

Year 12	Term 1	Term 2	Term 3	Term 4	Term 5	Term 6
Skills	Entrepreneurial skills and innovation in setting up a business and generating innovative business ideas	ICT Skills used in researching a market and using software to present data and information, creating presentations and managing information.	Financial literacy skills including financial planning tools such as Budgets, Income statements and cash flow statements.	Risk management skills: Identify and assess business risks and find solutions to mitigate them.	Problem Solving and decision making skills in analysing complex situations and evaluating options and considering the impact of decisions.	Ethical and social Responsibility, sustainable business practices, consequences of not meeting obligations.
Knowledge	1.1.1 The market 1.1.2 Market research 1.1.3 Market positioning 1.2.1 Demand 1.2.2 Supply 1.2.4 Price elasticity of Demand 1.2.5 Income elasticity of Demand 1.2.3 Markets 1.3.1 Product/Service Design 1.3.2 Branding and Promotion	1.3.3 Pricing strategies 1.3.4 Distribution 1.3.5 Marketing strategy 1.4.1 Approaches to Staffing 1.4.2 Recruitment, selection and Training 1.4.3 Organisational Design 1.4.4 Motivation in theory and practice	1.4.5 Leadership 1.5.1 Role of an Entrepreneur 1.5.2 Entrepreneurial motives and Characteristics 1.5.3 Business objectives 1.5.4 Forms of business 1.5.6 Moving from entrepreneur to Leader 2.1 Raising Finance 2.2 Financial Planning	2.3 Managing Finance 2.4 Resource management	2.5 External Influences	2.5 External Influences and prep for Y12 Mocks
Alive and British Values	Democratic values by allowing students to develop a perspective on environmental concerns and impact of globalization in different countries around the world linked to Business ethics. I can Contribute I can research	Social responsibility: showcasing business commitment through marketing campaigns such as environmental sustainability, charitable partnerships I can Contribute I can research	Equality and fairness in financial matters such as fair lending practices and avoiding financial exploitation. Mutual respect and collaboration such as responsible borrowing by firms as well as respecting financial agreements.	Equality including unfair discrimination issues and gender equality in recruitment, training and opportunities for advancement. I can Contribute I can research	I can Contribute I can research	
Assessment	Formative assessments based on topics covered this term.	Formative assessments based on topics covered this term.	Formative assessments based on topics covered this term.	Summative assessments based on Theme 1 and 2	Formative assessments based on topics covered this term.	Y12 summative Assessment - external
Careers	Roles in CSR	Marketing Creative/ manager	Logistics/Procurement/ Operations management	Accountancy/ Finance	Business Management/ HRM	

How will studying this subject in Key Stage Five build on learning from Key Stages Three and Four?:

The course imparts a wide range of knowledge and skills that gives students insight towards further study in the field of Business and Economics and potentially supports their choice of career and allows them to function well in any type of organisation in the future having an insight to its internal workings.

Year 13	Term 1	Term 2	Term 3	Term 4	Term 5
Skills	Strategic Planning Skills: Understand how to achieve long term goals through setting objectives and devise strategies for a business	ICT Skills used in researching a market and using software to present data and information, creating presentations and managing information, including Digital Marketing techniques	Supply Chain Management skills Learn skills around working with a range of organisations, ensuring good communication and coordination across global operations.	Financial literacy skills including financial planning tools such as Budgets, Income statements and cash flow statements.	Leadership and Team Management skills as part of understanding the role of leadership and management in an organisational structure.
Knowledge	3.1 Business Objectives and strategy 3.2 Business Growth	3.3 Decision making techniques 3.4 Influences on Business decisions 3.5 Assessing Competitiveness	4.1 Globalisation 4.2 Global Markets and expansion	4.3 Global Marketing 4.4 Multinationals	4.4 Multinationals and prep for external exams
Alive and British Values	Democratic values by allowing students to develop a perspective on environmental concerns and impact of globalization in different countries around the world linked to Business ethics. Further enhanced by the concept of the rule of law linked to legal frameworks that regulate businesses and hold them accountable.	Social responsibility: showcasing business commitment through marketing campaigns such as environmental sustainability, charitable partnerships and community action initiatives.	Equality and fairness: Show the important relationships between firms and their suppliers (Procurement), and how large firms should behave fairly toward suppliers to retain the integrity of supply chains.	Equality and fairness in financial matters such as fair lending practices and avoiding financial exploitation. Mutual respect and collaboration such as responsible borrowing by firms as well as respecting financial agreements.	Equality including unfair discrimination issues and gender equality in recruitment, training and opportunities for advancement.
Assessment	Formative assessments based on topics covered this term.	Formative assessments based on topics covered this term.	Formative assessments based on topics covered this term.	Summative assessments based on Theme 3	Formative assessments based on topics covered this term.
Careers	Roles in CSR	Marketing Creative/ manager	Logistics/Procurement/ Operations management	Accountancy/ Finance	Business Management/ HRM

How will studying this subject in Key Stage Five help students to make their unique contribution to the world?:

The course imparts a wide range of knowledge and skills that gives students insight towards further study in the field of Business and Economics and potentially supports their choice of career and allows them to function well in any type of organisation in the future having an insight to its internal workings.