



## Curriculum Map 2019-20 – Business Studies

TERM	CONTENT AND SKILLS				
	YEAR 9	YEAR 10	YEAR 11	YEAR 12	YEAR 13
AUTUMN	<p><u>Content</u> Business in the real world: Sept – Dec</p> <ul style="list-style-type: none"> <li>• The purpose and nature of business</li> <li>• Basic functions and types of business</li> <li>• Sole traders</li> <li>• Partnerships</li> <li>• Private Limited Companies</li> <li>• Public Limited Companies</li> <li>• Not for profit organisations</li> <li>• Setting business aims and objectives</li> <li>• Main stakeholders of businesses</li> <li>• Factors influencing the location decision of a business</li> </ul>	<p><u>Content</u> Business in the real world and Influences on Business: Sept – Dec</p> <ul style="list-style-type: none"> <li>• Influence of technology</li> <li>• Benefits and drawbacks of expansion</li> <li>• The economic climate</li> <li>• Business and globalisation</li> </ul> <p><u>Key Skills</u></p> <p><b>AO1: Demonstrate knowledge and understanding</b> Continuation of the acquisition of knowledge. Consolidation of how to demonstrate knowledge and understanding in written forms (Literacy). Constructing written answers that identifies, explains, and relates to a business scenario. It also analyses factors that affect businesses or analyses the effects of business decisions.</p>	<p><u>Content</u> Human Resources/ Marketing: Sept –Dec</p> <ul style="list-style-type: none"> <li>• Organisational Structure</li> <li>• Recruitment and Selection of employees</li> <li>• Motivating employees</li> <li>• Training</li> <li>• Identifying and understanding customers</li> <li>• Segmentation</li> <li>• The purpose and Methods of Market research</li> <li>• The elements of the marketing mix: price, product, promotion and place (4Ps)</li> </ul>	<p><u>Content</u> What is Business?/ Marketing/ Operations: Sept - Dec</p> <ul style="list-style-type: none"> <li>• Understanding the nature and purpose of business</li> <li>• Understanding different business forms</li> <li>• Understanding that businesses operate within an external environment</li> <li>• Understanding management, leadership and decision making</li> <li>• Understanding management decision making</li> <li>• Understanding the role and importance of stakeholders</li> <li>• Setting marketing objectives</li> <li>• Understanding markets and customers</li> </ul>	<p><u>Content</u> Strategic Position/ Strategic Direction/ Strategic Methods: Sept-Dec</p> <ul style="list-style-type: none"> <li>• Analysing the external environment to assess opportunities and threats: social and technological</li> <li>• Analysing strategic options: investment appraisal</li> <li>• Strategic direction: choosing which markets to compete in and what products to offer</li> <li>• Strategic positioning: choosing how to compete</li> </ul>

	<ul style="list-style-type: none"> <li>• The purpose of business planning</li> <li>• Methods of expansion</li> </ul> <p><u>Keys Skills</u></p> <p><b>AO1: Demonstrate knowledge and understanding</b> Introduction to the acquisition of knowledge. Focus on how to demonstrate knowledge and understanding in written forms (Literacy). Constructing written answers that identify and explain.</p>	<p><b>AO2: Applying knowledge and understanding.</b> Recapping how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p> <p><b>AO3: Developing Analysis</b> Development of how to analyse business information and issues to demonstrate understanding of factors that affect businesses and the effects of business decisions</p>	<p><u>Key Skills</u></p> <p><b>AO1: Demonstrate knowledge and understanding</b> Continuation of the acquisition of knowledge. Consolidation of how to demonstrate knowledge and understanding in written forms. (Literacy). Constructing written answers that identifies, explains, and relates to a business scenario. It also analyses factors that affect businesses or analyses the effects of business decisions. Producing balance arguments, which reach judgements, based on evidence.</p> <p><b>AO2: Applying knowledge and understanding.</b> Consolidation of how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p> <p><b>AO3: Analysis</b> Consolidation of how to analyse business information and issues to demonstrate understanding of factors that affect businesses and the effects of business decisions</p> <p><b>AO4: Evaluation</b> Developing evaluation of business information and issues to demonstrate understanding of business activity, make balanced arguments, reach judgements and draw conclusions.</p>	<ul style="list-style-type: none"> <li>• Making marketing decisions: segmentation, targeting, positioning</li> <li>• Making marketing decisions: using the marketing mix</li> <li>• Setting operational objectives</li> <li>• Making operational decisions to improve performance: increasing efficiency and productivity</li> </ul> <p><u>Key Skills</u></p> <p><b>AO1: Demonstrate knowledge and understanding</b> Introducing the acquisition of knowledge. How to demonstrate knowledge and understanding in written forms. (Literacy). Constructing written answers that identifies, explains, and relates to a business scenario. It also analyses factors that affect businesses or analyses the effects of business decisions. Producing balance arguments, which reach judgements, based on evidence.</p> <p><b>AO2: Applying knowledge and understanding.</b> Introducing how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p>	<ul style="list-style-type: none"> <li>• Assessing a change in scale</li> <li>• Assessing innovation</li> <li>• Assessing internationalisation</li> <li>• Assessing greater use of digital technology</li> </ul> <p><u>Key Skills</u></p> <p><b>AO1: Demonstrate knowledge and understanding</b> Continuation of consolidation of knowledge. Consolidation of how to demonstrate knowledge and understanding in written forms (Literacy and numeracy). Constructing written answers that identifies, explains, and relates to a business scenario. It also analyses factors that affect businesses or analyses the effects of business decisions. Producing balance arguments, which reach judgements, based on evidence. Outlining calculations, which show workings, and labelling.</p> <p><b>AO2: Applying knowledge and understanding.</b> Consolidation of how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p>
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SPRING	<p><u>Content</u> Business in the real world/ Influences on business/ Operations/ Marketing: Jan – April</p> <ul style="list-style-type: none"> <li>Ethical and environmental considerations</li> <li>Production processes</li> <li>Customer service</li> <li>Identifying customer needs</li> <li>Market segmentation</li> <li>Market research</li> <li>The marketing mix</li> </ul> <p><u>Keys Skills</u></p>	<p><u>Content</u> Business in the real world/ Influences on Business: Jan - April</p> <ul style="list-style-type: none"> <li>Business and legislation</li> <li>Business and the competitive environment</li> </ul> <p><u>Key Skills</u></p> <p><b>AO1: Demonstrate knowledge and understanding</b> Continuation of the acquisition of knowledge. Consolidation of how to demonstrate knowledge and understanding in written forms.</p>	<p><u>Content</u> Finance: Jan - April</p> <ul style="list-style-type: none"> <li>Sources of finance</li> <li>Cash flow</li> <li>Financial terms and calculations</li> <li>Analysing the financial performance of a business</li> </ul> <p>Revision and exam practice</p> <p><u>Key Skills</u></p> <p><b>AO1: Demonstrate knowledge and understanding</b> Continuation of consolidation of knowledge. Consolidation of how to demonstrate knowledge and understanding</p>	<p><u>Content</u> Operations/Finance/Human Resources: Jan – April</p> <ul style="list-style-type: none"> <li>Making operational decisions to improve performance: improving quality</li> <li>Making operational decisions to improve performance: managing inventory and supply chains</li> <li>Setting financial objectives</li> <li>Analysing financial performance</li> </ul>	<p><u>Content</u> Strategic change: Jan - April</p> <ul style="list-style-type: none"> <li>Managing change</li> <li>Managing organisational culture</li> <li>Managing strategic implementation</li> <li>Problems with strategy and why strategies fail</li> </ul> <p><u>Key Skills</u></p> <p><b>AO1: Demonstrate knowledge and understanding</b> Continuation of consolidation of knowledge. Consolidation of how to demonstrate knowledge and understanding</p>

	<p><b>AO1: Demonstrate knowledge and understanding</b> Development of the acquisition of knowledge. Developing how to demonstrate knowledge and understanding in written forms (Literacy). Constructing written answers that identifies, explains and relates to a business scenario.</p> <p><b>AO2: Applying knowledge and understanding.</b> Introduction to applying knowledge and understanding of business concepts and issues to a variety of business scenarios</p>	<p>(Literacy). Constructing written answers that identifies, explains, and relates to a business scenario. It also analyses factors that affect businesses or analyses the effects of business decisions.</p> <p><b>AO2: Applying knowledge and understanding.</b> Consolidation of how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p> <p><b>AO3: Analysis</b> Development of how to analyse business information and issues to demonstrate understanding of factors that affect businesses and the effects of business decisions</p>	<p>in written forms (Literacy and numeracy). Constructing written answers that identifies, explains, and relates to a business scenario. It also analyses factors that affect businesses or analyses the effects of business decisions. Producing balance arguments, which reach judgements, based on evidence. Outlining calculations, which show workings, and labelling.</p> <p><b>AO2: Applying knowledge and understanding.</b> Consolidation of how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p> <p><b>AO3: Analysis</b> Consolidation of how to analyse business information and issues to demonstrate understanding of factors that affect businesses and the effects of business decisions</p> <p><b>AO4: Evaluation</b> Consolidation of evaluation of business information and issues to demonstrate understanding of business activity, make balanced arguments, reach judgements and draw conclusions.</p>	<ul style="list-style-type: none"> <li>• <b>Making financial decisions: sources of finance</b></li> <li>• <b>Making financial decisions: improving cash flow and profits</b></li> <li>• <b>Setting human resource objectives</b></li> <li>• <b>Analysing human resource performance</b></li> <li>• <b>Making human resource decisions: improving organisational design and managing the human resource flow</b></li> <li>• <b>Making human resource decisions: improving motivation and engagement</b></li> <li>• <b>Making human resource decisions: improving employer-employee relations</b></li> </ul>	<p>in written forms (Literacy and numeracy). Constructing written answers that identifies, explains, and relates to a business scenario. It also analyses factors that affect businesses or analyses the effects of business decisions. Producing balance arguments, which reach judgements, based on evidence. Outlining calculations, which show workings, and labelling.</p> <p><b>AO2: Applying knowledge and understanding.</b> Consolidation of how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p> <p><b>AO3: Analysis</b> Consolidation of how to analyse business information and issues to demonstrate understanding of factors that affect businesses and the effects of business decisions</p> <p><b>AO4: Evaluation</b> Consolidation of evaluation of business information and issues to demonstrate understanding of business activity, make balanced arguments, reach judgements and draw conclusions</p>
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<p>SUMMER</p>	<p><u>Content</u> Human Resources/ Marketing/ Finance: April – July</p> <ul style="list-style-type: none"> <li>Recruitment and selection of employees</li> <li>Motivating employees</li> <li>Training employees</li> <li>Identifying sources of finance for business</li> <li>The value and use of branding</li> </ul> <p><u>Key Skills</u></p> <p><b>AO1: Demonstrate knowledge and understanding</b> Continuation of the acquisition of knowledge. Developing how to demonstrate knowledge and understanding in written forms (Literacy). Constructing written answers that identifies, explains, and relates to a business scenario. It also analyses factors that affect businesses or analyses the effects of business decisions.</p> <p><b>AO2: Applying knowledge and understanding.</b> Developing how to apply knowledge and understanding of</p>	<p><u>Content</u> Operations/_Human Resources: April – July</p> <ul style="list-style-type: none"> <li>The role of procurement</li> <li>The concept of quality</li> <li>Organisational structures</li> </ul> <p><u>Key Skills</u></p> <p><b>AO1: Demonstrate knowledge and understanding</b> Continuation of the acquisition of knowledge. Consolidation of how to demonstrate knowledge and understanding in written forms. (Literacy). Constructing written answers that identifies, explains, and relates to a business scenario. It also analyses factors that affect businesses or analyses the effects of business decisions. Producing balance arguments, which reach judgements, based on evidence.</p> <p><b>AO2: Applying knowledge and understanding.</b> Consolidation of how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p> <p><b>AO3: Analysis</b> Developing of how to analyse business information and issues to demonstrate understanding of</p>	<p><u>Content</u> Business in the real world/ Influences on business/ Operations/ Human Resources/ Marketing/Finance</p> <p>Revision and exam practice: April -June</p> <p><u>Key Skills</u></p> <p><b>AO1: Demonstrate knowledge and understanding</b> Continuation of consolidation of knowledge. Consolidation of how to demonstrate knowledge and understanding in written forms (Literacy and numeracy). Constructing written answers that identifies, explains, and relates to a business scenario. It also analyses factors that affect businesses or analyses the effects of business decisions. Producing balance arguments, which reach judgements, based on evidence. Outlining calculations, which show workings, and labelling.</p> <p><b>AO2: Applying knowledge and understanding.</b> Consolidation of how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p> <p><b>AO3: Analysis</b></p>	<p><u>Content</u> Strategic positioning: April – July</p> <ul style="list-style-type: none"> <li>Mission statements, corporate objectives and strategy</li> <li>Analysing the existing internal position of a business to assess strengths and weaknesses: financial ratio analysis</li> <li>Analysing the existing internal position of a business to assess strengths and weaknesses: overall performance</li> <li>Analysing the external environment to assess opportunities and threats: political and legal change</li> <li>Analysing the external environment to assess opportunities and threats: economic change</li> </ul> <p><u>Key Skills</u></p> <p><b>AO1: Demonstrate knowledge and understanding</b> Developing the acquisition of knowledge. Developing how to demonstrate knowledge and</p>	<p><u>Content</u> Revision and exam practice: April –June</p> <p><u>Key Skills</u></p> <p><b>AO1: Demonstrate knowledge and understanding</b> Continuation of consolidation of knowledge. Consolidation of how to demonstrate knowledge and understanding in written forms (Literacy and numeracy). Constructing written answers that identifies, explains, and relates to a business scenario. It also analyses factors that affect businesses or analyses the effects of business decisions. Producing balance arguments, which reach judgements, based on evidence. Outlining calculations, which show workings, and labelling.</p> <p><b>AO2: Applying knowledge and understanding.</b> Consolidation of how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p> <p><b>AO3: Analysis</b> Consolidation of how to analyse business information and issues to demonstrate understanding of factors that affect businesses and the effects of business decisions</p> <p><b>AO4: Evaluation</b> Consolidation of evaluation of business information and issues to demonstrate understanding of business</p>
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## Assessment calendar 2019-20 Business Studies

TERM	YEAR 9	YEAR 10	YEAR 11	YEAR 12	YEAR 13
AUTUMN	<p><u>Assessment 1</u> Mid Oct - Early November</p> <ol style="list-style-type: none"> <li>Reasons for starting your own business</li> <li>Qualities/skills of an entrepreneur</li> </ol> <p><u>One source</u> <u>Three questions</u> <u>12 marks</u> <u>Key skills</u> Demonstrate knowledge and understanding (12 marks)</p>	<p><u>Assessment 1</u> Mid Oct - Early November</p> <ol style="list-style-type: none"> <li>Public Limited Companies</li> <li>Expanding or relocating abroad</li> <li>Advantages and disadvantages of franchises</li> </ol> <p>One source Four questions 21 marks</p> <p><u>Key skills</u> Demonstrate knowledge and understanding (6 marks)</p> <p>Applying knowledge to the business situation (6 marks)</p> <p>Analysis of Business decisions (9 marks)</p>	<p><u>Assessment 1</u> Mid Oct - Early November</p> <ol style="list-style-type: none"> <li>Understanding of a business concept 'the marketing mix'</li> <li>To what extent do you think that the <u>product</u> is the most important element of the <u>marketing mix</u> when applied to a film franchise like 'Fantastic Beasts'?</li> </ol> <p><u>One source</u> <u>One question</u> <u>12 marks</u></p> <p><u>Key skills</u> Demonstrate knowledge and understanding (2 marks)</p> <p>Applying knowledge to the business situation (2 marks)</p>	<p><u>Assessment 1</u> Early Oct</p> <p><i>To what extent does the case study suggest that the effects of competition on HMVs costs and demand for its products led to its eventual closure?</i></p> <p>One source 1 question 16 marks</p> <p><u>Assessment 2</u> Mid Oct- Early Nov</p> <p><i>Analyse the different ways Tesco attempts to manage the relationships with its stakeholders.</i></p> <p>One source 1 question 9 marks</p> <p><u>Key Skills</u></p> <p>AO1: Demonstrate knowledge and understanding</p> <p>AO2: Applying knowledge and understanding.</p>	<p><u>Assessment 1</u> Early Oct</p> <p><i>To what extent is SWOT analysis a valuable approach for strategic planning for a business such as Halfords?</i></p> <p>One source 1 question 16 marks</p> <p><u>Assessment 2</u> Mid Oct – Early Nov</p> <p>Read the case study, analyse the balance sheet and income statement and complete question 1 on page 56 Answer Workings Labelling</p> <p>1 Source Six questions 18 marks</p> <p><u>Key Skills</u></p> <p>AO1: Demonstrate knowledge and understanding</p>



Analysis of factors that affect businesses (4 marks)

Evaluation of factors that affect businesses (4 marks)

Assessment 2

Early December

1. Understanding of a business concept 'sales promotions'
  
2. To what extent do you think that sales promotions are the most effective strategy to promote the 'Exactly'?

One source

One question  
12 marks

Key skills  
Demonstrate knowledge and understanding (2 marks)

Applying knowledge to the business situation (2 marks)

AO3: Analysis

AO4: Evaluation

AO2: Applying knowledge and understanding.

AO3: Analysis

AO4: Evaluation

			<p>Analysis of factors that affect businesses (4 marks)</p> <p>Evaluation of factors that affect businesses (4 marks)</p>		
SPRING	<p><u>Assessment 2</u> <u>Early March</u></p> <ol style="list-style-type: none"> <li>1. Definition of a 'business plan'</li> <li>2. Contents of a 'business plan'</li> <li>3. Benefits of a 'business plan'</li> </ol> <p><u>One source</u> <u>Three questions</u> <u>12 marks</u></p> <p><u>Key skills</u> Demonstrate knowledge and understanding (6 marks)</p> <p>Apply knowledge to the business situation (6 marks)</p>	<p><u>Assessment 2</u> <u>Early Feb</u></p> <ol style="list-style-type: none"> <li>1. Stakeholders</li> <li>2. Ethical concerns</li> <li>3. Environmental concerns</li> <li>4. Business decisions in relation to ethical and environmental concerns</li> </ol> <p><u>One source</u> <u>Three questions</u> <u>12 marks</u></p> <p><u>Key skills</u> Demonstrate knowledge and understanding (3 marks)</p> <p>Applying knowledge to the business situation (3 marks)</p> <p>Analysis of Business decisions (6 marks)</p>	<p><u>Assessment 3</u> <u>Early January</u></p> <p>Year 11 Mock Exam</p> <ol style="list-style-type: none"> <li>1. Business sectors.</li> <li>2. Benefits of environmental objectives.</li> <li>3. Business plans</li> <li>4. Logistic processes</li> <li>5. Recruitment processes</li> <li>6. Fringe benefits</li> <li>7. Disadvantages of being a sole trader</li> <li>8. Reasons for starting a business</li> <li>9. Effects of increased consumer incomes</li> <li>10. Effects of lean production</li> <li>11. Benefits of training</li> </ol>	<p><u>Assessment 3</u> <u>Early- Mid January</u></p> <p><i>Evaluate the main factors that may lead to Shakerway being forced to change its current strategy of psychological pricing</i></p> <p><u>One source</u> <u>1 question</u> <u>12 marks</u></p> <p><u>Assessment 4</u> <u>Early March</u></p> <p><i>Bosch Siemens identified a number of benefits to the business arising from the introduction of the robots. Evaluate the major advantages to Bosch Siemens of introducing these robots.</i></p> <p><u>One source</u> <u>1 question</u> <u>16 marks</u></p> <p><u>Key Skills</u></p>	<p><u>Assessment 3</u> <u>Early January</u></p> <p>Year 13 Mock Exam</p> <p><u>Multiple choice questions</u> Share capital Price elasticity of demand Interest rates Market segmentation Integration Payback period Capacity utilisation Greiner's model of growth Automation Bowman's clock Labour productivity Extrapolation Current ratios Critical pathway analysis</p> <p><u>Calculation questions</u> Fixed costs Contribution per unit <u>Medium marks questions</u> Budgeting Exchange rates Quality assurance</p>

			<p>12. Economies of scale</p> <p>13. Employee discount</p> <p>14. Benefits of internal recruitment</p> <p>15. Business ethics</p> <p>16. Business location</p> <p>17. Benefits of ecommerce</p> <p>18. Benefits of decentralised structures</p> <p>19. Business objectives</p> <p>20. Franchising</p> <p>21. Benefits of recruitment</p> <p>Four sources Twenty four questions 100 marks</p> <p><u>Key skills</u></p> <p>Demonstrate knowledge and understanding (20 marks)</p> <p>Applying knowledge to the business situation (20 marks)</p> <p>Analysis of factors that affect businesses (40 marks)</p>	<p>AO1: Demonstrate knowledge and understanding</p> <p>AO2: Applying knowledge and understanding.</p> <p>AO3: Analysis</p> <p>AO4: Evaluation</p>	<p>Porter's five forces</p> <p><u>Large mark questions</u></p> <p>Product life cycles and marketing Training and employee performance</p> <p>Public Limited Companies and ethics</p> <p>Start ups, growth and culture</p> <p>19 questions 100 marks</p> <p><u>Assessment 4</u> <u>Mid February</u></p> <p><i>Assess the extent to which the success of Harewood Ltd has been influenced by changes in the economic environment or their strategic decision-making.</i></p> <p>One source One question 16 marks</p> <p><u>Assessment 5</u> <u>Early April</u></p> <p><i>Evaluate the importance of culture in the context of the Daimler-Chrysler merger and the potential problems in trying to change culture.</i></p> <p>One source One question</p>
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Evaluation of factors that affect businesses (20 marks)

Assessment 4  
Mid-February

1. Understanding of a business concept 'cash flow'
2. Recommend a possible solution to 'Fastjet's' cash flow problems

One source  
One question  
9 marks

Key skills  
Demonstrate knowledge and understanding (1 marks)

Applying knowledge to the business situation (2 marks)

Analysis of factors that affect businesses (3 marks)

Evaluation of factors that affect businesses (3 marks)

16 marks

Key Skills

AO1: Demonstrate knowledge and understanding

AO2: Applying knowledge and understanding.

AO3: Analysis

AO4: Evaluation

			<p><u>Exam practice</u></p> <p>Various topics</p> <p>Four sources Twenty four questions 100 marks</p> <p><u>Key skills</u></p> <p>Demonstrate knowledge and understanding (20 marks)</p> <p>Applying knowledge to the business situation (20 marks)</p> <p>Analysis of factors that affect businesses (40 marks)</p> <p>Evaluation of factors that affect businesses (20 marks)</p>		
SUMMER	<p><u>Assessment 3</u> <u>Early June</u></p> <ol style="list-style-type: none"> <li>1. Definition of market research</li> <li>2. Uses of market research</li> <li>3. Factors that affect market research methods</li> </ol> <p><u>One source</u> <u>Three questions</u> <u>12 marks</u></p>	<p><u>Assessment 3</u> <u>Late April</u></p> <ol style="list-style-type: none"> <li>1. Understanding of a business concept 'online reviews'</li> <li>2. To what extent do you think that poor reviews online matter to a hotel?</li> </ol> <p><u>One source</u></p>	<p><u>Main examinations</u> <u>late May and early June</u></p> <p>Various topics</p> <p>Two exam papers Four sources Twenty four questions for each paper 100 marks for each paper</p>	<p><u>Assessment 5</u> <u>Late April</u></p> <p><i>Do you believe that McDonald's training programme is suited to the needs of both the company and its employees?</i></p> <p>One source 1 question 20 marks</p> <p><u>Assessment 6</u></p>	<p><u>Main examinations</u> <u>late May and early June</u></p> <p>Various topics</p> <p>Three exam papers Various sources 100 marks for each paper</p> <p><u>Key Skills</u></p>

	<p><u>Key skills</u> Demonstrate knowledge and understanding (3 marks)</p> <p>Apply knowledge to the business situation (3 marks)</p> <p>Developing analysis of Business decisions (6 marks)</p>	<p><u>Three questions</u> <u>12 marks</u></p> <p><u>Key skills</u> Demonstrate knowledge and understanding (2 marks)</p> <p>Applying knowledge to the business situation (2 marks)</p> <p>Analysis of factors that affect businesses (4 marks)</p> <p>Evaluation of factors that affect businesses (4 marks)</p> <p><u>Assessment 4</u> <u>Late June</u></p> <p><u>Year 10 Mock Exam</u></p> <ol style="list-style-type: none"> <li>1. Business sectors.</li> <li>2. Advantages of being in a partnership.</li> <li>3. Types of production.</li> <li>4. Total Quality Management.</li> <li>5. Personnel in the procurement department.</li> <li>6. Methods of external business growth.</li> <li>7. Public and Private Limited Companies.</li> </ol>	<p><u>Key skills</u></p> <p>Demonstrate knowledge and understanding (20 marks)</p> <p>Applying knowledge to the business situation (20 marks)</p> <p>Analysis of factors that affect businesses (40 marks)</p> <p>Evaluation of factors that affect businesses (20 marks)</p>	<p><u>Late May</u> Employee-Employer relations at Thames Water Read questions 1, 2, and 3 Annotate or highlight the case study Answer questions 1, 2, and 3</p> <p>One source 3 question 16 marks</p> <p><u>Assessment 7</u> <u>Early July</u></p> <p><u>Year 12 Mock Exam</u></p> <ol style="list-style-type: none"> <li>1. Costs</li> <li>2. Market capitalisation</li> <li>3. 7ps</li> <li>4. Labour productivity</li> <li>5. Maslow's hierarchy of needs</li> <li>6. Variable costs per unit</li> <li>7. Payables</li> <li>8. Inventory control</li> <li>9. HR management strategies</li> <li>10. Return on investment</li> <li>11. Decision trees</li> <li>12. The Blake Mouton Grid</li> <li>13. Debt factoring</li> <li>14. Marketing decisions</li> <li>15. Operations management</li> <li>16. Staff training</li> <li>17. Market segmentation</li> <li>18. Human resources flow</li> </ol> <p>19 Questions 80 Marks</p> <p><u>Key Skills</u></p>	<p>AO1: Demonstrate knowledge and understanding</p> <p>AO2: Applying knowledge and understanding.</p> <p>AO3: Analysis</p> <p>AO4: Evaluation</p>
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