**MARK SHEET – Understanding Social Enterprise**

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| **Centre Number :** |  | **Centre Name :** |  |
| **Learner Registration No :** |  | **Learner Name:** |  |
| **INSTRUCTIONS FOR ASSESSMENT AND USE OF MARK SHEET** Assessment must be conducted with reference to the assessment criteria (AC). In order to pass the unit, every AC must be met.Assessors will normally award marks for every AC and then total them into a percentage. However, for greater simplicity, there is the option to not use marks at all and merely indicate with a ‘Pass’ or ‘Referral’ in the box (below right). In order to pass the unit every AC must receive a ‘Pass’ **Where marks are awarded according to the degree to which the learner’s evidence in the submission meets each AC, every AC must be met, i.e. receive at least half marks (e.g. min 10/20). Any AC awarded less than the minimum produces an automatic referral for the submission (regardless of the overall mark achieved).** Sufficiency descriptors are provided as guidance. If 20 marks are available for an AC and the evidence in the submission approximates to the ‘pass’ descriptor, that indicates it should attract 10 marks out of 20, if a ‘good pass’ then ca. 15 out of 20. The descriptors are not comprehensive, and cannot be, as there are many ways in which a submission can exceed or fall short of the requirements. | 1. **Learner named above confirms authenticity of submission.**
2. **ILM uses learners’ submissions – on an anonymous basis – for assessment standardisation.  By submitting, I agree that ILM may use this script on condition that all information which may identify me is removed.**

**However, if you are unwilling to allow ILM use your script, please refuse by ticking the box: □** |
| **Learning Outcome 1:** Understand whether an organisation is suited to the social enterprise model |
| **Assessment Criteria (AC)** | **Sufficiency Descriptors***[Typical standard that , if replicated across the whole submission, would produce a referral, borderline pass or good pass result]* | **Assessor feedback on AC** |
| AC 1.1Explain why a specific organisation is suited to the social enterprise model | **Referral [ca.*2/8*]** | **Pass [*4/8*]** | **Good Pass [ca. 6/8]** |  |
| * No explanation of why a specific organisation is suited to the social enterprise model, or the explanation is incorrect, inappropriate or deficient, or why a specific organisation is suited to the social enterprise model is merely stated with no explanation of why
 | * A limited but sufficient correct and appropriate explanation of why a specific organisation is suited to the social enterprise model, although additional detail is required to cover the full scope of the social enterprise model
 | * A correct and appropriate explanation of why a specific organisation is suited to the social enterprise model that addresses the full scope of the social enterprise model
 |
| / 8(min. of 4) | Pass or Referral |
| AC 1.2Describe how this is reflected in its purpose, values and activities  | **Referral [ca.*2/8*]** | **Pass [*4/8*]** | **Good Pass [ca. 6/8]** | **Assessor feedback on AC** |
| * How the principal features of a social enterprise model are reflected in the purpose, values and activities of a specific organisation is not described, or is incorrect or inappropriate, or how purpose ***or*** values ***or*** activities is reflected is described but not all three, or purpose, values and activities are merely listed with no description of how they reflect the principal features of a social enterprise model
 | * A limited but sufficient correct and appropriate description of how the principal features of a social enterprise model are reflected in the purpose, values and activities of a specific organisation, although additional detail is required to cover the full scope of the purpose, values and activities of the organisation
 | * A correct and appropriate description of how the principal features of a social enterprise model are reflected in the purpose, values and activities of a specific organisation that addresses the full scope of the purpose, values and activities of the organisation
 |  |
| / 8(min. of 4) | Pass or Referral |
| AC 1.3Compare the organisation with another social enterprise to highlight common purposes and values | **Referral [ca.*2/8*]** | **Pass [*4/8*]** | **Good Pass [ca. 6/8]** | **Assessor feedback on AC** |
| * The organisation is not compared with another social enterprise to highlight common purposes and values, or the comparison is incorrect, inappropriate or deficient, or common purpose ***or*** values are highlighted but not both
 | * The organisation is correctly and appropriately compared with another social enterprise to highlight a correct but limited range of common purposes and values
 | * The organisation is correctly and appropriately compared with another social enterprise to highlight a full range of correct common purposes and values
 |  |
| / 8(min. of 4) | Pass or Referral |
| **Section comments** (optional): | **Verification comments** (optional): |
| **Learning Outcome 2:** Understand the organisational and legal structures of social enterprises |
| **Assessment Criteria (AC)** | **Sufficiency Descriptors***[Typical standard that , if replicated across the whole submission, would produce a referral, borderline pass or good pass result]* | **Assessor feedback on AC** |
| AC 2.1Analyse the organisational and legal structures of a social enterprise to establish its suitability | **Referral [ca.*3/12*]** | **Pass [*6/12*]** | **Good Pass [ca. 9/12]** |  |
| * No analysis of the organisational and legal structures of a social enterprise to establish its suitability is undertaken, or the analysis is incorrect or deficient, or only the organisational ***or*** legal structures is analysed but not both, or the organisational and legal structures are merely described with no analysis to establish if the social enterprise is suitable
 | * A limited but correct and sufficient analysis of the organisational and legal structures of a social enterprise to establish its suitability is undertaken, although the evidence base for the analysis is limited or subjective
 | * A full and correct analysis of the organisational and legal structures of a social enterprise to establish its suitability is undertaken using a wide and objective evidence base
 |
| / 12(min. of 6) | Pass or Referral |
| AC 2.2Describe how effective these structures are in achieving the enterprise’s social and commercial objectives | **Referral [ca.*2/8*]** | **Pass [*4/8*]** | **Good Pass [ca. 6/8]** | **Assessor feedback on AC** |
| * How effective the organisational and legal structures are in achieving the enterprise’s social and commercial objectives is not described or is incorrect or deficient, or how effective these structure are in achieving the enterprises social ***or*** commercial objectives are described but not both, or the organisational and legal structures are merely listed with no description of their principal features that show how effective they are in achieving the enterprises social and commercial objectives
 | * The principal features of the organisational and legal structures are correctly described to show how effective they are in achieving the enterprise’s social and commercial objectives, although additional detail is required to cover the full scope of the enterprise’s social and commercial objectives
 | * The principal features of the organisational and legal structures are fully and correctly described to show how effective they are in achieving the full scope of the enterprise’s social and commercial objectives
 |  |
| / 8(min. of 4) | Pass or Referral |
| AC 2.3Explain how the organisational and legal structures could be improved, based on comparisons with another social enterprise | **Referral [ca.*3/12*]** | **Pass [*6/12*]** | **Good Pass [ca. 9/12]** |  |
| * How the organisational and legal structures could be improved based on comparisons with another social enterprise is not explained or the explanation is incorrect or deficient, or how organisational and legal structures could be improved is explained but not based on comparisons with another social enterprise, or how the organisational ***or*** legal structure could be improved is explained but not both, or improvements are merely stated with no explanation
 | * How the organisational and legal structures could be improved based on comparisons with another social enterprise is correctly explained, although additional detail would be needed to fully implement the improvements
 | * How the organisational and legal structures could be improved based on comparisons with another social enterprise is correctly and fully explained with no additional detail required to fully implement the improvements
 |
| / 12(min. of 6) | Pass or Referral |
| **Section comments** (optional): | **Verification comments** (optional): |
| **Learning Outcome 3:** Understand the financial arrangements of social enterprises |
| **Assessment Criteria (AC)** | **Sufficiency Descriptors***[Typical standard that , if replicated across the whole submission, would produce a referral, borderline pass or good pass result]* | **Assessor feedback on AC** |
| AC 3.1Analyse the capital and revenue models of a social enterprise, identifying its principal sources of funding and resources | **Referral [ca.*3/12*]** | **Pass [*6/12*]** | **Good Pass [ca. 9/12]** |  |
| * No analysis of the capital and revenue models of a social enterprise, or the analysis does not identify principal sources of funding and resources, or the analysis is incorrect or deficient, or the capital model ***or*** revenue model is analysed but not both, or capital and revenue models are merely described with no analysis to determine their essential features and/or to draw conclusions
 | * A limited but correct and sufficient analysis determines the essential features of the capital and revenue models of a social enterprise, identifies principal sources of funding and resources, and draws limited but appropriate conclusions
 | * A full, correct analysis determines the essential features of the capital and revenue models of a social enterprise, identifies principal sources of funding and resources, and draws detailed and appropriate conclusions
 |
| / 12(min. of 6) | Pass or Referral |
| AC 3.2Identify how the financial performance could be improved, based on comparisons with another social enterprise | **Referral [ca.*3/12*]** | **Pass [*6/12*]** | **Good Pass [ca. 9/12]** | **Assessor feedback on AC** |
| * How the financial performance could be improved based on comparisons with another social enterprise is not identified, or is incorrect or inappropriate, or how the financial performance could be improved is identified but not based on comparisons with another social enterprise, or the comparisons with another social enterprise are inappropriate
 | * How the financial performance could be improved is identified based on limited but sufficient and appropriate comparisons with another social enterprise
 | * How the financial performance could be improved is identified based on detailed and appropriate comparisons with another social enterprise
 |  |
| / 12(min. of 6) | Pass or Referral |
| **Section comments** (optional): | **Verification comments** (optional): |
| **Learning Outcome 4:** Understand support needs and sources of support for social enterprises |
| **Assessment Criteria (AC)** | **Sufficiency Descriptors***[Typical standard that , if replicated across the whole submission, would produce a referral, borderline pass or good pass result]* | **Assessor feedback on AC** |
| AC 4.1Analyse a social enterprise to identify its specialist support needs | **Referral [ca.*3/12*]** | **Pass [*6/12*]** | **Good Pass [ca.9/12]** |  |
| * A social enterprise is not analysed to identify its specialist support needs or the analysis is incorrect, inappropriate or deficient, or specialist support needs are merely identified with no analysis to determine the essential features of the support needs and to draw conclusions
 | * A sufficient, correct and appropriate analysis determines the essential features of the support needs of a social enterprise to draw appropriate conclusions, although the evidence base for the analysis is limited or subjective
 | * A detailed, correct and appropriate analysis determines the essential features of the support needs of a social enterprise to draw detailed and appropriate conclusions using a wide and objective evidence base
 |
| / 12(min. of 6) | Pass or Referral |
| AC 4.2Explain how this specialist support can be linked for maximising efficiency through using local, regional and national social networks | **Referral [ca.*2/8*]** | **Pass [*4/8*]** | **Good Pass [ca. 6/8]** | **Assessor feedback on AC** |
| * How this specialist support can be linked for maximising efficiency through using local, regional and national social networks is not explained, or is incorrect or inappropriate, or maximising efficiency through using local ***or*** regional ***or*** national social networks is explained but not all three, or how this specialist support can be linked is merely stated or described with no explanation of how it will maximise efficiency
 | * How this specialist support can be linked for maximising efficiency through using local, regional and national social networks is correctly and appropriately explained, although the methods to be employed for maximising efficiency are imprecise
 | * How this specialist support can be linked for maximising efficiency through using local, regional and national social networks is correctly and appropriately explained with precise and detailed methods to be employed
 |  |
| / 8(min. of 4) | Pass or Referral |
| **Section comments** (optional): | **Verification comments** (optional): |
|  | **/ 100****TOTAL MARKS** |
| **Assessor’s Decision** | **Quality Assurance Use** |
| **Outcome** (*delete as applicable*): **PASS / REFERRAL** | **Signature of Assessor:****Date:** | **Outcome** (*delete as applicable*): **PASS / REFERRAL** | **Signature of QA:****Date of QA check:** |