

KS5 Business Curriculum Mapping

Year 12						
Term	Autumn (1)	Autumn (2)	Spring (1)	Spring (2)	Summer (1)	Summer (2)
Topic(s)/ Subjects(s)	<p>This first half term is focused on allowing students to identify what business is, and after a short period of induction activities, students will start on the theoretical components of the course.</p> <p>Some students will have studied Business at KS4, so staff are mindful to ensure that those who are new to the subject are not disadvantaged whilst also allowing those that have existing knowledge to extend their understanding and written skills.</p> <p>Concurrently students will be working on Decision Making within the business environment and the tools that managers use to help them make decisions.</p>	<p>The second part of the term moves on to students identifying the work of the Operations Management Function and being able to identify and use data and information to formulate decisions.</p> <p>They will also learn that businesses have a wider impact through stakeholders and also move onto understanding the work of the marketing department within a business. Students will need to use numerical skills in their work.</p>	<p>Students will continue to study different topics with their teachers. This helps to ensure they can view Business as a holistic subject. Content for Operations Management before moving onto the work of the Finance Department. Concurrently students will be continuing work on Marketing and the tools used to research the market and identify potential gaps.</p> <p>Students will continue to use numerical techniques within their topics.</p>	<p>Students will continue to understand calculate Financial ratios and calculations whilst also completing work on the marketing content.</p> <p>Calculations will form the basis of future work so it is vital students are able to fully understand and appreciate the content.</p> <p>Students will also start work on the Human Resources Function within the work place and will become familiar with HR formulae to assess workforce effectiveness</p>	<p>Students will be formally assessed in their May Progress exams. Data from these assessments will be used to plan classroom intervention. Full feedback will be provided, and students will have opportunity to respond to this feedback in full. 1:1 and small group Intervention will be targeted using data from the mock exam.</p> <p>Secondly students will continue with their study of Human Resource Management which includes some role play opportunities.</p> <p>They will also undertake a Research Project</p>	<p>The AS content of the course is now completed and students will progress onto the A2 content by studying 2 topics which can be taught as stand alone topics.</p> <p>Students will understand the use of Investment Appraisal for businesses and how this will impact on project management. In addition students will understand and appreciate the topic of Critical Path Analysis and how it impacts on completion of projects. Both topics will require numerical skills.</p> <p>The end of this term will see students go on work experience where they will have the opportunity to see some of the knowledge they have learnt put into practice.</p>
Knowledge and skills (Content)	<p>Writing skills such as analysis and evaluation</p> <p>Research and presentation of information</p> <p>Basic Business knowledge of mission statements, what profit is and also the types of business ownership. Students will also start work on identifying the categories of managers and leaders</p> <p>Difference between tactical/strategic decisions, the use of decision trees in decision making</p>	<p>Operations function within a business</p> <p>Improving efficiency and productivity within a business, use of lean production.</p> <p>Importance of pleasing stakeholders</p> <p>The objectives and work of the Marketing Department with a focus on Market research tools: Index numbers, Correlations, market mapping</p>	<p>Operations Management: Quality Control and the use of Technology to improve efficiency. Financial Management includes setting Finance objectives and Cash Flow Forecasting.</p> <p>Marketing topics include: Segmentation methods, identification of different markets and introduction to the Marketing Mix (Product and pricing), Price & Income Elasticity of demand</p>	<p>Financial Management: topics to be covered include Budgeting and Breakeven, in addition to sources of finance and calculating profit</p> <p>Marketing topics include completing the seven elements of the marketing mix and moving onto the Human Resources function within a business to cover workforce effectiveness and motivation in the workplace</p>	<p>Human Relations will cover Workforce representation and Business Organisation.</p> <p>Students will also conduct a research project on a business to illicit specific information and data which will be outlined to them.</p>	<p>Investment appraisal to include Payback, ARR and Internal Rate of Return and students will analyse and evaluate the different methods for business. In addition they will create networks for Critical Path Analysis, calculating earliest start times/latest finish times and float. They will also be able to evaluate the effectiveness of using CPA</p>

	Presentation and research skills					
Assessment	Induction Presentation End of unit tests	End of topic tests Use of numeracy skills	Regular homework questions and end of unit tests to establish understanding and application skills.	End of unit tests Regular homeworks	Progress Exams Research Project Homework marks	Regular homeworks
Cross Curricular Links	Maths	Maths Engineering	Maths Engineering	Maths Sociology	Politics Sociology, Psychology	Maths Engineering
SMSC, British Values, Cultural Capital	Understanding of how managers operate and the aim of businesses. This links directly with student's part time employment experiences	An appreciation of how Businesses have a wide impact on the population and different groups. Ethical issues related to increasing productivity within a business	Businesses are not always profit orientated and how increasing prices does not always lead to an increased profit.	Students will become aware of the reasons why people work and theories to explain how to motivate workers to reduce absenteeism. Sources of Finance should help students when they become students and/or start employment	Students will understand the work of Trade Unions in supporting employees within a business and how workforce representation can be beneficial to all workers.	Potential Visit to Stoke City Football Club to appreciate the "business" of football
CEIAG	Ability to analyse the work on their managers and identify their different styles	Role of the Operations Managers and also Market Researchers and their role in identifying marketing trends	Basic Accountancy Roles and Market Researchers	Human resources assistant Financial Roles	Trade Unions Representation	Project Management Roles Financial Planning
Learning outside the classroom	Independent research skills	Independent research Use of current cases	Independent research on businesses		Research task to be completed and presented in class	
Additional Subject Specific Information		Need to follow businesses and keep a diary of current information			Use of business diaries to support their research project	

Year 13						
Term	Autumn (1)	Autumn (2)	Spring (1)	Spring (2)	Summer (1)	Summer (2)
Topic(s)/ Subjects(s)	<p>In Business ALL topics can feature on ANY of the 3 Examination papers. Students have to be able to draw knowledge from all parts of the course, particularly on the case study paper 3.</p> <p>Students will start the term by recapping on the work completed at the end of the previous year – critical path and investment appraisal.</p> <p>Students will then progress with their Financial Management work to understand the different Financial accounts, whilst concurrently understanding and appreciating how firms can grow.</p>	<p>Students will move onto the appreciation of the internal and external factors affecting businesses with one teacher, whilst moving on to appreciate the theory of Porter and his generic strategies of business growth.</p>	<p>Students will sit their January Trial examinations having a mock Paper 1 and Paper 3 – during 2 x 2 hour assessments.</p> <p>Students will then cover topics of Porter’s Forces and reasons for Growth and understand why firms need to retrench. In addition they will cover topics of Culture and strategic change</p>	<p>Students will now be entering the final phase of their learning. Topics covered now will have a synoptic feel and will require them to have a good working knowledge of all topics covered previously to enable them to draw from all areas of the syllabus.</p> <p>Skills will be tested regularly: essay skills, numerical skills and use of current business stories</p>	<p>During this half term, students will engage in active revision for the forthcoming papers in the summer. Revision is targeted towards topics that students want to focus on and exam skills are finalised.</p> <p>Students will use remaining time to revise all prior topics. Lessons will be spent reteaching and reassessing students on prior content the specification. This will include weekly assessment of exam papers. Content that will be retaught which focuses on areas of identified weakness in assessments, areas students lack confidence and areas likely to emerge in this year’s exam.</p>	
Knowledge and skills (Content)	<p>In Financial Management students will appreciate Balance Sheets and Income Statements and apply the different ratios which are used to assess business performance.</p> <p>They will appreciate the need for Business growth and how and why firms will grow using Ansoff’s theory. Time will be allocated to practise essay planning and writing which makes up 50% of the marks on Paper 1.</p>	<p>Mission statements and objectives Strategic decision making SWOT analysis Political and legal changes</p> <p>Porter’s theory Competitive Advantage Change management Barriers to change</p> <p>Students will continue to work on essay skills and structuring longer answer questions</p>	<p>Porter’s 5 Forces Sensitivity Analysis Reasons for Growth Innovation</p> <p>Culture Strategic Change focussing on Leadership & Communication</p> <p>Students continue to work on essay structuring</p>	<p>Managing international businesses</p> <p>Contingency planning and governance</p> <p>Essay skills and numeracy skills will continue to be vital to their success</p>		

Assessment	Use of past questions and timed essays	Timed essays Case study questions	Trial Examinations – Paper 1 and Paper 3 Timed Essays	Stimulus response questions Regular calculation practise		
Cross Curricular Links	Maths		Sociology/Psychology	Maths		
SMSC, British Values, Cultural Capital		Change and how it impacts on employees, the moral issues of changing business direction for profit reasons	Cultural difference across the world and how this impacts on Business management	Ethics of expansion and retrenchment		
CEIAG	Work of accountants and auditors					
Learning outside the classroom		Consolidation of previous work	Exam preparation Essay planning	Essay planning Exam Preparation		
Additional Subject Specific Information	Use of current in the news cases to support learning	Use of current in the news cases to support learning	Use of current in the news cases to support learning	Use of current in the news cases to support learning		

Intent

To ensure students achieve their fullest potential in Business, students will be formatively assessed each lesson on knowledge recall from both current and past topics.

- Classwork and homework which is assessed will be completed in exercise books so that students can check their progress and identify their weaker areas
- Data from assessments will then be used to target students and aim to enhance their development through re-teaching lessons and intervention.
- Students data from assessments and mock exams will be analysed to highlight any areas for development e.g. short mark questions, extended writing or research methods/maths.
- Students will be set regular homework which requires them to revisit content from the lessons and practise assessment style questions. This ensures learning is extended further. All homework will be recorded on Show My Homework.
- Students will be encouraged to follow a number of businesses and to watch the news regularly to enable them to use these examples in the extended exam questions. They will also be directed to Business websites to complete further reading around the subject. Extracurricular trips will also be organised to local businesses.