

Business Studies Curriculum plan

	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 11	<p align="center">Content</p> <p>'Making operational decisions'. Topic 2.3</p> <p>The impact of different types of production process</p> <p>Production processes (Job, Batch, Flow)</p> <p>Impacts of technology on production</p> <p>Managing stock</p> <ul style="list-style-type: none"> bar gate stock graphs just in time (JIT) stock control. <p>Procurement: working with suppliers</p> <ul style="list-style-type: none"> quality delivery (cost, speed, reliability) availability cost trust <p>The impact of logistics and supply decisions on</p> <ul style="list-style-type: none"> Cost Reputation Customer satisfaction <p>Quality control and quality assurance</p> <p>Good customer service</p> <ul style="list-style-type: none"> Product knowledge Speed and efficient service Customer engagement Post-sales service Customer engagement 	<p align="center">Content</p> <p>'Making financial decisions'. Topic 2.4</p> <p>Business calculations</p> <p>The concept and calculation of:</p> <ul style="list-style-type: none"> gross profit net profit <p>Calculation and interpretation of:</p> <ul style="list-style-type: none"> gross profit margin net profit margin average rate of return <p>The use and interpretation of quantitative business data to support, inform and justify business decisions:</p> <ul style="list-style-type: none"> information from graphs and charts financial data marketing data market data <p>The use and limitations of financial information in:</p> <ul style="list-style-type: none"> understanding business performance making business decisions 	<p align="center">Content</p> <p>'Making human resource decisions'. Topic 2.5</p> <p>Organisational structures</p> <ul style="list-style-type: none"> hierarchical and flat centralised and decentralised <p>Communication</p> <ul style="list-style-type: none"> the impact of insufficient or excessive communication on efficiency and motivation barriers to effective communication <p>Ways of working</p> <ul style="list-style-type: none"> part-time, full-time and flexible hours permanent, temporary, and freelance contracts the impact of technology on ways of working: efficiency, remote working <p>How businesses recruit people:</p> <p>Documents:</p> <ul style="list-style-type: none"> person specification and job description application form CV <p>Recruitment methods used to meet different business needs (internal and external recruitment)</p> <p>The importance of motivation in the workplace</p> <ul style="list-style-type: none"> attracting employees retaining employees productivity. <p>How businesses motivate employees:</p>	<p align="center">Content</p> <p>Examination preparation</p> <p>Calculate - 2 Marks No marks for formula. Formulas are not given; you must learn them. If a decimal answer, round to 2 decimal places if needed.</p> <p>Outline - 2 Marks One benefit/ impact/ method with one linked strand of development. Written in context.</p> <p>Explain - 3 Marks ONE benefit/ impact/ method and then two linked strands of development. Non-context.</p> <p>Analyse - 6 Marks Use context and AJIM. An extended explanation question. 5 linked strands of development.</p> <p>Discuss - 6 Marks 5 linked strands of development Can provide one or two impacts/benefits/reasons/drawbacks and then 5 linked strands of development in total (e.g. 3 strands for one impact and 2 strands for the other) Does not require any evaluation.</p> <p>Justify - 9 Marks You will be given two choices/options. You can access full marks by just talking about one choice but to access top marks your answer must be balanced, have application and a conclusion. Use business context and 5 linked strands of development. 1st paragraph: give a judgement</p>	<p align="center">Content</p> <p>Examination preparation</p> <p>Calculate - 2 Marks No marks for formula. Formulas are not given; you must learn them. If a decimal answer, round to 2 decimal places if needed.</p> <p>Outline - 2 Marks One benefit/ impact/ method with one linked strand of development. Written in context.</p> <p>Explain - 3 Marks ONE benefit/ impact/ method and then two linked strands of development. Non-context.</p> <p>Analyse - 6 Marks Use context and AJIM. An extended explanation question. 5 linked strands of development.</p> <p>Discuss - 6 Marks 5 linked strands of development Can provide one or two impacts/benefits/reasons/drawbacks and then 5 linked strands of development in total (e.g. 3 strands for one impact and 2 strands for the other) Does not require any evaluation.</p> <p>Justify - 9 Marks You will be given two choices/options. You can access full marks by just talking about one choice but to access top marks your answer must be balanced, have application and a conclusion. Use business context and 5 linked strands of development. 1st paragraph: give a judgement</p>	<p>Student have their GCSEs and will have left the Federation</p>

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	<p align="center">Key words</p> <p>Operations Technology Productivity Production Stock Procurement Suppliers Quality Reputation Batch Job Flow Niche Mass Bar-Gate-Stock JIT- Just in time</p>	<p align="center">Key words</p> <p>Gross profit margin Net profit margin Average rate of return Investment Capital Revenue Cost of Sales</p>	<p>Financial methods:</p> <ul style="list-style-type: none"> • remuneration • bonus • commission • promotion • fringe benefits <p>Non-financial methods:</p> <ul style="list-style-type: none"> • job rotation • job enrichment • autonomy <p align="center">Key words</p> <p>Hierarchy Flat structure Tall structure Communication Recruitment Internal External Training Financial Non-financial Motivation</p>	<p>e.g. advantages <u>and</u> 2 reasons why. 2nd paragraph: give an opposing judgement to the chosen option (not of the other option) e.g. disadvantages <u>and</u> 2 reasons why. 3rd paragraph: conclusion but... it depends on...</p> <p>Evaluate - 12 Marks A decision needs to be made in this answer. Use business context and 5 linked strands of development. 1st/2nd paragraph: 1 or 2 advantages identified with 2/3 reasons why. 3rd/4th paragraph: 1 or 2 disadvantages identified with 2/3 reasons why. 5th paragraph: Conclusion BUT... it depends on...</p> <p>Identifying areas of weakness which would have been highlighted during the Mock exams. Revising key areas, and practising exam questions structure and pulling information from the case studies.</p> <p align="center">Key words</p> <p>Identify Outline Calculate Explain Describe Analyse Discuss Justify Evaluate</p>	<p>e.g. advantages <u>and</u> 2 reasons why. 2nd paragraph: give an opposing judgement to the chosen option (not of the other option) e.g. disadvantages <u>and</u> 2 reasons why. 3rd paragraph: conclusion but... it depends on...</p> <p>Evaluate - 12 Marks A decision needs to be made in this answer. Use business context and 5 linked strands of development. 1st/2nd paragraph: 1 or 2 advantages identified with 2/3 reasons why. 3rd/4th paragraph: 1 or 2 disadvantages identified with 2/3 reasons why. 5th paragraph: Conclusion BUT... it depends on...</p> <p>Identifying areas of weakness which would have been highlighted during the Mock exams. Revising key areas, and practising exam questions structure and pulling information from the case studies.</p> <p align="center">Key words</p> <p>Identify Outline Calculate Explain Describe Analyse Discuss Justify Evaluate</p>	
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<p align="center">Justification for teaching</p> <p>Students now need to consider that having a good idea isn't all it takes to have a successful business. They need to consider external factors that can positively and negatively impact the company. Looking at logistics allows the students to see how the production of products, and the different styles of operations can cause businesses to have to change their plans in a variety of ways.</p>	<p align="center">Justification for teaching</p> <p>After looking at the different ways to calculate the formulas last year, the students now need to be able to calculate the percentage return on initial investments made. This is to allow students to see how much time it sometimes takes to gain back the money put into a business to start it. This also impacts the decisions the company makes when trying to decide between different growth options.</p>	<p align="center">Justification for teaching</p> <p>With a now running knowledge of business decisions and the marketing mix, the investigation of how employment works within companies. This looks into the different structures a company can take on. Knowing the structures helps identify the best way to communicate within them. Then they look at different ways businesses can recruit employees, this is important as this is a skillset that the students will use outside of education. Knowing what businesses are looking for will help them prepare for them in real life.</p>	<p align="center">Justification for teaching</p> <p>As the students should have finished the theory of the course by this point, this section of the term is surrounded by identifying students' weaker areas and helping bridge their understanding. The completion and repetition of exam questions will allow the students to practise and prepare for their GCSE exam. This will allow both memory recall to be used to get them to pull previously taught theory to the forefront to answer questions, and to use skills to help structure different mark exam questions.</p>	<p align="center">Justification for teaching</p> <p>As the students should have finished the theory of the course by this point, this section of the term is surrounded by identifying students' weaker areas and helping bridge their understanding. The completion and repetition of exam questions will allow the students to practise and prepare for their GCSE exam. This will allow both memory recall to be used to get them to pull previously taught theory to the forefront to answer questions, and to use skills to help structure different mark exam questions.</p>	
<p align="center">Curriculum link</p> <p>The next steps in business decisions, once we understand the marketing mix and the depth of the product/service being made, is recognising how the products can be made and the different types of operations and costs available. This allows them to understand why some products can cost a lot more than others.</p>	<p align="center">Curriculum link</p> <p>The next steps in business decisions, once we understand the logistics and types of operations being used for the production of the goods, is the financial decisions that get made. Knowing how much the initial creation of the products and set up are, allows the gross and net profit margins to be identified. This allows owners to decide which direction to take the company based on the money being made and spent, alongside the potential return they will get.</p>	<p align="center">Curriculum link</p> <p>The need to understand how business's recruit is important as it allows students to identify the process that they will go through at a point in their future. This section shows the students how businesses make their decisions on how to recruit and ways to keep their employees highly skilled and motivated to both work hard and not leave to go work for a competitor.</p>	<p align="center">Curriculum link</p> <p>Using the knowledge of different businesses, how they create and finance their products, and how they organise their staffing. Students need to start using their prior knowledge and attach it towards answering exam questions. They need to know how to structure their answers around the command words used in the question and the marks available.</p>	<p align="center">Curriculum link</p> <p>Using the knowledge of different businesses, how they create and finance their products, and how they organise their staffing. Students need to start using their prior knowledge and attach it towards answering exam questions. They need to know how to structure their answers around the command words used in the question and the marks available.</p>	

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<p>To be able to understand and analyse basic business decisions is essential, for future entrepreneurs being able to understand these decisions may give them an advantage in the industries they wish to pursue. Knowing how to create a product in the best, most financially stable way allows the students to see why decisions can cause companies to save or spend extra money.</p>	<p>Knowing how to work out the different financial options, allows students to identify the different pathways that they could take. By analysing the different options, the students have the chance to see why knowing their costs is important, as it could mean making the wrong decision to the detriment of the company. This links to their future finances when they are balancing their own income and outgoings.</p>	<p>As all students will work in a business in one way or another and by knowing how they could be recruited allows them to build on their own skill set to give them the highest chance of success. The value of knowing the different ways businesses motivate their staff, allow them to know their value when a company is trying different methods to keep them happy. It also gives them the insight to the different ways employees can have reviews to either give feedback on their own performance or ask for training in areas that they feel they need help with.</p>	<p>Being able to apply and consolidate the key elements of the course into examination answers. To be able to understand what the command words are asking and to correctly structure them to make clear and concise answers.</p>	<p>Being able to apply and consolidate the key elements of the course into examination answers. To be able to understand what the command words are asking and to correctly structure them to make clear and concise answers.</p>	