

**Grade Descriptors For BTEC DIT**

**Assessment Outcomes Covered in the BTEC:**

Grade	In order to be awarded this grade a student must demonstrate that they can...
To gain a Level 2 Distinction:	To achieve a Level 2 Distinction, candidates will be able to: <ul style="list-style-type: none"> <li>● deliver a pitch that summarises the key elements of a business plan to an audience logically.</li> <li>● present a persuasive pitch by supporting all key elements of the plan, with carefully selected reasons for their choices.</li> <li>● demonstrate effective presentation skills and communication skills.</li> </ul>
To gain a Level 2 Merit	To achieve a Level 2 Merit, candidates will be able to: <ul style="list-style-type: none"> <li>● produce and deliver a clear pitch that includes mostly relevant information.</li> <li>● present a pitch coherently to an audience as a clear summary of the plan.</li> <li>● explain in detail the reasons for their choices</li> <li>● present their plan fluently with few hesitations.</li> <li>● demonstrate confident presentation skills and communication skills..</li> </ul>
To gain a Level 2 Pass:	To achieve a Level 2 Pass, candidates will be able to: <ul style="list-style-type: none"> <li>● deliver a pitch that gives a generally clear account of mostly relevant information.</li> <li>● present their pitch that follows a logical sequence.</li> <li>● provide reasons to support their most significant choices.</li> <li>● demonstrate a range of appropriate presentation skills and communication skills.</li> </ul>
To gain a Level 1 Merit:	To achieve a Level 1 Merit, candidates will be able to: <ul style="list-style-type: none"> <li>● produce a pitch for their outline plan, giving reasons for some choices,</li> <li>● make little attempt to support their pitch.</li> <li>● demonstrate appropriate presentation skills and communication skills.</li> </ul>
To gain a Level 1 Pass:	To achieve a Level 1 Pass, candidates will be able to: <ul style="list-style-type: none"> <li>● attempt to summarise the plan but there are likely to be omissions.</li> <li>● pitch their final outline plan, giving reasons for some choices.</li> <li>● provide reasons that may not be realistic or valid, and details will be lacking.</li> <li>● demonstrate presentation skills and communication skills. However, their use of skills may be inconsistent.</li> </ul>

