



Curriculum Map 2020-21 – Business

CONTENT AND SKILLS					
TERM	YEAR 9	YEAR 10	YEAR 11	YEAR 12	YEAR 13
AUTUMN	<p><u>Content</u> <u>Introduction to business in the real world:</u> Sept – Dec</p> <ul style="list-style-type: none"> The purpose and nature of business Basic functions and types of business Sole traders Partnerships Private Limited Companies Public Limited Companies Not for profit organisations Setting business aims and objectives Main stakeholders of businesses Factors influencing the location decision of a business The purpose of business planning Methods of expansion <p><u>Keys Skills</u></p> <p>AO1: Demonstrate knowledge and understanding Introduction to the acquisition of knowledge. Focus on how to demonstrate knowledge and</p>	<p><u>Content</u> <u>Development of Business in the real world, Operations topic and Influences on Business:</u> Sept – Dec</p> <ul style="list-style-type: none"> Factors, functions and dynamics Benefits and drawbacks of expansion Influence of technology Legislation The role of procurement The concept of quality <p><u>Key Skills</u></p> <p>AO1: Demonstrate knowledge and understanding 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> <u>Consolidation of Business in the real World, Influences on business</u> <u>Operations, Finance, Human Resources, Marketing:</u> Sept – Dec</p> <p><u>Key Skills</u></p> <p>AO1: Demonstrate knowledge and understanding 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>AO2: Applying knowledge and understanding. Consolidation of how to apply knowledge and understanding of business concepts and issues to a</p>	<p><u>Content</u> What is Business?/ Marketing/ Operations: Sept - Dec</p> <ul style="list-style-type: none"> Understanding the nature and purpose of business Understanding different business forms Understanding that businesses operate within an external environment Understanding management, leadership and decision making Understanding management decision making Understanding the role and importance of stakeholders Setting marketing objectives Understanding markets and customers Making marketing decisions: 	<p><u>Content</u> Strategic Position/ Strategic Direction/ Strategic Methods: Sept-Dec</p> <ul style="list-style-type: none"> Analysing the external environment to assess opportunities and threats: social and technological Analysing strategic options: investment appraisal Strategic direction: choosing which markets to compete in and what products to offer Strategic positioning: choosing how to compete Assessing a change in scale Assessing innovation





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	<p>understanding in written forms (Literacy). Constructing written answers that identify and explain.</p>	<p>AO2: Applying knowledge and understanding. Recapping how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p> <p>AO3: Developing Analysis 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>variety of business scenarios.</p> <p>AO3: Analysis 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>AO4: Evaluation Developing evaluation of business information and issues to demonstrate understanding of business activity, make balanced arguments, reach judgements and draw conclusions.</p>	<p>segmentation, targeting, positioning</p> <ul style="list-style-type: none"> • Making marketing decisions: using the marketing mix • Setting operational objectives • Making operational decisions to improve performance: increasing efficiency and productivity <p><u>Key Skills</u></p> <p>AO1: Demonstrate knowledge and understanding 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>AO2: Applying knowledge and understanding. Introducing how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p> <p>AO3: Analysis Introducing how to analyse business information and issues to demonstrate understanding of factors that affect businesses and the effects of business decisions</p>	<ul style="list-style-type: none"> • Assessing internationalisation • Assessing greater use of digital technology <p><u>Key Skills</u></p> <p>AO1: Demonstrate knowledge and understanding 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>AO2: Applying knowledge and understanding. Consolidation of how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p> <p>AO3: Analysis Consolidation of how to analyse business information</p>
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				<p>AO4: Evaluation Introducing the evaluation of business information and issues to demonstrate understanding of business activity, make balanced arguments, reach judgements and draw conclusions.</p>	<p>and issues to demonstrate understanding of factors that affect businesses and the effects of business decisions</p> <p>AO4: Evaluation Consolidation of evaluation of business information and issues to demonstrate understanding of business activity, make balanced arguments, reach judgements and draw conclusions</p>
SPRING	<p><u>Content</u> <u>Introduction to influences on business, Operations and Marketing:</u> Jan – April</p> <ul style="list-style-type: none"> Ethical and environmental considerations <p><u>Introduction to Operations</u></p> <ul style="list-style-type: none"> Production processes Customer service <p><u>Introduction to Marketing</u></p> <ul style="list-style-type: none"> Identifying and understanding customers Segmentation The purpose and Methods of Market research The elements of the marketing mix: price, product, promotion and place (4Ps) Brands and branding 	<p><u>Content</u> <u>Development of Influences on Business and Human resources:</u> Jan – April</p> <ul style="list-style-type: none"> Business and globalisation The competitive environment Organisational structures <p><u>Key Skills</u></p> <p>AO1: Demonstrate knowledge and understanding 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> <u>Consolidation of Business in the real world/ Influences on business/ Operations/ Human Resources/ Marketing/Finance:</u> Jan – April</p> <p>Revision and exam practice</p> <p><u>Key Skills</u></p> <p>AO1: Demonstrate knowledge and understanding 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</p>	<p><u>Content</u> Operations/Finance/Human Resources: Jan – April</p> <ul style="list-style-type: none"> Making operational decisions to improve performance: improving quality Making operational decisions to improve performance: managing inventory and supply chains Setting financial objectives Analysing financial performance Making financial decisions: sources of finance Making financial decisions: improving cash flow and profits 	<p><u>Content</u> <u>Strategic change:</u> Jan - April</p> <ul style="list-style-type: none"> Managing change Managing organisational culture Managing strategic implementation Problems with strategy and why strategies fail <p><u>Key Skills</u></p> <p>AO1: Demonstrate knowledge and understanding 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</p>





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	<p>Keys Skills</p> <p>AO1: Demonstrate knowledge and understanding 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>AO2: Applying knowledge and understanding. Introduction to applying knowledge and understanding of business concepts and issues to a variety of business scenarios</p>	<p>AO2: Applying knowledge and understanding. Consolidation of how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p> <p>AO3: Analysis 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>decisions. Producing balance arguments, which reach judgements, based on evidence. Outlining calculations, which show workings, and labelling.</p> <p>AO2: Applying knowledge and understanding. Consolidation of how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p> <p>AO3: Analysis 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>AO4: Evaluation 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"> • Setting human resource objectives • Analysing human resource performance • Making human resource decisions: improving organisational design and managing the human resource flow • Making human resource decisions: improving motivation and engagement • Making human resource decisions: improving employer-employee relations <p>Key Skills</p> <p>AO1: Demonstrate knowledge and understanding Developing 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. Producing balance arguments, which reach judgements, based on evidence.</p> <p>AO2: Applying knowledge and understanding. Development of how to apply knowledge and understanding of</p>	<p>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>AO2: Applying knowledge and understanding. Consolidation of how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p> <p>AO3: Analysis 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>AO4: Evaluation 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>business concepts and issues to a variety of business scenarios.</p> <p>AO3: Analysis 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>AO4: Evaluation Developing the evaluation of business information and issues to demonstrate understanding of business activity, make balanced arguments, reach judgements and draw conclusions.</p>	
SUMMER	<p><u>Content</u> <u>Introduction to Human Resources and Finance:</u> April – July</p> <p><u>Introduction to Human Resources</u></p> <ul style="list-style-type: none"> Recruitment and Selection of employees Motivating employees Training <p><u>Introduction to Finance</u></p> <ul style="list-style-type: none"> sources of finance <p><u>Key Skills</u></p> <p>AO1: Demonstrate knowledge and understanding Continuation of the acquisition of knowledge. Developing how to demonstrate knowledge and understanding in written forms</p>	<p><u>Content</u> <u>Development of Finance:</u> April – July</p> <ul style="list-style-type: none"> Sources of finance Cash flow Financial terms and calculations Analysing the financial performance of a business <p><u>Key Skills</u></p> <p>AO1: Demonstrate knowledge and understanding Consolidation 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</p>	<p><u>Content</u> Consolidation of 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>AO1: Demonstrate knowledge and understanding 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</p>	<p><u>Content</u> Strategic positioning: April – July</p> <ul style="list-style-type: none"> Mission statements, corporate objectives and strategy Analysing the existing internal position of a business to assess strengths and weaknesses: financial ratio analysis Analysing the existing internal position of a business to assess strengths and weaknesses: overall performance Analysing the external environment to assess opportunities and threats: political and legal change 	<p><u>Content</u> Revision and exam practice: April –June</p> <p><u>Key Skills</u></p> <p>AO1: Demonstrate knowledge and understanding 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>





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	<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>AO2: Applying knowledge and understanding. Developing how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p> <p>AO3: Analysis Introduction to analysing business information and issues to demonstrate understanding of factors that affect businesses and the effects of business decisions</p>	<p>effects of business decisions. Producing balance arguments, which reach judgements, based on evidence.</p> <p>AO2: Applying knowledge and understanding. Consolidation of how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p> <p>AO3: Analysis Developing of how to analyse business information and issues to demonstrate understanding of factors that affect businesses and the effects of business decisions</p> <p>AO4: Evaluation Introducing the evaluation of business information and issues to demonstrate understanding of business activity, make balanced arguments, reach judgements and draw conclusions.</p>	<p>effects of business decisions. Producing balance arguments, which reach judgements, based on evidence. Outlining calculations, which show workings, and labelling.</p> <p>AO2: Applying knowledge and understanding. Consolidation of how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p> <p>AO3: Analysis 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>AO4: Evaluation 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"> Analysing the external environment to assess opportunities and threats: economic change <p><u>Key Skills</u></p> <p>AO1: Demonstrate knowledge and understanding Developing the acquisition of knowledge. Developing 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.</p> <p>AO2: Applying knowledge and understanding. Development of how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p> <p>AO3: Analysis 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>AO4: Evaluation Developing the evaluation of business information and issues to demonstrate understanding of business activity, make balanced arguments, reach judgements and draw conclusions.</p>	<p>AO2: Applying knowledge and understanding. Consolidation of how to apply knowledge and understanding of business concepts and issues to a variety of business scenarios.</p> <p>AO3: Analysis 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>AO4: Evaluation 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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TERM	ASSESSMENT CALENDAR				
	YEAR 9	YEAR 10	YEAR 11	YEAR 12	YEAR 13
AUTUMN	<p><u>Assessment 1</u> Mid Oct - Early November</p> <p><u>Entrepreneurs and starting a business</u></p> <ol style="list-style-type: none"> Reasons for starting your own business Qualities/skills of an entrepreneur <p>One source Three questions 12 marks</p> <p><u>Key skills</u> Demonstrate knowledge and understanding (12 marks)</p>	<p><u>Assessment 4</u> Mid Oct - Early November</p> <ol style="list-style-type: none"> Public Limited Companies Expanding or relocating abroad Advantages and disadvantages of franchises <p>One source Four questions 21 marks</p> <p><u>Key skills</u> Demonstrate knowledge and understanding (6 marks) Applying knowledge to the business situation (6 marks) Analysis of Business decisions (9 marks)</p>	<p><u>Assessment 7</u> Mid Oct - Early November</p> <ol style="list-style-type: none"> Understanding of a business concept 'online reviews' To what extent do you think that poor reviews online matter to a hotel? <p>One source Two questions 12 marks</p> <p><u>Key skills</u> Demonstrate knowledge and understanding (2 marks) Applying knowledge to the business situation (2 marks) Analysis of factors that affect businesses (4 marks) Evaluation of factors that affect businesses (4 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> AO1: Demonstrate knowledge and understanding AO2: Applying knowledge and understanding. AO3: Analysis</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> AO1: Demonstrate knowledge and understanding</p>





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				AO4: Evaluation	AO2: Applying knowledge and understanding. AO3: Analysis AO4: Evaluation
SPRING	<p><u>Assessment 2</u> <u>Early March</u> <u>Business Planning</u></p> <ol style="list-style-type: none"> 1. Definition of a 'business plan' 2. Contents of a 'business plan' 3. Benefits of a 'business plan' <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 5</u> <u>Early Feb</u></p> <ol style="list-style-type: none"> 1. Stakeholders 2. Ethical concerns 3. Environmental concerns 4. Business decisions in relation to ethical and environmental concerns <p>One source Three questions 12 marks</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 8</u> <u>Early January</u></p> <p>Year 11 Mock Exam</p> <ol style="list-style-type: none"> 1. Business sectors. 2. Benefits of environmental objectives. 3. Business plans 4. Logistic processes 5. Recruitment processes 6. Fringe benefits 7. Disadvantages of being a sole trader 8. Reasons for starting a business 9. Effects of increased consumer incomes 10. Effects of lean production 11. Benefits of training 12. Economies of scale 13. Employee discount 14. Benefits of internal recruitment 15. Business ethics 	<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>One source 1 question 12 marks</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>One source 1 question 16 marks</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>





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		<p>16. Business location 17. Benefits of ecommerce 18. Benefits of decentralised structures 19. Business objectives 20. Franchising 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>Evaluation of factors that affect businesses (20 marks)</p> <p><u>Exam practice</u> Jan - May</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 <u>Large mark questions</u> Product life cycles and marketing Training and employee performance Public Limited Companies and ethics 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> <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</p>
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			<p>Various topics</p> <p>Four sources Twenty four questions 100 marks</p> <p>Key skills</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>One question 16 marks</p> <p>Key Skills</p> <p>AO1: Demonstrate knowledge and understanding</p> <p>AO2: Applying knowledge and understanding.</p> <p>AO3: Analysis</p> <p>AO4: Evaluation</p>
SUMMER	<p><u>Assessment 3</u> <u>Early June</u> <u>Market Research</u></p> <p>3. Definition of market research</p> <p>2 Uses of market research</p> <p>1. Factors that affect market research methods</p> <p><u>One source</u> <u>Three questions</u></p>	<p><u>Assessment 6</u> <u>Late June</u></p> <p><u>Year 10 Mock Exam</u></p> <p>1. Business sectors.</p> <p>2. Advantages of being in a partnership.</p> <p>3. Types of production.</p> <p>4. Total Quality Management.</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>Key Skills</p>





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<p><u>12 marks</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>	<ol style="list-style-type: none"> 5. Personnel in the procurement department. 6. Methods of external business growth. 7. Public and Private Limited Companies. 8. Consequences of health and safety laws. 9. Advantages of using responsibly sourced materials. 10. Stakeholders. 11. Strategies for maintaining quality. 12. The impact of business expansion. 13. Uses of digital technology. 14. Business objectives. 15. Business ethics. <p>Four sources Twenty four questions 80 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><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"> 1. Costs 2. Market capitalisation 3. 7ps 4. Labour productivity 5. Maslow’s hierarchy of needs 6. Variable costs per unit 7. Payables 8. Inventory control 9. HR management strategies 10. Return on investment 11. Decision trees 12. The Blake Mouton Grid 13. Debt factoring 14. Marketing decisions 15. Operations management 16. Staff training 17. Market segmentation 18. Human resources flow <p>19 Questions 80 Marks</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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		<p>Analysis of factors that affect businesses (30 marks)</p> <p>Evaluation of factors that affect businesses (10 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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