

Programme of Study: Business Studies



KS2 Underpinning Concepts		Year 10	Year 11	KS5 & CEIAG Opportunities	Links to SMSC
Basic Economic Understanding Needs vs. wants Goods and services Introduction to money and trade Numeracy and Financial Awareness Handling money, calculating profit/loss Understanding value and budgeting Decision Making and Problem Solving Making choices and evaluating outcomes Thinking critically about consequences Communication and Teamwork Presenting ideas clearly Working in groups and understanding roles Enterprise and Initiative Creativity and innovation Taking responsibility and showing leadership	Autumn 1	<u>Business 1:</u> Business activity - Enterprise, Planning, Ownership <ul style="list-style-type: none"> Understanding the concept of enterprise and entrepreneurship Exploring business planning and start-up processes Identifying different types of business ownership and legal structures Evaluating risk-taking and decision-making in business 	Operations - Law, location and suppliers <ul style="list-style-type: none"> Understanding legal requirements for business operations Evaluating the impact of business location on costs and access Analysing supplier selection and management Applying operational strategies to improve performance 	Academic Opportunities at KS5: A-Level Business Apprenticeships T-Levels: <ul style="list-style-type: none"> Business Management Marketing Accounting & Finance Economics Law Entrepreneurship & Innovation Career Pathways: <ul style="list-style-type: none"> Business & Management: Project manager, operations assistant, business analyst Finance: Accountant, banker, investment analyst, financial adviser Marketing & Sales: Digital marketer, market researcher, retail manager Human Resources: HR assistant, recruiter, training coordinator Entrepreneurship: Start-up founder, business consultant Public Sector: Civil service, local government, administration Other Fields: Logistics, events management, education, journalism 	Spiritual Development: <ul style="list-style-type: none"> The values and ethics behind business decisions (e.g. fair trade, sustainability) The purpose of enterprise and its impact on individuals and communities Personal aspirations and the role of entrepreneurship in shaping identity Moral Development: <ul style="list-style-type: none"> Corporate social responsibility and ethical dilemmas (e.g. tax avoidance, exploitation) The impact of business on society and the environment The importance of honesty, integrity, and transparency in business Social Development: <ul style="list-style-type: none"> Teamwork and collaboration through group projects and presentations Understanding of stakeholder relationships and conflict resolution Awareness of employment rights, diversity, and inclusion in the workplace Cultural Development: <ul style="list-style-type: none"> Globalisation and cultural diversity in business operations The influence of cultural norms on consumer behaviour and marketing Respect for international business etiquette and communication styles
	Autumn 2	Business activity – aims, stakeholders and business growth <ul style="list-style-type: none"> Setting business aims and objectives Analysing the role and influence of stakeholders Understanding internal and external growth strategies Evaluating stakeholder conflicts and business expansion 	Finance - Role and sources of finance, costs and revenue, break even and cash flow <ul style="list-style-type: none"> Identifying sources of business finance Calculating costs, revenue, and profit Understanding break-even analysis and its applications Analysing cash flow and its impact on business survival 		
	Spring 1	Marketing - Research and segmentation marketing mix <ul style="list-style-type: none"> Conducting market research to identify customer needs Applying market segmentation and targeting strategies Understanding and analysing the marketing mix (4Ps) Applying marketing theory to real-world business scenarios 	Influence - Ethics, environment, globalisation <ul style="list-style-type: none"> Exploring ethical issues in business (e.g. fair trade, sustainability) Understanding environmental impacts on business decisions Analysing globalisation and international trade Evaluating business responses to global challenges 		
	Spring 2	People in Business - Human resources, Organisation structure and Communication <ul style="list-style-type: none"> Exploring recruitment and training processes Understanding organisational structures and job roles Analysing internal communication methods Evaluating how structure affects business efficiency 	Influence - Economic climate and Influence <ul style="list-style-type: none"> Understanding economic factors (inflation, interest rates) Exploring government policies and their business impact Analysing competition and consumer trends Evaluating business adaptability in changing environments 		
	Summer 1	People - Recruitment, Motivation, training and Employment law <ul style="list-style-type: none"> Applying motivation theories to workplace scenarios Understanding training methods and their benefits Exploring employment law and workers' rights Evaluating HR strategies for staff development 	Revision <ul style="list-style-type: none"> Consolidating understanding of all business topics Practising exam techniques and applying case study knowledge Reviewing key concepts and terminology Preparing for final assessments with targeted strategies 		
	Summer 2	<u>Business 2:</u> Operations - production processes, quality, customer service <ul style="list-style-type: none"> Understanding production processes and methods Exploring quality assurance and control techniques Analysing the role of customer service in business success Evaluating operational decisions for efficiency 	GCSE FINAL EXAMINATIONS		