

CARSHALTON BOYS SPORTS COLLEGE

Excellence • Character • Aspiration

SPORT DEPARTMENT

Vocabulary Booklet

YEAR 13

Pearson BTEC Level 3 National Diploma in Sports Coaching and Development

Unit 2

Self-Employment in Sport and Physical Activity

Self-employment types, strategy, business planning and feasibility

Tier 2 & Tier 3 Vocabulary • Expected & Aspirational

Academic Year 2026 – 2027

For students, parents and carers

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A Note for Students, Parents and Carers

Welcome to your son's Year 13 BTEC Sport vocabulary booklet. BTEC Level 3 is a vocational qualification that rewards students who can use precise professional language fluently in assignments, reports, presentations and practical contexts. This booklet supports you throughout the year.

At BTEC Level 3, accurate use of subject vocabulary is essential. Assignment briefs and mark schemes at Pass, Merit and Distinction all reward "accurate use of subject-specific terminology". A student who deploys terms like periodisation, performance profiling, safeguarding and sole trader — correctly and unprompted — is producing work that reads as professionally competent. A student who cannot will not access the higher grade descriptors, regardless of how well they understand the underlying concepts.

How this booklet is organised

Vocabulary is grouped by Learning Aim (A, B, C or D) of the unit. Within each Learning Aim you will find:

- Tier 2 (academic) vocabulary — the analytical language used across BTEC and A Level subjects (e.g. analyse, evaluate, justify, implement). These are the command-word terms that recur across assignment briefs.
- Tier 3 (subject-specific) vocabulary — the precise technical language of sports science, coaching and development. These terms have exact meanings required for high-grade responses.

Each word is marked Expected (E) or Aspirational (A): Expected words are the minimum requirement for every student; Aspirational words distinguish Merit/Distinction work.

How vocabulary will be tested

- Weekly knowledge tests at the start of lessons (definition recall and application).
- Vocabulary as homework — the majority of weekly homework in Year 13 will be vocabulary acquisition.
- Embedded in assignment writing — accurate terminology is assessed directly in all BTEC submissions.

How to Learn Vocabulary by Heart — Metacognitive Strategies

'Learning by heart' does not mean memorising blindly. It means committing words to long-term memory so that they can be retrieved fluently when you need them — in writing, under timed conditions, when reading a demanding article. The five strategies below, used in order, will get you there.

1. Look, Cover, Write, Check

The classic for a reason. Look at the word and its definition. Cover them up. Write both from memory. Uncover and check — mark every word exactly. Repeat any you got wrong. The act of effortful retrieval is what builds memory. Copying without covering does not work.

2. The Leitner System (Spaced Flashcards)

Make flashcards: word on one side, definition and example on the other (digital tools such as Anki or Quizlet work well). Sort into three boxes: Box 1 (don't know — review daily), Box 2 (know fairly — review every three days), Box 3 (know well — review weekly). Words you get wrong move back to Box 1. Two weeks of this system will surprise you. Spaced repetition is the most evidence-backed vocabulary strategy available.

3. Dual Coding — Word + Image + Sentence

For every Tier 3 term, draw a small sketch and write a sentence that uses it correctly in a sport coaching and development context. The example column in this booklet gives you a starting point. The brain encodes images and narratives more reliably than isolated definitions.

4. Self-Quizzing Out Loud

Close the booklet. Define the word aloud, in full sentences, without looking. Then check. If you can explain it correctly — accurately, fluently and with a sport example — you know it. Speaking forces retrieval rather than recognition, which is what examination conditions demand.

5. Use the Word in Writing

After learning a set of words, write a short paragraph (80–120 words) using as many as you can in accurate context. Bring your paragraph to your teacher for feedback. A word used correctly in extended writing is a word you own. This strategy is how Aspirational words are unlocked.

A Weekly Routine That Works

- Monday — 20 mins. Look–Cover–Write–Check on this week's new words.
- Wednesday — 20 mins. Leitner-system review of all current flashcards.
- Friday — 20 mins. Self-quiz out loud, then write one paragraph using five of the words.

Tier Markers — Expected and Aspirational

E — Expected

Every Year 13 student must know, spell and use these terms by the end of the relevant unit. They are the minimum at BTEC Level 3.

A — Aspirational

Stretch vocabulary for students targeting Merit and Distinction grades. Used accurately in assignments, these terms lift work into the top descriptor band.

All BTEC Sport students are expected to learn the Expected vocabulary without exception. Aspirational vocabulary is the language of Distinction-level assignment responses and is used throughout the Pearson mark descriptors for higher grades.

Section — Learning Aim A — Explore self-employment within the sports, fitness and outdoor activities industry

Tier 2 — Academic Vocabulary

Analytical language used across BTEC and A Level subjects.

Word / Phrase	Type	Definition	Use in BTEC Assignment	Tier
explore	verb	To investigate a topic broadly, examining different aspects and possibilities.	Explore self-employment within the sports, fitness and outdoor activities industry.	E
compare	verb	To identify similarities and differences between two or more things.	Compare self-employment opportunities within the sports, fitness and outdoor activities industry.	E
evaluate	verb	To make a supported judgement on effectiveness or significance, weighing evidence.	Evaluate self-employment opportunities in relation to personal benefits, risks and career intentions.	A
relate	verb	To make connections between one idea or concept and another, showing how they are linked.	Relate personal skills and professional behaviours to the needs of customers, clients and employment type.	E

Tier 3 — Subject-Specific Vocabulary

The precise technical language of sports coaching and development.

Word / Phrase	Type	Definition	Use in BTEC Assignment	Tier
self-employment	noun	Working for oneself rather than for an employer, taking on the financial risks and rewards of running a business.	Self-employment in sport includes roles such as personal trainer, freelance coach and sports therapist.	E
sole trader	noun	A self-employed individual who owns and operates a business personally, bearing full legal and financial liability.	A personal trainer operating independently as a sole trader retains all profits but is personally liable for debts.	E
partnership	noun	A business arrangement in which two or more individuals share ownership, responsibilities and profits.	Two coaches forming a partnership combine their skills and share the costs of equipment and facility hire.	E
limited company (Ltd)	noun	A legally incorporated business structure where the company is a separate legal entity from its owners, limiting personal liability.	Registering as a limited company provides financial protection, as personal assets are separate from business debts.	E
franchise	noun	A business model where an individual pays for the right to operate under an established brand, using its systems and products.	A fitness instructor purchasing a franchise can trade under a well-known brand with built-in marketing support.	E
freelance	noun/adjective	Working for multiple clients on a short-term or project basis rather than being employed permanently by one organisation.	A freelance sports psychologist works with several clubs simultaneously, charging a fee per session or day.	E
portfolio career	noun	A working pattern in which an individual holds multiple roles or	Many sports coaches operate a portfolio career, combining	E

Word / Phrase	Type	Definition	Use in BTEC Assignment	Tier
		jobs simultaneously, rather than a single full-time post.	coaching, personal training and sports journalism.	
social enterprise	noun	A business that operates commercially but reinvests profits primarily for social, environmental or community benefit.	A community running club structured as a social enterprise uses membership fees to fund coaching for disadvantaged youth.	E
market segmentation	noun	The process of dividing a potential customer base into distinct groups with shared characteristics to target marketing more effectively.	Market segmentation identified older adults as an underserved group with growing demand for low-impact fitness coaching.	E
customer journey	noun	The complete sequence of experiences a customer has with a business, from initial awareness through to purchase and ongoing loyalty.	Mapping the customer journey revealed that most personal training clients were lost between the enquiry and the first free session.	A
demographics	noun	Statistical data about a population, including age, gender, income, education and location.	Understanding the demographics of the local area informed the decision to specialise in antenatal fitness coaching.	A
psychographics	noun	Data about the values, attitudes, interests and lifestyle preferences of a target customer group.	Psychographic research showed that the target client base valued convenience, flexibility and online booking options.	A

Section — Learning Aim B — Design a strategy for self-employment in the sports, fitness and outdoor activities industry

Tier 2 — Academic Vocabulary

Analytical language used across BTEC and A Level subjects.

Word / Phrase	Type	Definition	Use in BTEC Assignment	Tier
design	verb	To create a detailed and purposeful plan or strategy for a specified outcome.	Design a strategy for self-employment in the sports, fitness and outdoor activities industry.	E
assess	verb	To evaluate something carefully, weighing its qualities, risks and potential.	Assess sources of finance, legal and financial legislation and regulations related to self-employment.	E
develop	verb	To produce something more detailed, complete and refined from an initial plan or idea.	Develop an effective and comprehensive self-employment strategy and business plan showing consideration of the target market.	A
inform	verb	To shape a decision or plan using relevant evidence, data or research.	Develop a sound self-employment strategy clearly informed by market research.	E

Tier 3 — Subject-Specific Vocabulary

The precise technical language of sports coaching and development.

Word / Phrase	Type	Definition	Use in BTEC Assignment	Tier
business plan	noun	A formal written document setting out the objectives, strategies, financial projections and operational details of a business.	A detailed business plan is required when applying to a bank for a start-up loan for a personal training business.	E
unique selling point (USP)	noun	The distinctive feature or benefit that differentiates a product or service from its competitors.	Offering bilingual coaching in English and Spanish is the USP that distinguishes the business from local competitors.	E
cash flow forecast	noun	A financial projection estimating the money flowing into and out of a business over a specific period.	The cash flow forecast showed a shortfall in month three, requiring an overdraft facility to cover equipment costs.	E
break-even	noun	The point at which total revenue equals total costs, with neither profit nor loss made.	Calculating the break-even point revealed that the personal trainer needed to deliver eight sessions per week to cover overheads.	E
start-up costs	noun	The initial expenses incurred when establishing a new business, such as equipment purchase, insurance and website development.	Start-up costs for a personal training business include public liability insurance, equipment and a professional website.	E
operating costs	noun	The ongoing expenses required to run a business day-to-day, such as facility hire, travel and professional subscriptions.	Operating costs must be included in the monthly budget to ensure the business remains financially viable.	E
gross profit	noun	Revenue minus the direct costs of providing a service, before deduction of operating costs.	Gross profit from six personal training clients at £40 per session over four weeks totals £960.	E

Word / Phrase	Type	Definition	Use in BTEC Assignment	Tier
net profit	noun	Revenue minus all costs — including both direct and indirect costs — representing the business owner's actual earnings.	After deducting operating costs and tax, the net profit determines the actual income available to the self-employed coach.	E
public liability insurance	noun	Insurance that protects a self-employed professional against legal claims arising from injury or damage caused to third parties.	Public liability insurance is mandatory for any self-employed coach working with clients in a public or hired facility.	E
indemnity insurance	noun	Insurance that protects a professional against claims of negligence or inadequate advice that results in a client's financial loss.	Professional indemnity insurance is recommended for sports nutritionists and physiotherapists in private practice.	E
PESTLE analysis	noun	A strategic planning tool that examines the Political, Economic, Social, Technological, Legal and Environmental factors affecting a business.	A PESTLE analysis helped identify rising demand for online coaching as a technological opportunity for the self-employed PT.	A
competition analysis	noun	A review of rival businesses — their strengths, weaknesses, pricing and market position — to inform strategic planning.	Competition analysis revealed a gap in the market for specialist strength and conditioning coaching for masters athletes.	A
angel investor	noun	An individual who provides capital to a start-up business in exchange for equity or a share of future profits.	An angel investor provided the initial funding for a new sport tech app in exchange for a 15% equity stake.	A

Section — Learning Aim C — Present and review the feasibility of the self-employment strategy

Tier 2 — Academic Vocabulary

Analytical language used across BTEC and A Level subjects.

Word / Phrase	Type	Definition	Use in BTEC Assignment	Tier
present	verb	To communicate information or ideas clearly and confidently to an audience using appropriate format and language.	Appropriately present a business plan, strategy and feasibility review to a panel.	E
review	verb	To examine and make considered judgements about the viability, strengths and weaknesses of a plan.	Review the feasibility of the self-employment strategy, considering personal skills and logistical viability.	E
feasibility	noun	The practicality and likelihood of success of a proposed plan, given the available resources and constraints.	The feasibility review assessed whether the proposed coaching business was financially and operationally viable.	E
justify	verb	To give well-reasoned arguments supported by evidence to explain a decision or recommendation.	Confidently present a business plan, strategy and in-depth feasibility review with justified recommendations.	A

Tier 3 — Subject-Specific Vocabulary

The precise technical language of sports coaching and development.

Word / Phrase	Type	Definition	Use in BTEC Assignment	Tier
feasibility review	noun	A structured assessment of whether a self-employment strategy is practically achievable, considering skills, finances, demand and competition.	The feasibility review concluded that demand existed but that additional qualifications would be needed before launch.	E
logistical viability	noun	Whether the practical arrangements — including premises, equipment, access and timing — necessary to deliver a service can realistically be put in place.	Logistical viability was assessed by identifying suitable venue hire, travel time and equipment availability.	E
profitability	noun	The ability of a business to generate financial gain over and above its total costs.	Profitability depends on pricing strategy, client retention and keeping operating costs below revenue.	E
stakeholder	noun	Any individual or group with an interest in or affected by the success of a business — including clients, investors, suppliers and the local community.	Gathering feedback from stakeholders — including potential clients and a local gym manager — shaped the final business plan.	E
market research	noun	The systematic gathering and analysis of information about a target market, including customer needs, preferences and competitor activity.	Primary market research using a survey of gym members confirmed demand for online one-to-one coaching.	E
skills development	noun	The process of acquiring new or improved competencies — through training, experience or reflection — to enhance professional effectiveness.	Skills development in areas such as sports massage and nutrition education expands the range of services a self-employed coach can offer.	E

Word / Phrase	Type	Definition	Use in BTEC Assignment	Tier
networking opportunities	noun	Professional events and connections that allow a self-employed individual to build relationships, share knowledge and generate new business.	Attending regional coaching conferences provides networking opportunities that can lead to referrals and collaborative projects.	E
brand development	noun	The process of creating and strengthening a distinctive identity for a business — including its name, logo, values and reputation.	Consistent brand development through social media and client testimonials increases visibility and builds trust.	A