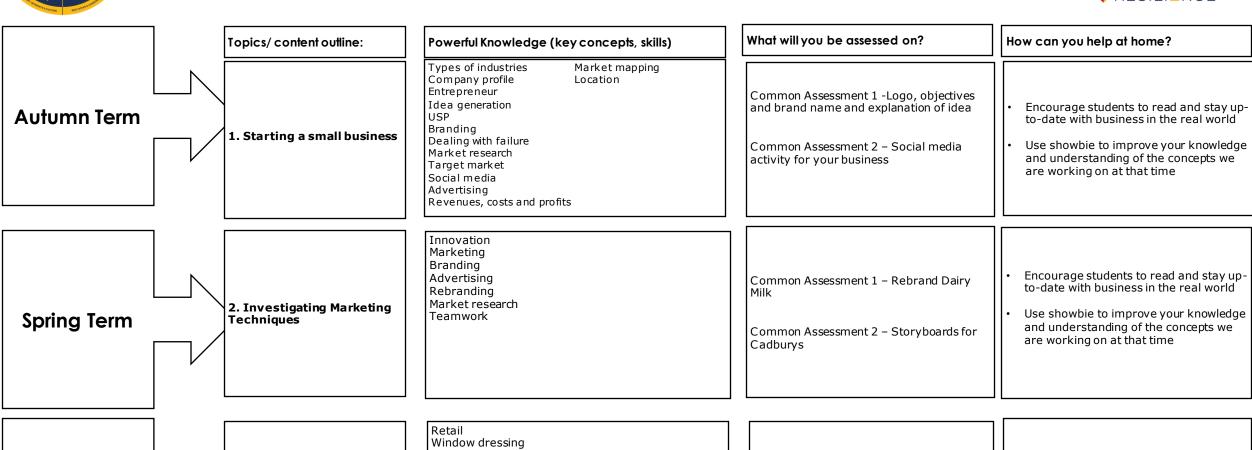


Year 9 Curriculum Overview: Business





Summer Term

3. Retail & Staff management

Window dressing
Hero products
Product design
Recruitment and selection
Job description
Job specification
Interview techniques
Shortlisting
Shop planning

Common Assessment 1 – The importance and benefits of an eye-catching window

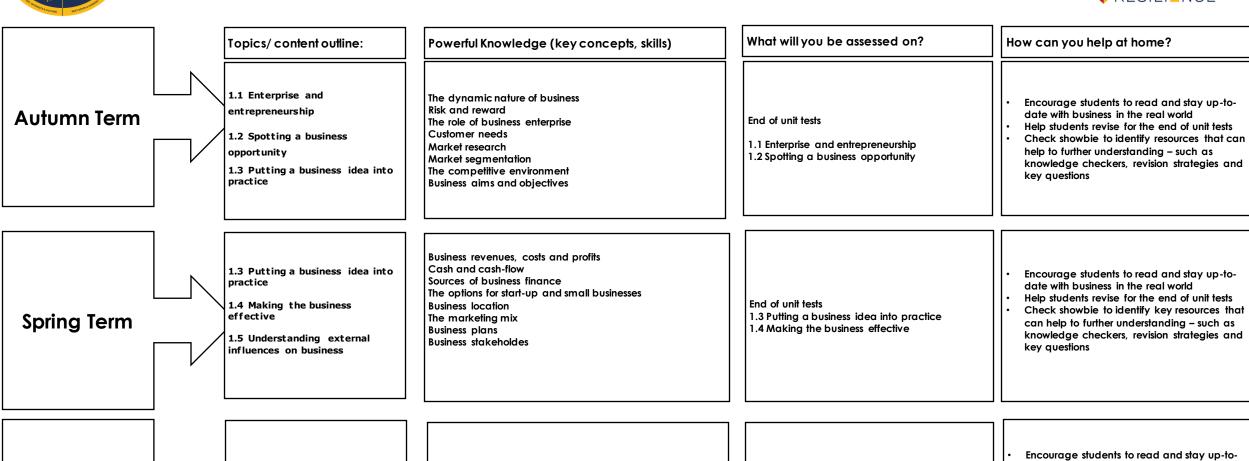
Common Assessment 2 – Planning the shop floor

- Encourage students to read and stay upto-date with business in the real world
- Use showbie to improve your knowledge and understanding of the concepts we are working on at that time



Year 10 Curriculum Overview: Business





Summer Term

1.5 Understanding external influences on business

Exam preparation

Technology and business Legislation and business The economy and business External influences Exam preparation

End of unit test

1.5 Understanding external influences

End of year exam – Past GCSE paper 1

- Encourage students to read and stay up-t date with business in the real world
- Help students revise for the end of unit tests
- Check showbie to identify key resources that can help to further understanding such as knowledge checkers, revision strategies and key questions
- Use showbie to access past papers

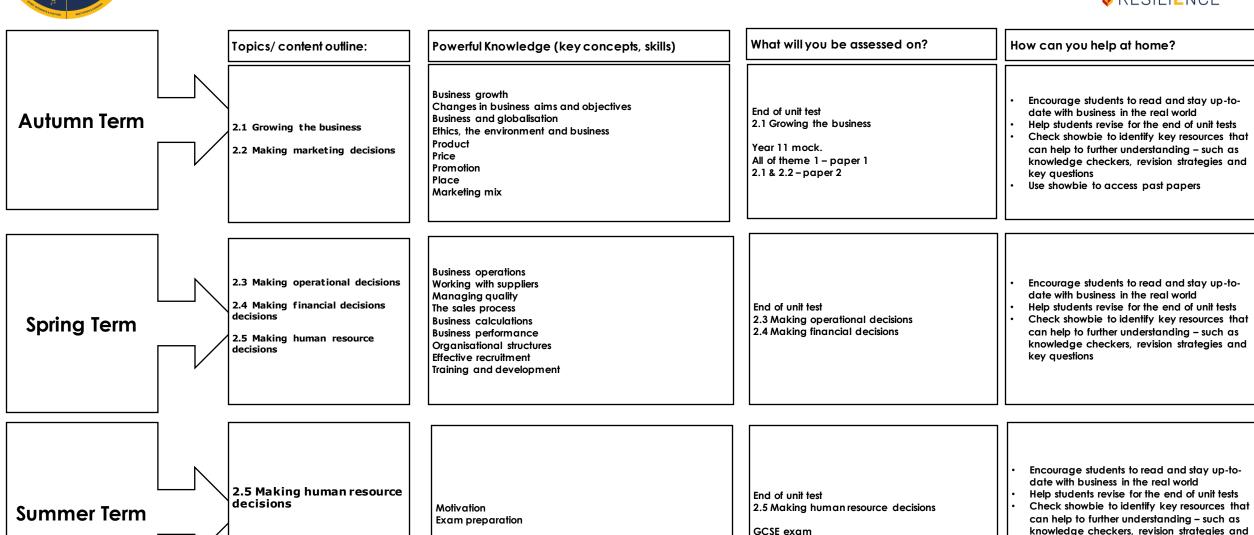


Year 11 Curriculum Overview: Business



key questions

Use showbie to access past papers





Year 12 Curriculum Overview: Business



Autumn Term

Topics/ content outline:

Theme 1 - Marketing & People 1.1 Meeting customer needs 1.5 Entrepreneurs & Leaders 1.3 Marketing Mix & Strategy Theme 2 - Managing business activities 2.1 Raising finance 2.2 Financial Planning

Powerful Knowledge (key concepts, skills)

The market Liability Internal finance Role of an entrepreneur Entrepreneurial motives & External finance characteristics Planning Moving form entrepreneurial to Sales forecasting Budgets leader Forms of business Sales, revenue and costs Business objectives Profit

Business choices Break-evn Market research Market positioning Product/service design

Branding and promotion

Recruitment, selection and

Organisation design

Pricing strategies

What will you be assessed on?

End of unit tests - Theme 1 Common Assessment 1 - 1.1 Meeting customer needs 1.5 Entrepreneurs & Leaders Common Assessment 2 - 1.3 Marketing Mix & Strategy

End of unit Tests - Theme 2 Common Assessment 1 - 2.1 Raising finance Common Assessment 2 - 2.2 Financial Planning

How can you help at home?

- Encourage students to read and stay up-todate with business in the real world
- Help students revise for the end of unit tests
- Check showbie to identify key resources that can help to further understanding such as knowledge checkers, revision strategies and key questions

Spring Term

- 1.3 Marketing Mix & Strategy
- 1.2 The market
- 1.4 Managing people

2.3 Managing Finance

- 2.4 Resource management
- 2.3 Managing finance

Distribution Business failure Marketing strategy Production, productivity and Demand efficiency Supply Capacity utilisation Markets Stock control PED Quality management YED Approaches to staffing

Liquidity

End of unit tests - Theme 1 Common Assessment 3 - 1.3 Marketing Mix & Strategy

Common Assessment 4 - 1.2 The market

End of unit Tests - Theme 2 Common Assessment 3 - 2.3 Managing Finance Common Assessment 4 - 2.4 Resource Management

- Encourage students to read and stay up-todate with business in the real world
- Help students revise for the end of unit tests
- Check showbie to identify key resources that can help to further understanding such as knowledge checkers, revision strategies and key questions

1.4 Managing people **Summer Term** 2.5 External influences Exam preparation

Motivation Leadership

training

Economic influences Legislation The competitive environment

Retrieval of previous learning

End of unit tests - Theme 1 Common Assessment 5 - 1.4 Managing people

End of unit Tests - Theme 2 Common Assessment 5 – 2.5 External Influences

End of year 12 exam Paper 1 - All of theme 1 Paper 2 - All of theme 2

- Encourage students to read and stay upto-date with business in the real world
- Help students revise for the end of unit tests
 - Check showbie to identify key resources that can help to further understanding such as knowledge checkers, revision strategies and key questions
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Year 13 Curriculum Overview: Business



Autumn Term

Topics/ content outline:

Theme 3 - Business decisions & strategy
3.1 Business objectives & strategy
3.4 Influences on business decisions
3.2 Business growth

Theme 4 - Global business
4.2 Global markets and business expansion

4.4 Global industries and companies

4.1 Globalisation

Powerful Knowledge (key concepts, skills)

Corporate objectives Conditions that prompt trade Corporate influences Assessment of a country as a Shareholders vs stakeholders market Corporate culture Assessment of a country as a production location Business ethics Theories of corporate strategy Global mergers or joint SWOT analysis ventures Impact of external influences Global competitiveness Growth Cultural and social issues Mergers and takeovers The impact of MNCs Organic growth Ethics Reasons for staying small Controlling MNCs Quantitative sales forecasting Growing economies

What will you be assessed on?

End of unit tests – Theme 3 Common Assessment 1 – 3.1 Business objectives and strategy 3.4 Influences on business decisions Common Assessment 2 – 3.2 Business growth

End of unit Tests – Theme 4 Common Assessment 1 – 4.2 Global markets & business expansion Common Assessment 2 – 4.4 Global industries and

How can you help at home?

- Encourage students to read and stay up-to-date with business in the real world
- Help students revise for the end of unit tests
- Checkshowbie to identify key resources that can help to further understanding – such as knowledge checkers, revision strategies and key questions

3.3 Decision-making techniques
3.5 Assessing Competitiveness

4.1 Globalisation
4.3 Global marketing

Mock Preparation

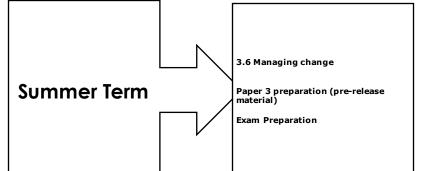
Investment appraisal International trade and growth Decision trees Factors contributing to Critical Path A nalysis increased globalisation Interpretation of financial statements Trading blocs Ratio A nalysis Marketing Human Resources Niche markets

Mock exam - Paper 1 - Theme 1&4 Paper 2 - Theme 2&3

End of unit tests - Theme 3 Common Assessment 3 - 3.3 Decision-making techniques & 3.5 Assessing competitiveness

End of unit Tests – Theme 4 Common A ssessment 3 – 4.1 Globalisation & 4.3 Global marketing

- Encourage students to read and stay up-todate with business in the real world
- Help students revise for the end of unit tests
- Checkshowbie to identify key resources that can help to further understanding such as knowledge checkers, revision strategies and key questions
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Causes and effects of change Key factors in change Scenario planning Pre-release

A - level exams

companies

Paper 1 - Theme 1&4 Paper 2 - Theme 2&3

Paper 3 - All themes based on a pre-released industry

Encourage students to read and stay up-todate with business in the real world

 Help students revise for the end of unit tests
 Checkshowbie to identify key resources that can help to further understanding – such as knowledge checkers, revision strategies and

Use showbie to access past papers

key questions