

# KS5 Long Term Plan 2021-2022

## Subject: Business

### Exam Board: Edexcel



#### Statement of Intent for Business

The Business department aims to enlighten minds through investigating the business world and the economy on a local, national and global level. We want to ensure that students understand that whatever they do in the future they will all work for some sort of organisation and all be a part of a global economy. Understanding the world of business and economics is essential and building students transferable skills base in areas such as comprehension, numeracy, problem solving and collaboration is core to what we do.

We endeavor to make sure that students of business make progress at pace through work that is varied, active and that supports and challenges them whatever their ability. As a department we pride ourselves on knowing students and building relationships of trust and honesty. Through rigorous assessment for learning we ensure that every student knows what they have to do to progress in the subject. Our schemes of work are reviewed and revised regularly to ensure that Business lessons are relevant and up to date and incorporate latest business thinking and current news stories so that lessons are brought to life in real time.

#### Statement of Implementation for Business

The curriculum in Business is planned and delivered by specialist teachers of Business at Key Stage 4 and 5. All teachers have experience in the Business world in a variety of roles. The Business Department has three specialist classrooms, two of which have ICT facilities to allow BTEC students to work on internally assessed coursework and GCSE and A'Level students to complete independent research tasks and develop skills in business application such as MS Excel and PowerPoint.

Key Stage 5 schemes of work follow the Edexcel specification for A'Level Business. Key Stage 5 groups are taught in option groups and have 6 x 50 minute lessons in Year 12 and 7 x 50 minutes lessons in Year 13.

BTEC groups at Key Stage 5 are taught in option groups and we deliver the BTEC Extended Certificate in Business and the National Diploma in Business.

- For the Extended Certificate we deliver the three mandatory units (Unit 1: Exploring Business, Unit 2: Developing a Marketing Campaign and Unit 3: Personal and Business Finance) and one optional unit which is Unit 8: Recruitment and Selection.
- For the Diploma we teach the above plus Unit 4: Managing an Event and Unit 5: International Business. As well as Unit 6: Principles of Management and Unit 14: Investigating Customer Service.

Term	Topics Covered (Date completed by and number of lessons)	Skills/AOs/interleaved content	Assessment (date and nature of assessment)
Year 12 Autumn 1	<p><b>Topic 1.1: Meeting Customer Needs (EOF and JNE)</b></p> <ul style="list-style-type: none"> <li>• The Market</li> <li>• Market Research</li> <li>• Market Positioning</li> </ul> <p><b>Topic 2.1: Raising Finance (SHU and MCH)</b></p> <ul style="list-style-type: none"> <li>• Internal Finance</li> <li>• External Finance</li> <li>• Liability</li> <li>• Planning</li> </ul>	<ul style="list-style-type: none"> <li>• Knowledge</li> <li>• Application</li> <li>• Explain</li> <li>• Examine</li> <li>• Interpret Data</li> <li>• Discuss</li> <li>• Assess</li> <li>• Recommend</li> <li>• Justify</li> </ul> <p>2, 4 and 8 Mark Questions</p>	<p><b>27/09/2021</b></p> <p>Mini Transition Assessment – up to and including an 8 Mark Question.</p>
Year 12 Autumn 2	<p><b>Topic 1.2: The Market (EOF and JNE)</b></p> <ul style="list-style-type: none"> <li>• Demand</li> <li>• Supply</li> <li>• Markets</li> <li>• PED</li> <li>• YED</li> </ul> <p><b>Topic 2.2: Financial Planning (MCH and SHU)</b></p> <ul style="list-style-type: none"> <li>• Sales Forecasting</li> <li>• Sales, Revenue, Costs</li> <li>• Breakeven</li> <li>• Budgets</li> </ul>	<ul style="list-style-type: none"> <li>• Knowledge</li> <li>• Application</li> <li>• Explain</li> <li>• Examine</li> <li>• Interpret Data</li> <li>• Draw graphs</li> <li>• Work with formula</li> <li>• Discuss</li> <li>• Assess</li> <li>• Recommend</li> <li>• Justify</li> </ul> <p>2, 4, 8, 10 and 12 Mark Questions</p>	<p><b>22/11/2021</b></p> <p>Theme 1 1.1/1.2 and Theme 2 2.1/2.2 Topic Tests with interleaved questions and up to and including a 10 mark question.</p>
Year 12 Spring 1	<p><b>Topic 1.3: Marketing and Strategy (JNE and EOF)</b></p> <ul style="list-style-type: none"> <li>• Product Design</li> <li>• Branding and Promotion</li> <li>• Pricing Strategies</li> <li>• Distribution</li> <li>• Marketing Strategy</li> </ul> <p><b>Topic 2.3: Managing Finance (MCH and SHU)</b></p> <ul style="list-style-type: none"> <li>• Profit</li> <li>• Liquidity</li> <li>• Business Failure</li> </ul>	<ul style="list-style-type: none"> <li>• Knowledge</li> <li>• Application</li> <li>• Explain</li> <li>• Examine</li> <li>• Interpret Data</li> <li>• Discuss</li> <li>• Assess</li> <li>• Recommend</li> <li>• Justify</li> <li>• Evaluate</li> </ul> <p>2, 4, 8, 10, 12 and 20 Mark Questions</p>	<p>Feedback on homeworks in Showbie and in class marking.</p>
Year 12 Spring 2	<p><b>Topic 1.4: Managing People (JNE and EOF)</b></p> <ul style="list-style-type: none"> <li>• Approaches to staffing</li> <li>• Recruitment, selection and training</li> <li>• Organisational design</li> </ul>	<ul style="list-style-type: none"> <li>• Knowledge</li> <li>• Application</li> <li>• Explain</li> <li>• Examine</li> <li>• Interpret Data</li> </ul>	<p><b>21/02/2022</b></p> <p>Theme 1 1.1/1.2/1,3 and Theme 2 2.1/2.2/2.3 Topic</p>

	<ul style="list-style-type: none"> <li>• Motivation</li> <li>• Leadership</li> </ul> <p>Topic 2.4: Resource Management (MCH and SHU)</p> <ul style="list-style-type: none"> <li>• Production, productivity and efficiency</li> <li>• Capacity Utilisation</li> <li>• Stock Control</li> <li>• Quality Management</li> </ul>	<ul style="list-style-type: none"> <li>• Discuss</li> <li>• Assess</li> <li>• Recommend</li> <li>• Justify</li> <li>• Evaluate</li> </ul> <p>2, 4, 8, 10, 12 and 20 Mark Questions</p>	Tests with interleaved questions and up to and including a 20 mark question.
<b>Year 12 Summer 1</b>	<p>Topic 1.5: Entrepreneurs and Leaders (JNE and EOF)</p> <ul style="list-style-type: none"> <li>• Role of an entrepreneur</li> <li>• Skills and characteristics</li> <li>• Business Objectives</li> <li>• Forms of Business</li> <li>• Business Choices</li> <li>• Difficulties in moving from entrepreneur to leader</li> </ul> <p>Topic 2.5: External Influences (MCH and SHU)</p> <ul style="list-style-type: none"> <li>• Economic Influences</li> <li>• Legislation</li> <li>• Competitive Environment</li> </ul>	<ul style="list-style-type: none"> <li>• Knowledge</li> <li>• Application</li> <li>• Explain</li> <li>• Examine</li> <li>• Interpret Data</li> <li>• Discuss</li> <li>• Assess</li> <li>• Recommend</li> <li>• Justify</li> <li>• Evaluate</li> </ul> <p>2, 4, 8, 10, 12 and 20 Mark Questions</p>	<p><b>09/05/2022</b></p> <p>Theme 1 1.1/1.2/1.3/1.4 and Theme 2 2.1/2.2/2.3/2.4 Topic Tests with interleaved questions and up to and including a 20 mark question.</p>
<b>Year 12 Summer 2</b>	<ul style="list-style-type: none"> <li>• Revision for Mocks</li> <li>• Feedback on mocks</li> <li>• Intervention if needed</li> <li>• Where possible move on to Theme 3 and Theme 4</li> </ul>	<ul style="list-style-type: none"> <li>• Knowledge</li> <li>• Application</li> <li>• Explain</li> <li>• Examine</li> <li>• Interpret Data</li> <li>• Discuss</li> <li>• Assess</li> <li>• Recommend</li> <li>• Justify</li> <li>• Evaluate</li> </ul> <p>2, 4, 8, 10, 12 and 20 Mark Questions</p>	<p><b>W/C 06/06/2022</b></p> <p>End of Year 12 Assessment with all Theme 1 and 2 content appearing. Up to and including 20 mark questions.</p>

Term	Topics Covered (Date completed by and number of lessons)	Skills/AOs/interleaved content	Assessment (date and nature of assessment)
Year 13 Autumn 1	<p><b>Topic 3.1 : Business Objectives and Strategy (EOF)</b></p> <ul style="list-style-type: none"> <li>Corporate Objectives</li> <li>Theories of Corporate Strategy</li> <li>SWOT Analysis</li> <li>Impact of external influences</li> </ul> <p><b>Topic 4.1: Globalization (JNE)</b></p> <ul style="list-style-type: none"> <li>Growing Economies</li> <li>International Trade and Business Growth</li> <li>Factors contributing to increased globalisation</li> <li>Protectionism Trading Blocs</li> </ul> <p><b>Topic 4.2: Global Markets and Business Expansion (JNE)</b></p> <ul style="list-style-type: none"> <li>Conditions that prompt trade</li> <li>Assessment of a Country as s Market</li> <li>Assessment of a country as a production location</li> <li>Reasons for global mergers or joint ventures</li> <li>Global competitiveness</li> </ul>	<ul style="list-style-type: none"> <li>Knowledge</li> <li>Application</li> <li>Explain</li> <li>Examine</li> <li>Interpret Data</li> <li>Discuss</li> <li>Evaluate</li> <li>Assess</li> <li>Recommend</li> <li>Justify</li> </ul>	<p><b>04/10/2022</b></p> <p>Year 13 Mock Exams – Paper 1 with Theme 1 and 4.1 and Paper 2 with Theme 2 and 3.1 – 50 marks and 60 minutes each.</p>
Year 13 Autumn 2	<p><b>Topic 3.3: Decision Making Techniques (EOF)</b></p> <ul style="list-style-type: none"> <li>Quantitative sales forecasting</li> <li>Investment appraisal</li> <li>Decision Trees</li> <li>Critical Path Analysis</li> </ul> <p><b>Topic 3.2: Business Growth (JNE)</b></p> <ul style="list-style-type: none"> <li>Growth</li> <li>Mergers and Takeovers</li> <li>Organic Growth</li> <li>Reasons for Staying Small</li> </ul> <p><b>Topic 4.3: Global Marketing (JNE)</b></p> <ul style="list-style-type: none"> <li>Marketing</li> <li>Niche markets</li> <li>Cultural/social factors</li> </ul>	<ul style="list-style-type: none"> <li>Knowledge</li> <li>Application</li> <li>Explain</li> <li>Examine</li> <li>Interpret Data</li> <li>Interpret graphs</li> <li>Using formula</li> <li>Discuss</li> <li>Evaluate</li> <li>Assess</li> <li>Recommend</li> </ul>	<p>Feedback given on homework in Showbie and in class work marking.</p>

<p><b>Year 13 Spring 1</b></p>	<p><b>Topic 3.4: Influences on Business Decisions (JNE)</b></p> <ul style="list-style-type: none"> <li>• Corporate influences</li> <li>• Corporate culture</li> <li>• Shareholders vs stakeholders</li> <li>• Business ethics</li> </ul> <p><b>Topic 4.4: Global Industries and companies (JNE)</b></p> <ul style="list-style-type: none"> <li>• The impact of MNCs</li> <li>• Ethics</li> <li>• Controlling MNCs</li> </ul>	<ul style="list-style-type: none"> <li>• Knowledge</li> <li>• Application</li> <li>• Explain</li> <li>• Examine</li> <li>• Interpret Data</li> <li>• Interpret graphs</li> <li>• Using formula</li> <li>• Discuss</li> <li>• Evaluate</li> <li>• Assess</li> <li>• Recommend</li> <li>• Justify</li> </ul>	<p><b>24/01/2022 PPE Mock Exams</b></p> <p>Paper 1 – Theme 1 and Theme 4 4.1, 4.2 and 4.3 – 2 hours and 100 marks</p> <p>Paper 2 – Theme 2 and Theme 3 3.1, 3.2, 3.3 and 3.4 – 2 hours and 100 marks</p>
<p><b>Year 13 Spring 2</b></p>	<p><b>Topic 3.5: Assessing Competitiveness (EOF)</b></p> <ul style="list-style-type: none"> <li>• Interpretation of financial statements</li> <li>• Ratio Analysis</li> <li>• Human Resources</li> </ul> <p><b>Topic 3.6 Managing Change (EOF)</b></p> <ul style="list-style-type: none"> <li>• Causes and effects of change</li> <li>• Key factors in change</li> <li>• Scenario planning</li> </ul> <p><b>Paper 3 – Pre Release Prep (JNE)</b></p>	<ul style="list-style-type: none"> <li>• Knowledge</li> <li>• Application</li> <li>• Explain</li> <li>• Examine</li> <li>• Interpret Data</li> <li>• Interpret graphs</li> <li>• Using formula</li> <li>• Discuss</li> <li>• Evaluate</li> <li>• Assess</li> <li>• Recommend</li> <li>• Justify</li> </ul>	<p><b>14/03/2022</b></p> <p>Topic Assessment in Class for Theme 4 with Theme 1 interleaved and for Theme 3 with Theme 2 interleaved.</p>
<p><b>Year 13 Summer 1</b></p>	<p>Revision and interleaving based on the worry wall.</p> <p>Preparation for Paper 3 Mock and Exam.</p>	<ul style="list-style-type: none"> <li>• Knowledge</li> <li>• Application</li> <li>• Explain</li> <li>• Examine</li> <li>• Interpret Data</li> <li>• Discuss</li> <li>• Evaluate</li> <li>• Assess</li> <li>• Recommend</li> <li>• Justify</li> </ul>	<p><b>02/05/2022</b></p> <p>Full Paper 3 Mock Exam with all Themes on it – 2 hour paper for.</p>
<p><b>Year 13 Summer 2</b></p>	<p>Exams Take Place</p>		