

# Your guide to the changes for 2021

Following [Ofqual's consultation](#) on arrangements for the assessment of VTQs in 2020/21, we've reviewed units in our Cambridge Nationals and Cambridge Technicals being taken this academic year to provide specific guidance at qualification and unit level on changes to requirements or alternative approaches to support public health guidance.

Our changes are designed to make units to be taken in 2020/21 possible to complete, given the constraints you are all working with, and to make sure that the learning outcomes and assessment criteria can still be met.

We understand that the current disruption continues to change and also varies across regions, so our guidance gives acceptable alternatives you can consider when delivering units in your school /college while following the public health guidance.

Please use the [specification and assignments](#) available on our website, alongside this document, to plan and carry out assessment in 2020-21.

## Overview of changes for R065

Unit number	Unit title	Mandatory (M)/ Optional (O)
R065	Design a business proposal	M

### Which element(s) of the unit are affected?

For Task 2, market research would need to be collected at a social distance if using a face-to-face method.

### What adaptations are possible for this unit?

Yes. The unit can be adapted so that the research does not have to be targeted at the candidates' chosen customer profile. This means all primary research can take place following Covid guidelines.

## What has changed?

What has changed	Detail
<b>Task 2</b>	<p>Candidates are required to carry out primary research for their chosen customer profile. So that primary research can be collected, we have adapted the requirement for candidates to research their chosen customer profile. Candidates must still do primary research, but this can be among their class (school bubble or extended household). As candidates do not need to social distance there should be no issue regarding face to face contact between candidates in the same bubble.</p> <p>Questionnaires could also be uploaded to Survey Monkey, Google Classroom or Microsoft Teams so that people outside their school bubble could be included if necessary.</p> <p>Focus groups could be completed using Zoom/Skype/Facetime/Teams.</p> <p>We do not recommend that candidates complete observations within shops or retail outlets.</p>
<b>Centre guidance/assessment guidance</b>	For task 1, candidates will still need to create a customer profile. For task 2 they will need to create market research tools and undertake the research. For task 3 they will need to produce product designs from the market research findings.
<b>Other documentation, e.g. witness statements</b>	No changes needed.
<b>Considerations for moderation</b>	None. Candidates must still design their product based on research, but the primary research may not be from their chosen customer profile.

## Overview of changes for R066

Unit number	Unit title	Mandatory (M)/ Optional (O)
R066	Market and pitch a business proposal	M

### Which element(s) of the unit are affected?

This unit requires a practice and professional pitch in front of an audience. The pitches would normally be done face-to-face, as both presentation skills and content are being assessed. The professional pitch needs to be in front of two independent witnesses (adults).

### What adaptations are possible for this unit?

Yes. As centres will not be allowed to invite external people from the local business community into the centre, adaptations would need to be made.

## What has changed?

What has changed	Detail
<b>Task 3</b>	<p>The requirements for the practice pitch remain the same. Candidates practice their pitch with one other candidate and observe the pitch of one other candidate. As candidates do not need to social distance there are no issues with doing this task.</p> <p>At present candidates must make their professional pitch in front of two external witnesses. To allow for situations where the candidates are isolating, the pitch can be carried out remotely, using Zoom/Skype/Facetime/Teams.</p> <p>If external witnesses are not allowed into the centre, the professional pitch can be made in front of one witness only, who could be the teacher/assessor. Therefore, in this instance the witness may also be the assessor.</p> <p>If appropriate, other candidates can watch the professional pitch to provide an audience and to give more feedback to the candidate. This can help them write the evaluation for LO4.</p>
<b>Centre guidance/assessment guidance</b>	N/A
<b>Other documentation, e.g. witness statements</b>	The professional pitch witness statement currently has spaces for the two independent witnesses and the assessor to sign. This will need to be adapted so only one signature is needed.
<b>Considerations for moderation</b>	When reviewing non-verbal communication in the professional pitch, the requirements should be appropriate to the situation. Centres can exercise a degree of flexibility here.

## Support

OCR's team of expert Subject Advisors has created videos, webinars, and other resources to guide you through these changes and help you prepare your students for their exams in summer 2021.

These resources can be found on [the qualification page on our website](#).

## Contact us

If you would like to contact us, you can do so at:

✉ [vocational.qualifications@ocr.org.uk](mailto:vocational.qualifications@ocr.org.uk)

🐦 [@OCR\\_Vocational](https://twitter.com/OCR_Vocational)

☎ 01223 553998