

Key Stage 5 Long Term Planning

Year 12 SYLLABUS: Pearson/Edexcel A Level Business studies

Curriculum Area: Art, Performance and Technologies Faculty

Year 12	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Syllabus Areas	Students will be studying Theme 1 (marketing and people) of the Edexcel Business Specification. The topics include, 1.1 meeting customer needs, 1.2 different markets and 1.3 the marketing mix and strategies.	Students will be studying Theme 1 (marketing and people) of the Edexcel Business Specification. The topics include, 1.4 Managing People and 1.5 Entrepreneurs and Leaders.	The previous topics in Theme 1 will be reviewed. Students will be studying Theme 2 (managing business activities) of the Edexcel Business Specification. The topics include, 2.1 Raising Finance and 2.2 Financial Planning.	The previous topics in Theme 1 and 2 will be reviewed. Students will be studying Theme 2 (managing business activities) of the Edexcel Business Specification. The topics include 2.3 Managing Finance and 2.4 Resource management.	The previous topics in Theme 1 and 2 will be reviewed. Students will be studying Theme 2 (managing business activities) of the Edexcel Business Specification. The topics include 2.5 External influence and complete resources management.	The previous topics in Theme 1 and 2 will be reviewed. Students will be studying Theme 3 (Business decisions and strategy) of the Edexcel Business Specification. The topics include 3.1 Business objectives and strategy.
Knowledge	This theme enables students to understand how businesses identify opportunities and to explore how businesses focus on developing a competitive advantage through interacting with customers	This theme helps students to consider people, exploring how businesses recruit, train, organise and motivate employees, as well as the role of enterprising individuals and leaders.	This theme enables students to develop an understanding of raising and managing finance and measuring business performance.	This theme enables students to develop an understanding of raising and managing finance and measuring business performance.	Students will consider the external influences that have an impact on businesses, including economic and legal factors.	Students will be able to assess the strategies and models that businesses can adopt to support their objective of growth.
Skills	They will develop skills in supporting business startups. Students will be able to carry out effective market research using different methods and identify how products are adapted for different markets.	They will develop skills in managing people. They will be able to carry out effective employee recruitment and understand the risk management in being an entrepreneur.	They will develop skills in how to raise finance and which finance is the most suitable. They will also be able to create a cash flow forecast to predict net cash flows.	They will develop skills in accounting strategies and be able to create for example, a profit and loss account. They will also be able to look at a business's balance sheet and decide if the business is viable	They will develop skills in health and safety regulations in the workplace. They will also be able to interpret economic information delivered on the news.	They will develop skills in recognising business practice mistakes and applying theorist's idea to resolve them.
Connections to previous learning	Students will have studied most topics in GCSE Business. The topics taught require a higher level of analysis.	Students will have studied most of these topics in GCSE Business. They will understand the key terms as enterprise is taught across the curriculum. The topics taught require a higher level of analysis.	Students will have studied most of these topics in GCSE Business. They may have an understanding of finance management through extracurricular activities. The topics taught require a higher level of analysis.	Students will have studied some of these topics in GCSE Business. They may have an understanding of finance management through extracurricular activities. The topics taught require a higher level of analysis.	Students will have studied some of these topics in GCSE Business. They may have an understanding of external influences through mediums such as the media and citizenship lessons	Students will not have prior knowledge of the strategies presented as they are not included in the GCSE specification.
Assessment	Students will complete a timed assessment based on topics studied in Autumn 1. The assessment will consist of 2-mark, 4-mark and 8-mark questions. Key term recap activities will be completed frequently to build knowledge.	Students will complete a timed assessment based on topics studied in Autumn 2. The assessment will consist of 2-mark, 4-mark, 8-mark and 10-mark questions. Key term recap activities will be completed frequently to build knowledge.	Students will complete a timed assessment based on topics studied in Spring 1. The assessment will consist of 2-mark, 4-mark, 8-mark and 10-mark questions. Key term recap activities will be completed frequently to build knowledge.	Students will complete a timed assessment based on topics studied in Spring 2. The assessment will consist of 2-mark, 4-mark, 8-mark, 10-mark 12-mark and 20-mark questions. Key term recap activities will be completed frequently to build knowledge.	Students will complete a timed assessment based on topics studied in Summer 1. The assessment will consist of 2-mark, 4-mark, 8-mark, 10-mark 12-mark and 20-mark questions. Key term recap activities will be completed frequently to build knowledge.	Students will complete a timed assessment based on topics studied in Summer 2. The assessment will consist of 2-mark, 4-mark, 8-mark, 10-mark 12-mark and 20-mark questions. Key term recap activities will be completed frequently to build knowledge.

MOOR PARK HIGH SCHOOL AND SIXTH FORM: CURRICULUM

	PLC checklists will be used to self-assess knowledge.	PLC checklists will be used to self-assess knowledge.	PLC checklists will be used to self-assess knowledge.	PLC checklists will be used to self-assess knowledge.	PLC checklists will be used to self-assess knowledge.	PLC checklists will be used to self-assess knowledge.
Homework	Homework will either be in the form of exam questions or knowledge-based research.	Homework will either be in the form of exam questions or knowledge-based research.	Homework will either be in the form of exam questions or knowledge-based research.	Homework will either be in the form of exam questions or knowledge-based research.	Homework will either be in the form of exam questions or knowledge-based research.	Homework will either be in the form of exam questions or knowledge-based research.
Cultural capital		Local entrepreneurs will be invited to discuss some of barriers they had to overcome to start their businesses. (TBC).		Money Sense workshop by NatWest.		
Numeracy	Students will use quantitative skills to calculate price elasticity of demand and income elasticity of demand. Students will also be using basic math skills to calculate such as percentage changes.	Students will analyse why profit maximisation and sales maximisation are important objectives to businesses.	Students will use quantitative skills to calculate costs, sales volume, budgets and breakeven.	Students will use quantitative skills to calculate current ratio, acid test ratio, gross, operating and net profit. Students will also interpret balance sheets and profit and loss accounts to assess the feasibility of a business.	Students will use quantitative skills to calculate productivity efficiency and capacity utilisation. Student will also use quantitative skills to interpret a stock control diagram.	
Literacy	Students will read current news articles which link to the topics explored in Autumn 1 to build their business vocabulary. Students will frequently recap on key terms. A high standard of literacy is required when writing answers to exam questions.	Students will read current news articles which link to the topics explored in Autumn 2 to build their business vocabulary. Students will frequently recap on key terms. A high standard of literacy is required when writing answers to exam questions.	Students will read current news articles which link to the topics explored in Spring 1 to build their business vocabulary. Students will frequently recap on key terms. A high standard of literacy is required when writing answers to exam questions.	Students will read current news articles which link to the topics explored in Spring 2 to build their business vocabulary. Students will frequently recap on key terms. A high standard of literacy is required when writing answers to exam questions.	Students will read current news articles which link to the topics explored in Summer 1 to build their business vocabulary. Students will frequently recap on key terms. A high standard of literacy is required when writing answers to exam questions.	Students will read current news articles which link to the topics explored in Summer 2 to build their business vocabulary. Students will frequently recap on key terms. A high standard of literacy is required when writing answers to exam questions.
CEIAG	A university trip to get a taste of HE business courses.	A university trip to get a taste of HE business courses	Potential visit to a local business (Leyland Trucks, BAE Systems, York's Chocolate Story or Westinghouse).	Students will explore the different finance jobs and courses available at higher education.	Students will explore the different resource/project management jobs and courses available at higher education.	Visit to Tutor2u exam skills workshops.

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Year 13 SYLLABUS: Pearson/Edexcel A Level Business Studies

Curriculum Area: Art, Performance and Technologies Faculty

Year 13	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1
Syllabus Areas	The previous topics in Theme 1 and 2 will be reviewed. Students will be studying theme 3 (Business decisions and strategy) of the Edexcel Business Specification. The topics include, types of growth, mergers and takeovers, reasons for staying small, quantitative sales forecasting, investment appraisal and critical path analysis.	The previous topics in Theme 1 to 3 will be reviewed. Students will be studying Theme 3 (Business decisions and strategy) of the Edexcel Business Specification. The topics covered include influences on business decisions, investment ratios and how to manage change	The previous topics in Theme 1 to 3 will be reviewed. Students will be studying Theme 4 (Global Business) of the Edexcel Business Specification. The topics covered include globalisation, global markets and business expansion.	The previous topics in Theme 1 to 4 will be reviewed. Students will be studying Theme 4 (Global Business) of the Edexcel Business Specification. The topics covered are global industries and companies and global marketing. This is the last topic. The remainder of the term will be spent revising and refining exam technique.	The previous topics in Theme 1 to 4 to be revised and exam technique to be perfected.
Knowledge	This theme moves from functions to strategy, enabling students to develop their understanding of the core concepts and to take a strategic view of business opportunities and issues.	Students will be able to analyse corporate objectives and strategy against financial and non-financial performance measures and how businesses grow and develop an understanding of the impact of external influences.	Students investigate businesses that trade on a global scale and explore their reasons for doing so. Students develop an understanding of the globally competitive environment and consider the ethical and moral dimensions of global business activities.	Students will be able to identify different types and sizes of organisation in various business sectors and environments, and in local, national and global contexts.	Students will secure their knowledge of all the topics been taught.
Skills	Students will be able to identify the best strategy in terms of a business merger or takeover. They will be able to justify their decision to an employer. They will also be to calculate the most appropriate form of investment available to make an investment.	Students will be able to suggest ways in which business behaviour is either ethical or non-ethical. They will also be able to evaluate the current financial position of a business based on balance sheets.	Students will be able to assess the actions of multi-national corporations and understand what make them grow and develop. They will also recognise how a business can globally expand.	Students will be able to identify how businesses compete on a global level. Students will also be able to effectively analyse stakeholders that affected due to unethical business behaviour.	Exam skills will be improved as will key word comprehension.
Connections to previous learning	Students who done GCSE Business should have good understanding of business mergers and takeovers.	Students who done GCSE Business should have good understanding of human resources.	Students who done GCSE Business should have good understanding of globalisation, trade blocs and protectionism.	Students who done GCSE Business should have good understanding of business ethics and stakeholder conflicts.	All topics will have been covered during year 12 and 13.
Assessment	Students will complete a timed assessment based on topics studied in Autumn 1. The assessment will consist of 4 to 20-mark questions. Key term recap activities will be completed frequently to build knowledge. PLC checklists will be used to self-assess knowledge.	Students will complete a timed assessment based on topics studied in Autumn 1. The assessment will consist of 4 to 20-mark questions. Key term recap activities will be completed frequently to build knowledge. PLC checklists will be used to self-assess knowledge.	Students will complete a timed assessment based on topics studied in Autumn 1. The assessment will consist of 4 to 20-mark questions. Key term recap activities will be completed frequently to build knowledge. PLC checklists will be used to self-assess knowledge.	Students will complete a timed assessment based on topics studied in Autumn 1. The assessment will consist of 4 to 20-mark questions. Key term recap activities will be completed frequently to build knowledge. PLC checklists will be used to self-assess knowledge.	Students will complete a timed assessment based on topics studied in Autumn 1. The assessment will consist of 4 to 20-mark questions. Key term recap activities will be completed frequently to build knowledge. PLC checklists will be used to self-assess knowledge.

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Cultural capital			Students will learn to appreciate different economies as they will be studying about the growing economic power of countries within Asia, Africa and other parts of the world.	Students will learn to appreciate different cultures as they will be studying about how different cultural and social factors impact consumers.	
Numeracy	Students will be required to use quantitative skills to calculate sales forecasting, investment appraisal and critical path analysis.	Students will be required to use quantitative skills to calculate gearing ratio, return on capital employed (ROCE). Students will also interpret balance sheets and profit and loss accounts to assess the feasibility of a business.	Students will explore quantitative data such as gross domestic product (GDP) per capita and the human development index (HDI) to assess how they indicate growth in different economies.		Students will recap on all the key formulas they have studied across all four themes.
Literacy	Students will read current news articles which link to the topics explored in Autumn 1 to build their business vocabulary. Students will frequently recap on key terms. Good use of literacy is required to write exam responses.	Students will read current news articles which link to the topics explored in Autumn 1 to build their business vocabulary. Students will frequently recap on key terms. Good use of literacy is required to write exam responses.	Students will read current news articles which link to the topics explored in Autumn 1 to build their business vocabulary. Students will frequently recap on key terms. Good use of literacy is required to write exam responses.	Students will read current news articles which link to the topics explored in Autumn 1 to build their business vocabulary. Students will frequently recap on key terms. Good use of literacy is required to write exam responses.	Students will frequently recap on key terms.
CEIAG	A university trip to get a taste of HE business courses.	Careers guide workshop by the University of Law. pdf resources business-career-guide.pdf (law.ac.uk)	Exploring the job market in different countries.	Exploring the job market in different countries.	Visit to Tutor2u exam skills workshops.