

BUSINESS STUDIES						
YEAR GROUP	HALF TERM 1	HALF TERM 2	HALF TERM 3	HALF TERM 4	HALF TERM 5	HALF TERM 6
	Y9					
KNOWLEDGE	<p>Enterprise and Entrepreneurship</p> <p>The dynamic nature of business</p> <p>Why new business ideas come about</p> <p>The impact of risk and reward on business activity</p> <p>The role of business enterprise and the purpose of business activity</p> <p>The role of entrepreneurship</p>	<p>Spotting a business opportunity Identifying and understanding customer needs.</p> <p>The purpose of market research</p> <p>Methods of market research</p>	<p>How businesses use market segmentation to target customers</p> <p>Understanding the competitive environment</p> <p>Putting a business idea into practice</p> <p>What business aims and business objectives are.</p> <p>Business aims and objectives when starting up.</p> <p>Students to continue to develop skills introduced in term 1 as well as building the following:</p> <p>Use business terminology to identify and explain business activity. As well as applying business concepts to familiar and unfamiliar contexts.</p>	<p>Why business aims and objectives differ between businesses</p> <p>The concept and calculation of revenue, profits, fixed and variable costs e.g.</p> <p>Interpretation of breakeven diagrams</p> <p>The importance of cash to a business.</p> <p>Calculation and interpretation of cash-flow forecasts.</p> <p>Sources of finance for a start-up or established small business.</p>	<p>Making the business effective</p> <p>The concept of limited liability</p> <p>The types of business ownership for start-ups</p> <p>The option of starting up and running a franchise operation</p> <p>Factors influencing business location</p> <p>What the marketing mix is and the importance of each element</p> <p>How the elements of the marketing mix work together</p>	<p>Making the business effective</p> <p>The role and importance of a business plan</p> <p>The purpose of planning business activity</p> <p>Business plans</p> <p>Understanding external influences on business</p> <p>Who business stakeholders are and their different objectives</p> <p>Different types of technology used by business</p>
SKILLS	<p>Students will start to learn and start to develop skills introduced to them in their first term of the academic year 1A)</p> <p>learning to understand new business terms and vocabulary to identify and explain business activity.</p>	<p>Students will continue developing key skills introduced to them in term 1A)</p> <p>Students should use business terminology to identify and explain business activity.</p>	<p>Students to continue to develop skills introduced in term 1 as well as building the following:</p> <p>Use business terminology to identify and explain business activity. As well as applying business concepts to familiar and unfamiliar contexts</p>	<p>Students should be applying skills taught in term 2A various studies throughout the enterprise and business opportunity sections of the course.</p> <p>In addition, students should continue to develop skills introduced in term 1 as well as building the following:</p> <p>Use business terminology to identify and explain business activity. As well as applying business concepts to familiar and unfamiliar contexts.</p> <p>Students should be able to analyse and evaluate different research methods.</p> <p>Analyse and evaluate information and evidence presented in different written, visual and numerical forms.</p> <p>Apply their understanding to explore and debate current business problems.</p> <p>Students can use business terminology and evidence to compare and contrast business issues, construct reasoned arguments and debates, make substantiated judgement and to draw conclusions.</p> <p>they should also be able to demonstrate knowledge and understanding of key business problems in what makes them effective.</p>	<p>Students should continue to develop and build on the skills taught across the course so far. By this stage, students must be able to do the following:</p> <p>Draw on information and evidence from different sources and be able to analyse and evaluate different research methods.</p> <p>Analyse and evaluate information and evidence presented in different written, visual and numerical forms.</p> <p>Apply their understanding to explore and debate current business problems.</p> <p>Students can use business terminology and evidence to compare and contrast business issues, construct reasoned arguments and debates, make substantiated judgement and to draw conclusions.</p> <p>they should also be able to demonstrate knowledge and understanding of key business problems in what makes them effective.</p>	<p>Students should continue to develop and build on the skills taught across the course so far. By this stage, students must be able to do the following:</p> <p>Students should be able to use business terminology to identify and explain business activity. As well as apply them to business concepts. Develop problem solving and decision-making skills relevant to investigating, analysing and evaluating business opportunities and issues to business. Be able to start linking factors understanding what external factors influence business.</p>
	Y10					
KNOWLEDGE	<p>Making the business effective</p> <p>The role and importance of a business plan</p> <p>The purpose of planning business activity</p> <p>Business</p> <p>Understanding external influences on business</p> <p>Who business stakeholders are and their different objectives</p> <p>Different types of technology used by business</p> <p>Understanding external influences on business</p> <p>Different types of technology used by business</p> <p>How technology influences business activity</p> <p>The purpose of legislation</p> <p>The impact of legislation on businesses</p> <p>The impact of the economic climate on businesses</p>	<p>Understanding external influences on business</p> <p>The importance of external influences on business</p> <p>Growing the business</p> <p>Methods of business growth and their impact (internal/external) e.g. organic, inorganic.</p>	<p>Growing the business</p> <p>Why business aims and objectives change as businesses evolve.</p> <p>The impact of globalisation on businesses.</p> <p>Barriers to international trade.</p>	<p>Growing the business</p> <p>The impact of ethical and environmental considerations on businesses</p> <p>Making marketing decisions</p> <p>The design mix</p> <p>Product: function, aesthetics, cost</p> <p>Price-pricing strategies</p> <p>influences on pricing strategies</p>	<p>Making marketing decisions</p> <p>Promotion-appropriate promotion strategies for different market segments</p> <p>Place-methods of distribution</p> <p>How each element of the marketing mix can influence other elements</p> <p>Making product decisions</p> <p>Business operations</p> <p>The purpose of business operations:</p> <p>to produce goods</p> <p>to provide services</p>	<p>Making product decisions</p> <p>Business operations</p> <p>Impacts of technology on production</p> <p>Managing stock:</p> <p>Interpretation of bar gate stock graphs.</p> <p>Working with suppliers</p> <p>Making product decisions</p> <p>Managing quality</p> <p>The sales process</p> <p>The concept of quality and its importance</p> <p>The sales process</p> <p>The importance to businesses of providing good customer service</p>
SKILLS	<p>Students will need to have the following skills:</p> <p>Students should continue to develop and build on the skills taught across the course so far. Including content delivered last year. . By this stage, students must be able to do the following:</p> <p>Use business terminology to identify and explain business activity. Apply business concepts. Develop problem solving and decision-making skills relevant to investigating, analysing and evaluating business opportunities and issues to business. As well as impact on individuals and wider society.</p>	<p>Students will need to have the following skills:</p> <p>Students will continue developing key skills introduced to them in term 1A) as well as content delivered last year.</p> <p>Use business terminology to identify and explain business activity. Apply business concepts. Develop problem solving and decision-making skills relevant to investigating, analysing and evaluating business opportunities and issues to business. Apply their skills, knowledge and understanding to contemporary business issues and to different types and sizes of businesses in local, national and global contexts.</p>	<p>Students will need to have the following skills:</p> <p>Students continue to develop skills introduced in term 1 and content from last year. As well as building the following.</p> <p>Use business terminology to identify and explain business activity. Apply business concepts. Develop problem solving and decision-making skills relevant to investigating, analysing and evaluating business opportunities and issues to business. Additional skills include the ability to think connexentially and creatively to demonstrate business acumen, and draw on evidence to make informed business decisions and solve business problems. Making links to businesses growing into different markets.</p>	<p>Students will need to have the following skills:</p> <p>Students continue to develop skills introduced in term 1 & term 2a. Plus content delivered last year. As well as building the following.</p> <p>Use business terminology to identify and explain business activity. Apply business concepts. Develop problem solving and decision-making skills relevant to investigating, analysing and evaluating business opportunities and issues to business. Additional skills include being able to develop as effective and independent students, and as critical and reflective thinkers with enquiring minds. Students should be able to investigate, analyse and evaluate business opportunities and issues. As businesses are growing they are expanding into different markets as well as making marketing decisions that will impact their potential.</p>	<p>Students will need to have the following skills:</p> <p>Students continue to develop skills introduced in term 1 & 2. Plus content delivered last year. As well as building the following.</p> <p>Students should be able to continue to apply business concepts. Develop problem solving and decision-making skills relevant to investigate and analyse real business opportunities and issues to construct well argued, well-evidenced, balanced and structured arguments, demonstrating their depth and breadth of understanding of business. Looking at beyond the elements of the marketing mix and entering new areas of distributing their products or services into different areas</p>	<p>Students will need to have the following skills:</p> <p>Students continue to develop skills introduced in term 1 & 2 & term 3a. Plus content delivered last year. As well as building the following.</p> <p>Students should be able to continue to apply business concepts. Develop problem solving and decision-making skills relevant to investigate and analyse real business opportunities and issues to construct well argued, well-evidenced, balanced and structured arguments, demonstrating their depth and breadth of undertake justified decisions using both qualitative and quantitative data including its selection, interpretation, analysis and evaluation, and the application of appropriate quantitative skills. These measures should be linked to production and business operations.</p>
	Y11					
KNOWLEDGE	<p>Making product decisions</p> <p>Business operations</p> <p>The purpose of business operations:</p> <p>to produce goods</p> <p>to provide services</p> <p>Making product decisions</p> <p>Business operations</p> <p>Impacts of technology on production</p> <p>Managing stock:</p> <p>Interpretation of bar gate stock graphs.</p> <p>Working with suppliers</p> <p>Making product decisions</p> <p>Managing quality</p> <p>The sales process</p> <p>The concept of quality and its importance</p> <p>The sales process</p> <p>The importance to businesses of providing good customer service</p>	<p>Making people decisions</p> <p>Different organisational structures and when each is appropriate.</p> <p>The importance of effective communication.</p> <p>Different job roles and responsibilities</p> <p>How businesses train and develop employees:</p> <p>Different ways of training and developing employees.</p> <p>Why businesses train and develop employees.</p> <p>The importance of motivation in the workplace.</p> <p>Making financial decisions</p> <p>Business calculations</p> <p>The concept and calculation of e.g. gross profit, net profit, average rate of return.</p> <p>Understanding business performance</p> <p>The use and interpretation of quantitative business data to support, inform and justify business decisions.</p>	<p>Theme 1 Content</p> <p>Enterprise and entrepreneurship Spotting a business opportunity Putting a business idea into practice</p> <p>Making the business effective</p> <p>Understanding external influences on business</p> <p>Exam Practice</p>	<p>Theme 2 Content</p> <p>Growing the business</p> <p>Making marketing decisions</p> <p>Making operational decisions</p> <p>Making financial decisions</p> <p>Exam Practice</p>	<p>Theme 2 Content</p> <p>Making human resource decisions</p> <p>Exam Practice</p>	<p>Exam Practice</p>
SKILLS	<p>Students will need to have the following skills:</p> <p>Students should continue to develop and build on the skills taught across the course so far. Including content delivered in the last two years. By this stage, students must be able to do the following.</p> <p>Students should be able to continue to apply business concepts. Develop problem solving and decision-making skills relevant to investigate and analyse real business opportunities and issues to construct well argued, well-evidenced, balanced and structured arguments, demonstrating their depth and breadth of undertake justified decisions using both qualitative and quantitative data including its selection, interpretation, analysis and evaluation, and the application of appropriate quantitative skills.</p>	<p>Students will need to have the following skills:</p> <p>Students should continue to develop and build on the skills taught across the course so far. Including content delivered in the last two years. As well as content from 1.a. By this stage, students must be able to do the following.</p> <p>Students should be able to continue to apply business concepts. Develop problem solving and decision-making skills relevant to investigate and analyse real business opportunities and issues to construct well argued, well-evidenced, balanced and structured arguments, demonstrating their depth and breadth of undertake justified decisions using both qualitative and quantitative data including its selection, interpretation, analysis and evaluation, and the application of appropriate quantitative skills.</p>	<p>Students will need to have the following skills:</p> <p>Students should continue to develop and build on the skills taught across the course so far. Including content delivered in the last two years. As well as content from term 1. By this stage, students must be able to do the following.</p> <p>Students should be able to continue to apply business concepts. Develop problem solving and decision-making skills relevant to investigate and analyse real business opportunities and issues to construct well argued, well-evidenced, balanced and structured arguments, demonstrating their depth and breadth of undertake justified decisions using both qualitative and quantitative data including its selection, interpretation, analysis and evaluation, and the application of appropriate quantitative skills.</p>	<p>Students will need to have the following skills:</p> <p>Students are required students, drawing on the knowledge and an understanding of the entire course, they should be able to use business terminology to identify and explain business activity. As well as apply business concepts to familiar and unfamiliar contexts. Plus, develop problem solving and decision-making skills relevant to business. In addition, investigate, analyse and evaluate business opportunities and issues. In conclusion, make justified decisions using both qualitative and quantitative data including its selection, interpretation, analysis and evaluation, and the application of appropriate quantitative skills in all topics from both theme 1 and 2.</p>	<p>Students will need to have the following skills:</p> <p>Students are required students, drawing on the knowledge and an understanding of the entire course, they should be able to use business terminology to identify and explain business activity. As well as apply business concepts to familiar and unfamiliar contexts. Plus, develop problem solving and decision-making skills relevant to business. In addition, investigate, analyse and evaluate business opportunities and issues. In conclusion, make justified decisions using both qualitative and quantitative data including its selection, interpretation, analysis and evaluation, and the application of appropriate quantitative skills in all topics from both theme 1 and 2.</p>	<p>Students will need to have the following skills:</p> <p>Students are required students, drawing on the knowledge and an understanding of the entire course, they should be able to use business terminology to identify and explain business activity. As well as apply business concepts to familiar and unfamiliar contexts. Plus, develop problem solving and decision-making skills relevant to business. In addition, investigate, analyse and evaluate business opportunities and issues. In conclusion, make justified decisions using both qualitative and quantitative data including its selection, interpretation, analysis and evaluation, and the application of appropriate quantitative skills in all topics from both theme 1 and 2.</p>