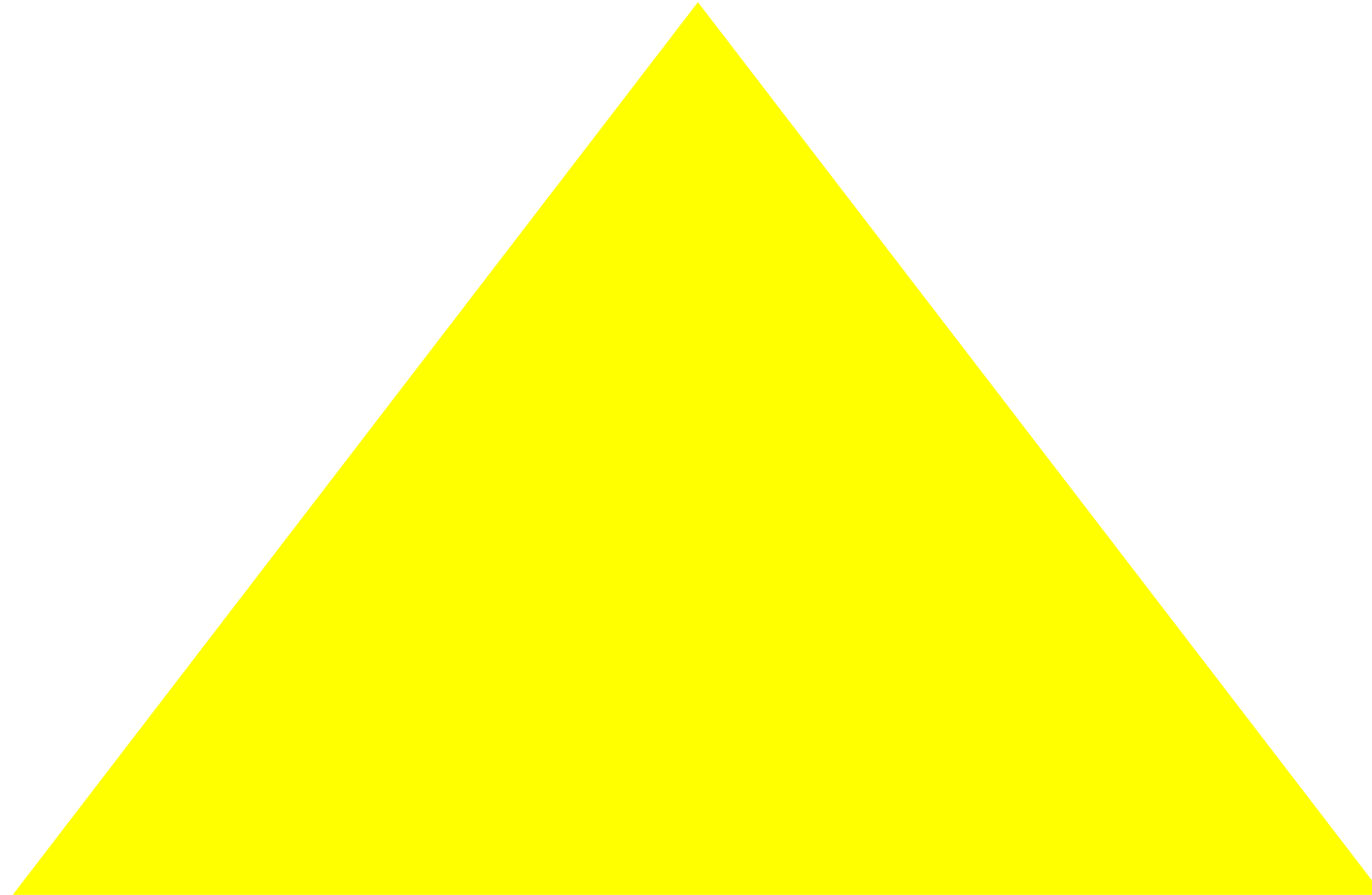
- What are the 5 target groups for sport development projects? Explain how they are underrepresented in sport



**Tip – Use the resources on the links for support  
Annotate the slide in detail**

## Principle 3 - PROGRESS

- Sport development projects need to help players to progress to the next level. Explain the sport development continuum using examples.



# External Assessment Practice!

## Question 1

- 1 Provide and justify aims to meet your proposal.

(10)

**Read the scenario and the data on the following slides**



Scenario - You are a member of a tennis club located in a park in Bradford / Doncaster / Pontefract. You are very involved with the club and you are concerned about the decreasing number of members. This decrease could result in the club having to close.



# UK Active Lives Data - Tennis participation rates

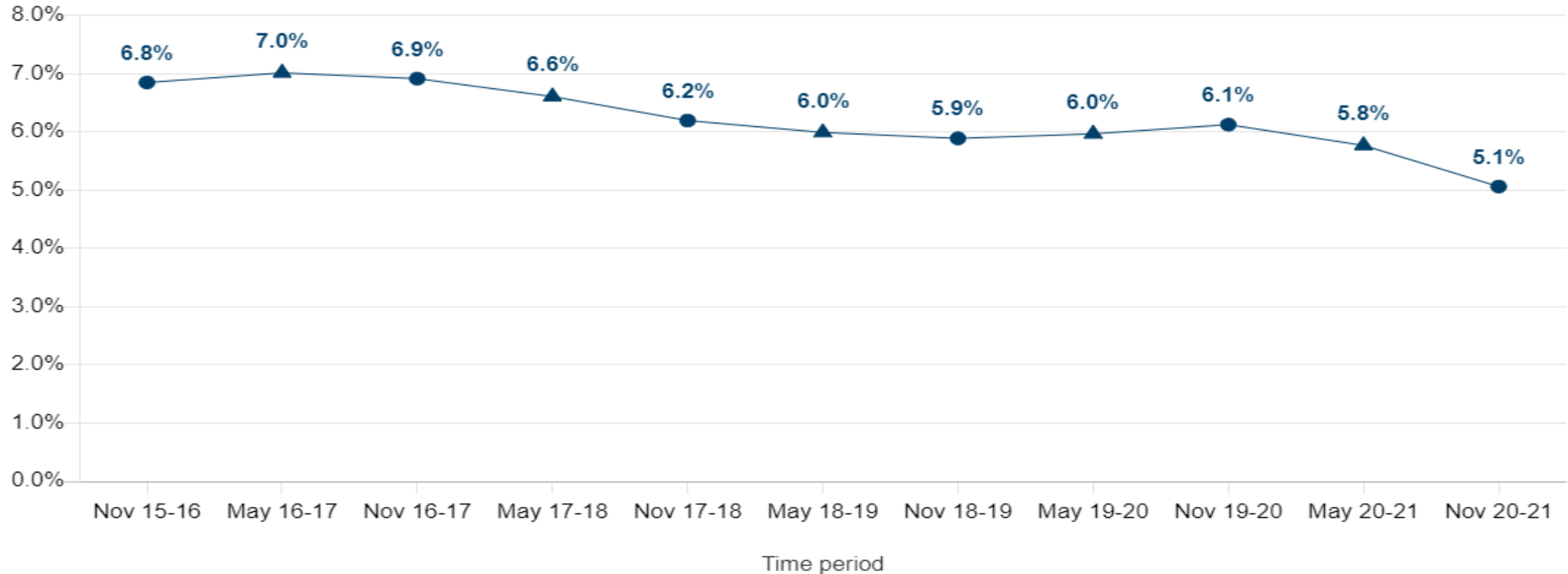
Participated in the last year



Show values

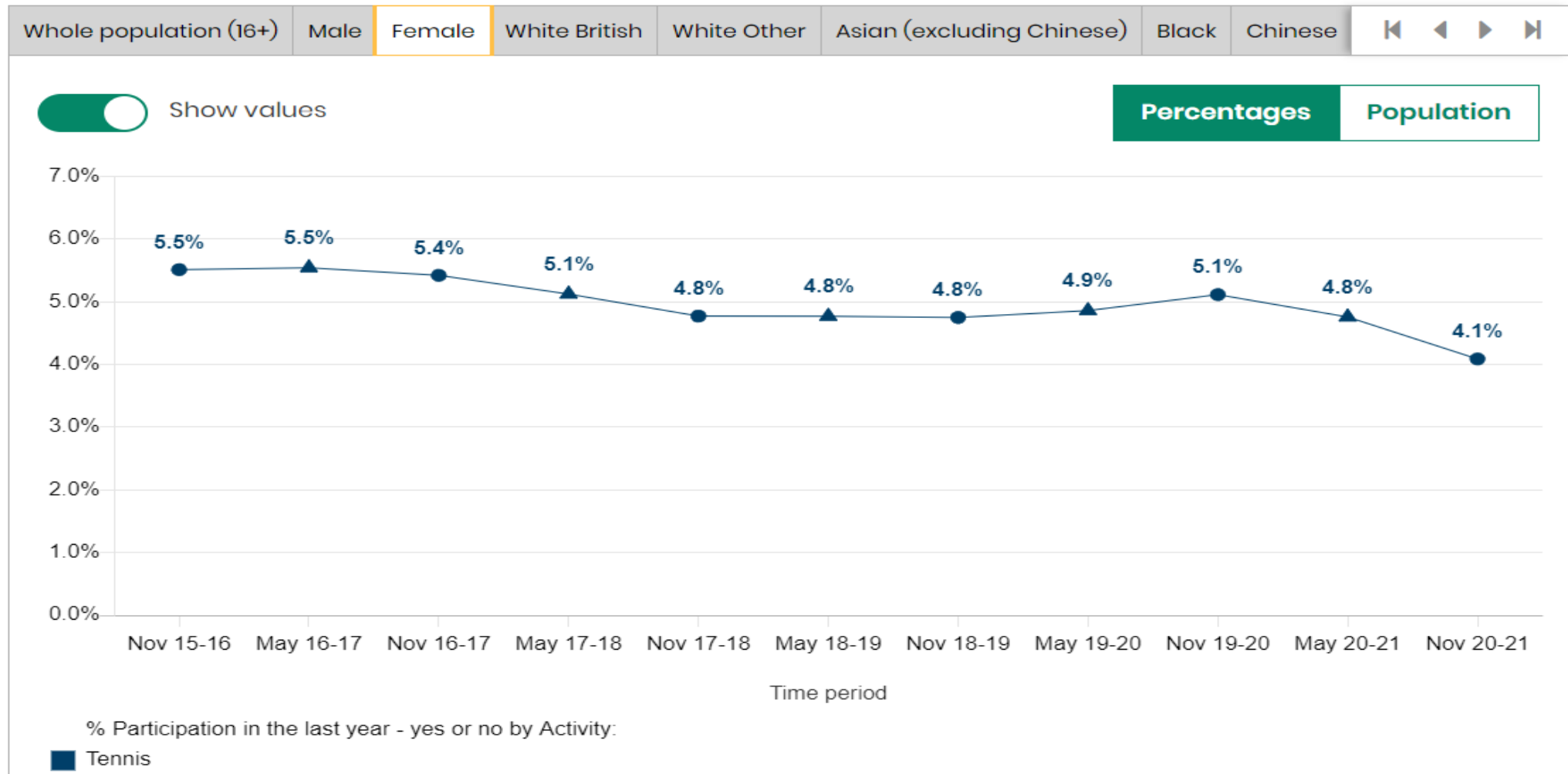
Percentages

Population



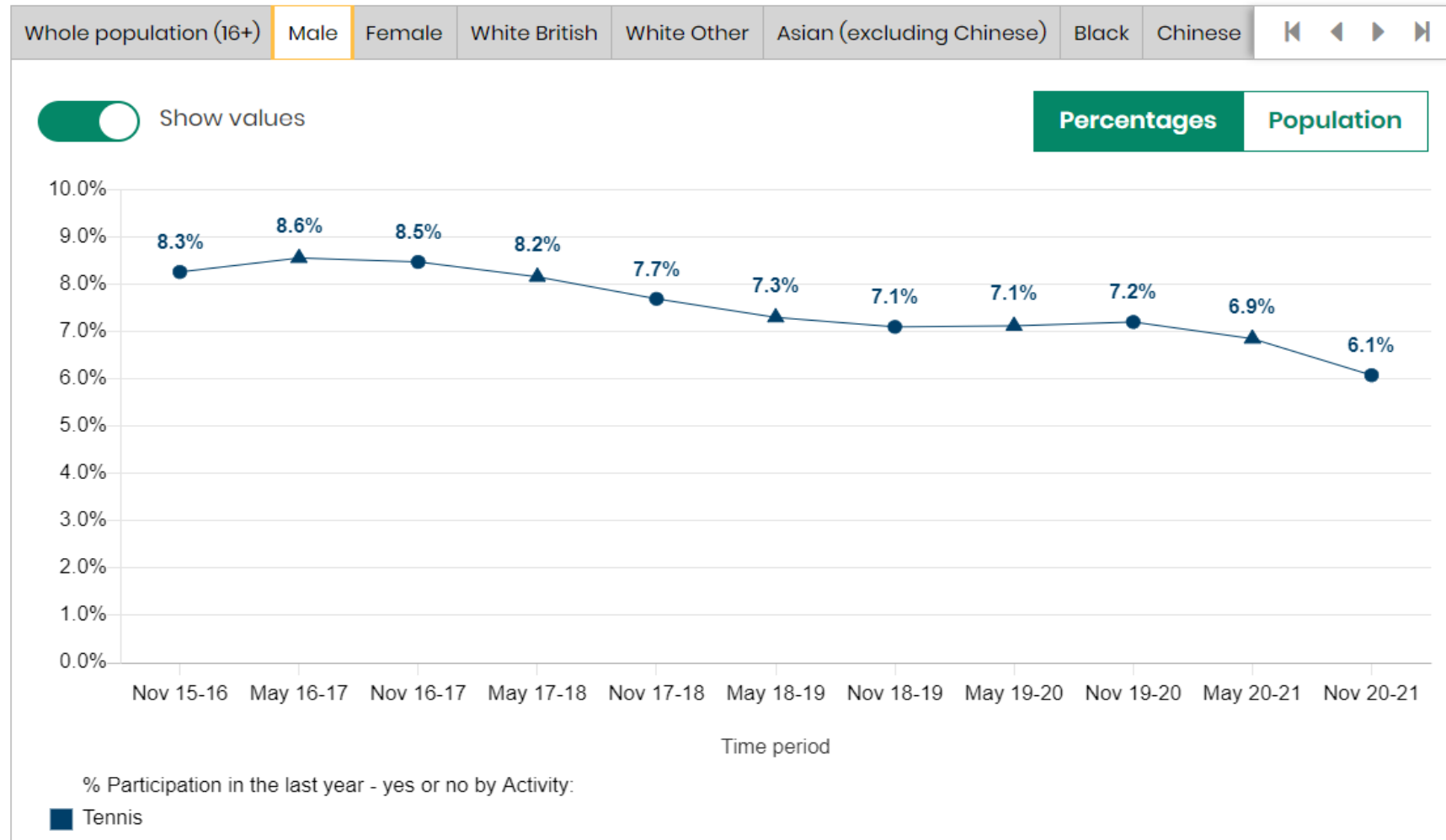
# UK Active Lives Data - Female participation rates

[Export chart](#)



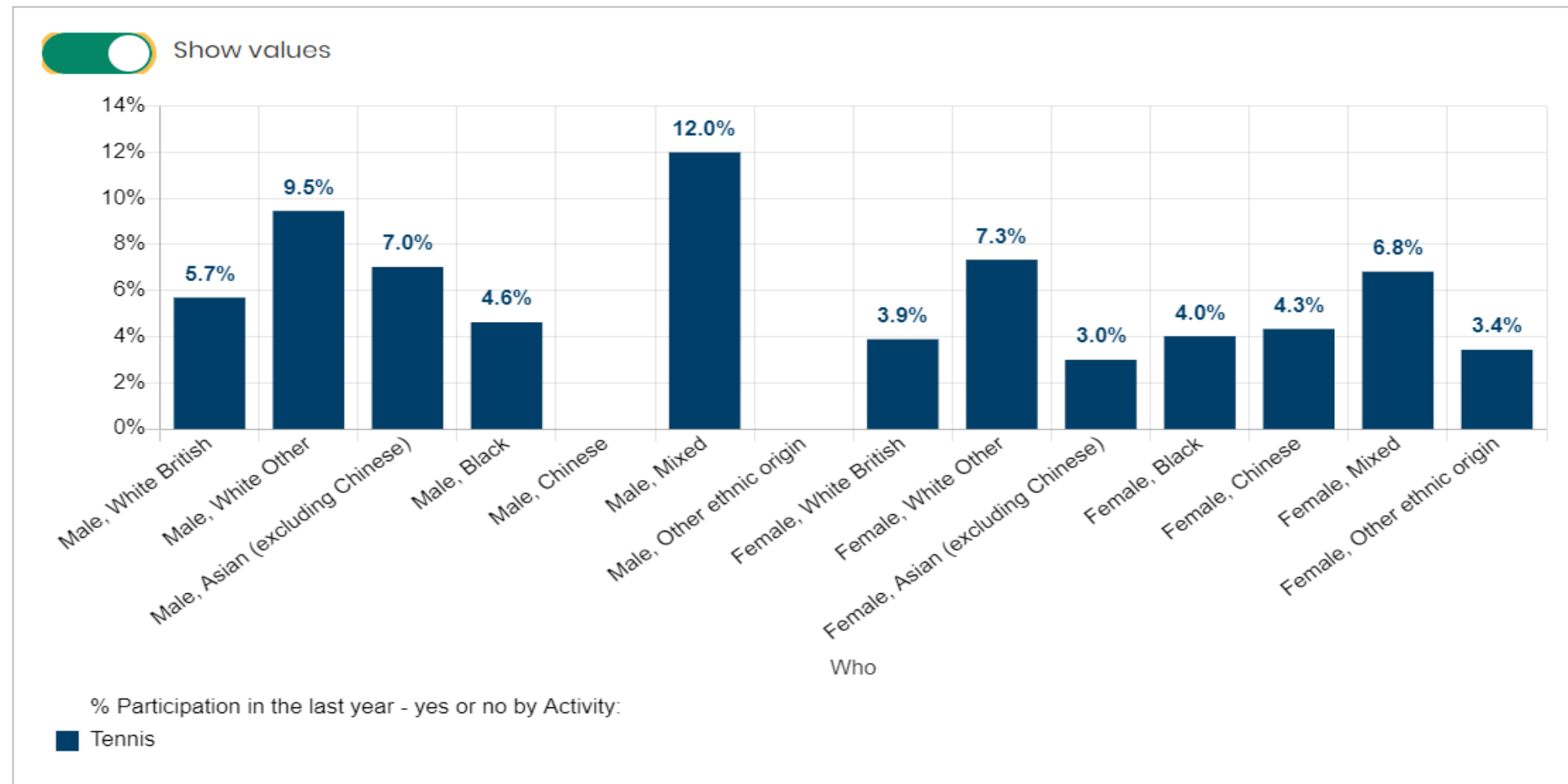
# UK Active Lives Data - Male participation rates

[Export chart](#)



# UK Active Lives Data - Ethnicity participation rates

[Export chart](#)



# External Assessment Practice!

## Question 1

- 1 Provide and justify aims to meet your proposal.

(10)

**Come up with 3 aims to help the tennis club.**

**They must link with the 3 sports development principles (1 for each)**

**e.g. raise the participation level of people with a disability (Inclusivity principle)**

# External Assessment Practice!

## Question 1

- 1 Provide and justify aims to meet your proposal.

(10)

### **Justify your aims**

- **Why are your aims needed? Back up with data**
- **How and why will it help the club? How will it help the participant?**
- **You do not need to say how you will meet these aim  
(not yet anyway!)**

# External Assessment Practice!

## Question 1

### 1 Provide and justify aims to meet your proposal.

Write your answer here..... continue onto the next slide

(10)

My first aim is....

Explain your aim

This will benefit the club because.....

This will benefit the individual because.....

Evidence that supports this is.....

My second aim is.....

My third aim is.....

