**Evidence of competence in commercial awareness**

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| **1** What I understand by ‘commercial awareness’. |  |
| **2** Where I have gained experience of commercial awareness, in general. |  |
| **3** Brief details of the context of one occasion where I demonstrated my understanding of commercial awareness. |  |
| **4** What I did. |  |
| **5** My reasons for doing this. |  |
| **6** What the consequences were of my doing this. |  |
| **7** What the consequences might have been if I had acted differently. |  |
| **8** What I would do differently on another occasion. |  |
| **9** Brief details of a recent  (or second) example of where I acted in a way that demonstrated a good understanding of business  interests. |  |
| **10** Brief details of a third example of where I acted in a way that demonstrated a good understanding of business interests. |  |