

	Autumn		Spring		Summer	
Y10	<p>Paper 1</p> <ul style="list-style-type: none"> • <u>Enterprise</u> • <u>Planning</u> • <u>Ownership</u> • <u>Aims & objectives</u> • <u>Stakeholders</u> • <u>Growth</u> 	<p>Paper 1</p> <ul style="list-style-type: none"> • <u>Role of marketing</u> • <u>Market research</u> • <u>Marketing mix</u> • <u>Human Resources</u> 	<p>Paper 2</p> <ul style="list-style-type: none"> • <u>Production</u> • <u>Quality</u> • <u>Customer service</u> • <u>Consumer law</u> • <u>Location</u> • <u>Suppliers</u> 	<p>Paper 2</p> <ul style="list-style-type: none"> • <u>Finance function</u> • <u>Sources of finance</u> • <u>Cost, revenue, profit</u> • <u>Breakeven</u> • <u>Cash flow</u> 	<p>Paper 2</p> <ul style="list-style-type: none"> • <u>Ethics</u> • <u>Environment</u> • <u>Economy</u> • <u>Globalisation</u> 	<p>Paper 1 and 2</p> <p>Topics are chosen based on end of year examinations, DDI</p>
<p>Curriculum content</p> <p>During year 10 students will focus on learning and using new business specific vocabulary, and developing the analysis of how business decisions impact the business and other stakeholders.</p>	<p>During this unit students will learn about the characteristics of an entrepreneur and the associated risks and rewards.</p> <p>Students will understand the different formats of ownership an entrepreneur can form as, and how stakeholders are affected by different businesses activities.</p> <p>Students will also explore how businesses have different objectives and how they change over time.</p>	<p>During this unit students will look at the role of the marketing department and the functions they are in charge of.</p> <p>Students will understand the benefits of using primary and secondary research in order to inform business decision.</p> <p>Students will also explore the role of the human resource department, including recruitment, motivation and training. As well as the importance of employee retention.</p>	<p>During this unit students will explore the range of production techniques different industries use and how this can impact on the quality of products made.</p> <p>Students will also understand the laws and legislation that protect consumers when buying goods and services.</p> <p>Students will also analyse the benefits and drawbacks of choosing different locations to trade as well as choosing the right supplier.</p>	<p>During this unit students will understand the role of the finance function and analyse the different methods of finance which are available to different types of businesses.</p> <p>Students will be able to calculate costs, revenues and profits, as well as interpret what they mean and be able to suggest ways for a business to improve their financial position.</p> <p>Students will also use financial tools such as breakeven and cash flow to help aid future business decisions.</p>	<p>During this unit students will understand the responsibility businesses have to be ethical and sustainable, the impact they have on the environment and how they can act in a more sustainable way.</p> <p>Student will also look at the benefits and drawbacks of globalisation not only for businesses but also for consumers.</p> <p>Finally, students will examine the economy, including: unemployment rates, inflation and GDP and how these economic indicators effect many different stakeholders.</p>	<p>During the last half term, students will recover areas of paper 1 and paper 2 to ensure they have a thorough understanding of the content.</p> <p>This will be decided based upon marking of end of year assessments, and looking at the topics and skills students need to further develop.</p>
Assessment	Students are assessed through marking of red zones (self, peer and/or teacher) and assessments every half term. These will test student's knowledge recall and application of knowledge.					
Literacy links	Students will develop literacy skills through regular practice of business specific vocabulary and through the use of command words such as state, explain and analyse.					

	Autumn		Spring		Summer
Y11	Paper 1 <ul style="list-style-type: none"> • <u>Enterprise</u> • <u>Planning</u> • <u>Ownership</u> • <u>Aims & objectives</u> • <u>Stakeholders</u> • <u>Growth</u> 	Paper 1 <ul style="list-style-type: none"> • <u>Role of marketing</u> • <u>Market research</u> • <u>Marketing mix</u> • <u>Human Resources</u> 	Paper 2 <ul style="list-style-type: none"> • <u>Production</u> • <u>Quality</u> • <u>Customer service</u> • <u>Consumer law</u> • <u>Location</u> • <u>Suppliers</u> 	Paper 2 <ul style="list-style-type: none"> • <u>Finance function</u> • <u>Sources of finance</u> • <u>Cost, revenue, profit</u> • <u>Breakeven</u> • <u>Cash flow</u> • <u>Ethics/environment</u> • <u>Economy/globalisation</u> 	Paper 1 and 2 <u>Revision from DDI</u>
Curriculum content During year 11 students will build on the foundations from year 10, using business terminology to analyse and evaluate how business decisions effect the business and wider stakeholders. Students will also evaluate the interdependent nature of business and how departments work together	During this unit students will learn about the characteristics of an entrepreneur and the associated risks and rewards. Students will analyse the best form of ownership for a business given their current situation and objectives. Students will make links between how the growth of a business can effect stakeholders, and how the use of a business plan aids them achieving their objectives.	During this unit students will analyse the use of market research and make suggestions on which type is most suitable. Students will analyse how the 4p's work together in ensuring that customers are satisfied and how this can impact a business. Students will explore the role of the human resource department, including recruitment, motivation and training and be able to evaluate which method is the best option.	During this unit students will analyse methods of production and recommend the most suitable type for a business. Students will also understand the laws and legislation that protect consumers when buying goods and services. Students will also analyse the benefits and drawbacks of choosing different locations to trade as well as choosing the right supplier, and how this helps a business achieve their aims.	During this unit students will understand the role of the finance function and analyse the different methods of finance which are available to different types of businesses. Students will be able to calculate costs, revenues and profits, as well as interpret what they mean and be able to suggest ways for a business to improve their financial position. Students will also use financial tools such as breakeven and cash flow to help aid future business decisions. Students will also explore the impact of how decisions in one functional area impact another.	During this half term students will have revision sessions based on mock data and DDI. Students will be preparing for examinations.
Assessment	Students are assessed through marking of red zones (self, peer and/or teacher) and assessments every half term. These will test student's knowledge recall and application of knowledge.				
Literacy links	Students will develop literacy skills through regular practice of business specific vocabulary and through the use of command words such as state, explain, analyse and evaluate.				

CTEC	Autumn		Spring		Summer	
Y12	<u>Unit 2 Exam</u>	<u>Unit 2 Exam</u>	<u>Unit 1 Exam</u>	<u>Unit 1 Exam</u>	<u>Unit 11 Coursework PMD</u>	<u>Unit 11 Coursework PMD</u>
Curriculum content	During this unit students will-understand -different protocols a business uses such as: authority, confidentiality, checking and employment -factors which influence meetings and travel, accommodation -business documents, such as transaction eg purchase order, internal eg, petty cash, other documents eg bank statement	During this unit students will-understand -payment methods eg, credit card, loan -completing and checking meeting documents - agenda, minutes -reasons for prioritising tasks and factors used to prioritise, how to assess priority -communication with stakeholders and different types of communication	During this unit students will-understand : -different types of business and objectives, sectors and ownership -functional areas, key tasks in each function and how functions interrelate -organisational structures -finance, calculating profit, breakeven and cash flow	During this unit students will-understand : -interpreting financial statements -business and stakeholders interactions and how to resolve conflict -pestle analysis -business plans -sources of finance -how to measure success and failure	During this unit students will-understand : -understand purpose of accounting and accounting requirements -use the accounting equation, capital assets and liabilities, -prepare principal source doc, eg sales invoice -double entry and ledger accounts Methods of payments and cashbooks	During this unit students will-understand : -understand purpose of accounting and accounting requirements -use the accounting equation, capital assets and liabilities, -prepare principal source doc, eg sales invoice -double entry and ledger accounts Methods of payments and cashbooks
Assessment	Students are assessed through marking of red zones (self, peer and/or teacher) and assessments every half term. In the examination units these are assessed through examination style questions. During the coursework, students have their coursework assessed and graded as pass, merit or distinction.					
Literacy links	Students will develop literacy skills through regular practice of command words such as describe, explain, assess and evaluate. These command words are used throughout both the examination and the coursework element.					

CTEC	Autumn		Spring		Summer
Y13	<u>Unit 4 Coursework</u> <u>PMD</u>	<u>Unit 4 Coursework</u> <u>PMD</u>	<u>Unit 8 Coursework</u> <u>PMD</u>	<u>Unit 8 Coursework</u> <u>PMD</u>	<u>Exam Period & Moderation for Unit 4 and Unit 8</u>
Curriculum content	<p>During this unit students will-understand :</p> <ul style="list-style-type: none"> -who customers are and their importance to businesses eg internal/external customers -how to communicate with customers and how businesses use corporate standards -how to establish a rapport with customers through verbal and non verbal communication whilst delivering a presentation and creating a press release -how to convey messages for business purposes -the constraints and issues which affect the sharing, storing and use of information for business communications 	<p>During this unit students will-understand :</p> <ul style="list-style-type: none"> -who customers are and their importance to businesses eg internal/external customers -how to communicate with customers and how businesses use corporate standards -how to establish a rapport with customers through verbal and non verbal communication whilst delivering a presentation and creating a press release -how to convey messages for business purposes -the constraints and issues which affect the sharing, storing and use of information for business communications 	<p>During this unit students will-understand :</p> <ul style="list-style-type: none"> -the factors that are involved in human resource planning such as employment law, recruitment and training -how to assess the effectiveness of training and development eg, on/off the job training, performance ratios, and the impact of motivation and retention -how and why businesses motivate employees, using a variety of theories such as Maslow's hierarchy of needs, and McGregor's X and Y theory, as well as financial and non financial methods -the importance of monitoring and managing employee performance through the use of appraisals and performance management, including disciplinary procedures -the importance of confidentiality within HR 	<p>During this unit students will-understand :</p> <ul style="list-style-type: none"> -the factors that are involved in human resource planning such as employment law, recruitment and training -how to assess the effectiveness of training and development eg, on/off the job training, performance ratios, and the impact of motivation and retention -how and why businesses motivate employees, using a variety of theories such as Maslow's hierarchy of needs, and McGregor's X and Y theory, as well as financial and non financial methods -the importance of monitoring and managing employee performance through the use of appraisals and performance management, including disciplinary procedures -the importance of confidentiality within HR 	<p>During this half term students will be ensuring that all pass, merit and distinction work is completed ready for moderation</p> <p>Some students may also be resitting either Unit 2 or Unit 1 examinations</p>
Assessment	Students are assessed through marking of coursework against the assessment criteria for the unit.				
Literacy links	Students will develop literacy skills through regular practice of command words such as describe, explain, assess and evaluate, through tasks which are graded pass, merit and distinction.				

A Level	Autumn		Spring		Summer	
Y12	<u>Introduction to business, business objectives</u>	<u>Human Resources</u>	<u>External Influences</u>	<u>Marketing</u>	<u>Finance and Accounting</u>	<u>Finance and Accounting</u>
Curriculum content	<p>During this unit students will-understand</p> <ul style="list-style-type: none"> -different forms of business ownership including franchises -ways businesses can grow in size including organic and external growth -stakeholder objectives and the impact of business decisions on stakeholders -business mission statements -corporate social responsibility and how this objective can conflict with profit maximisation -how businesses create a strategy and they use strategic modes such as Porters five forces 	<p>During this unit students will-understand</p> <ul style="list-style-type: none"> -the role of human resources and how they work across functions -organisational structures including centralises and decentralised and how this influences business decisions -how to recruit, train and appraise workers and monitor their workforce performance -how organisational structures, leadership styles and motivation all link together to achieve business objectives -how businesses can reduce labour including dismissal and redundancy 	<p>During this unit students will-understand :</p> <ul style="list-style-type: none"> -political-changes in government and the impact of this on the business environment, government influence over the economy -economic-including changes in interest rates, inflation and unemployment -social-changes in society including single people, aging population and geographical locations -technological-the impact and changes in technology and how this influences businesses -legal-how laws and changes in laws impact businesses such as minimum wage and health and safety -ethical/environmental-how consumers perceptions on ethics and environment including new legislation effects businesses, such as reducing C02 emissions 	<p>During this unit students will-understand :</p> <ul style="list-style-type: none"> -marketing objectives and the role of marketing within a business -market research including primary and secondary, and sampling methods -the 4P's -product, including product/customer orientation and the product life cycle -pricing strategies and price/income/cross elasticities of demand -place-changes in distribution and how technology and society changes have impacted the way we consume -promotion-including above and below the line promotion and the impact of social media -the 7P's-including physical , people and process in service marketing 	<p>During this unit students will-understand :</p> <p>During this unit students will-understand :</p> <ul style="list-style-type: none"> -financial and accounting objectives -sources of finance including short/medium/long term and factors which influence which one to choose -costs, revenues and profit and how to extract these from income statements and statement of financial positions -cash flow 	<p>During this unit students will-understand :</p> <ul style="list-style-type: none"> -budgets and variances -breakeven and investment appraisal -ratio analysis -use all of the above concepts to analyse and evaluate the current state of the business and how this impacts business decisions
Assessment	Students are assessed through marking of red zones (self, peer and/or teacher) and assessments every half term. In the examination units these are assessed through examination style questions.					
Literacy links	Students will develop literacy skills through regular practice of command words such as describe, explain, assess and evaluate.					

A Level	Autumn		Spring		Summer
Y13	<u>Introduction to business, business objectives</u>	<u>Human Resources</u>	<u>External Influences</u>	<u>Operations Management</u>	<u>Finance and Accounting</u>
Curriculum content	<p>During this unit students will-understand</p> <ul style="list-style-type: none"> -how to analyse different forms of business ownership and ways to grow -how to recommend and justify a strategy for a business given their circumstances -conflicting objectives -forecasting including qualitative and quantitative -how to analyse risk and reward -contingency planning and decision making tools 	<p>During this unit students will-understand</p> <ul style="list-style-type: none"> -organisational structures including centralises and decentralised and how this influences business decisions -workforce planning and the importance of planning for the future -the links between organisation structures and how this impacts motivation in the workplace -the reasons behind dismissal and the role of ACAS and trade unions 	<p>During this unit students will-understand :</p> <ul style="list-style-type: none"> -different market types, and how they are categorised -demand and supply and the impact it has on businesses and consumers -the impact of competition on a market -globalisation and the benefits to businesses and consumer -how globalisation has effected international trade, including free trade and trading blocs -PESTLE including changes in the economy, society and technology -change management and change management models 	<p>During this unit students will-understand :</p> <ul style="list-style-type: none"> -added value and how a business can add value -methods of production including lean and methods businesses can use to become more mean and how to measure economies of scale -project management including critical path analysis, PERT and gantt charts -measures of productivity, capacity utilisation and how this links to motivation -stock control, including graph and management of stock such as JIT and fixed time reordering -quality standards including kite marks -logistic and location and how this has been impacted by technology 	<p>During this unit students will-understand :</p> <ul style="list-style-type: none"> -financial and accounting objectives -sources of finance including short/medium/long term and factors which influence which one to choose -costs, revenues and profit and how to extract these from income statements and statement of financial positions -cash flow -budgets and variances -breakeven and investment appraisal -ratio analysis -use all of the above concepts to analyse and evaluate the current state of the business and how this impacts business decisions
Assessment	Students are assessed through marking of red zones (self, peer and/or teacher) and assessments every half term. In the examination units these are assessed through examination style questions.				
Literacy links	Students will develop literacy skills through regular practice of command words such as describe, explain, assess and evaluate.				