

Curriculum Area: Business



		Autumn1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 10	Theme or Intent:	Business activity Marketing	Business activity Marketing	People	People	People	People Research task
		Entrepreneurs, business planning, objectives, stakeholders.	Legal structures, growth.	Organisation charts, ways of working, communication.	Year 10 exam prep, communication.	Recruitment, selection, motivation.	Training. Research task
Assessments		HW 1, 2 and test	HW 3, 4, 5 and test	HW 6 & 7	Yr 10 exam & HW 8	HW 9 & 10	HW11 and research activity

		Autumn1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 11	Theme or Intent:	People Operations	Operations	External influences	Exam prep	Exam prep	N/A
		Staff development, employment laws. :	Sales methods, consumer laws, Trial 1, location, procurement, logistics	Ethical issues, environmental issues, economic climate, globalisation. Interdependence. Prep for Trial 2	Finance Marketing	Business activity People	
Assessments		HW 1 & 2	Trial 1 HW 3 & 4	HW 5 & 6	Trial 2		

		Autumn1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 12	Theme or Intent:	Intro to Business Business objectives & strategy	External influences	External influences HR	HR	HR Operations	Operations
		Intro to Business - Enterprise, business sectors, types of business, franchising, business size & growth Business objectives & strategy – objectives, stakeholders, business plan, risk & uncertainty, opportunity cost, Measuring performance: financial and non-financial	External influences - D&S, elasticity, the market, market size & growth, market forces, competition, market dominance, technological change, social and demographic factors, ethical factors, legal factors. Prep for Trial 1 Accounting and finance Sources of finance; Costs, revenue and profit; break-even analysis; investment appraisal; budgets and variances; cash flow; working capital; income statements;	External influences – political factors, environmental factors, economic factors, globalisation, trade. HR – organisation structure, recruitment, selection Accounting and finance statement of financial position; Ratio analysis Marketing Marketing resources Identifying customer needs Anticipating consumer needs Customers and consumers	HR – training, appraisal, redundancy & dismissal, leadership & management, motivation theories, financial methods of motivation. Marketing The product life cycle Marketing mix; Product; Price; Place; Promotion	HR – nonfinancial methods of motivation, employer/employee relations, Trade unions, Employment law Prep for trial 2 Operations – methods of production, added value, productivity, economies of scale, capacity utilisation, stock control. Y12 Summer project – Prepare a business case for a charity event within financial constraints	Operations – lean production, quality Research activity (The EU, Brexit) Y12 Summer project – Prepare a business case for a charity event within financial constraints
Assessments		Test Y12 Objectives and strategy test	Trial 1	Test Y12 Accounting and finance test	Test Y12 Marketing test	Trial 2	

		Autumn1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 13	Theme or Intent:	HR	HR Operations	Operations Intro to Business	External influences Change	Exam prep	N/A
		<p>HR – HRM objectives, workforce planning, flexible working practices, organization culture, communication, training needs analysis, employment tribunals, goal-setting theory, External influences on HRM, HRM strategy</p> <p>Business objectives and strategy</p> <p>Mission statements; CSR; Strategy and implementation; Plan-do-review, Opportunity cost; contingency planning and crisis management; models of strategic choice;</p>	<p>HR – consolidate HRM. Prep for trial 1.</p> <p>Operations – ops man objectives, innovations, R&D, CPA, Gantt charts, PERT, re-cap operations & exam technique.</p> <p>Decision trees; decision making; Ansoff's matrix; conflicts in business decision making; Time series analysis and moving averages;</p>	<p>Operations – logistics, re-cap ops man and exam technique, External influences on ops man, ops man strategy</p> <p>Intro to Business – general re-cap and exam technique, external growth, international trade, emerging markets,</p> <p>Accounting and Finance</p> <p>Accounting and finance objectives</p> <p>Accounting concepts</p> <p>Recap and more LO's</p> <p>Sources of finance;</p> <p>Cost, revenue and profit; Break-even analysis; cash flow; Statement of financial position; ratio analysis;</p>	<p>External influences – general re-cap, govt expenditure, business cycle, digital revolution.</p> <p>Exam prep Trial 2</p> <p>Change - Managing change</p> <p>Exam prep</p> <p>Accounting and Finance</p> <p>Recap and more LO's</p> <p>Ratio analysis</p> <p>External influences</p> <p>The finance strategy</p> <p>Marketing</p> <p>Marketing objectives</p> <p>Recap and more Lo's</p> <p>Service marketing</p> <p>External influences on marketing</p> <p>The marketing strategy</p>	Exam pep for all 3 papers, past questions	
Assessments		Y13 objectives and strategy test	HR test Trial 1		Y13 Accounting and Finance test Trial 2		