



THE ARNEWOOD SCHOOL KEY STAGE 5 BUSINESS



Implementation:

Students develop a holistic understanding of business in a range of contexts, understanding organisations and the ability to meet society's needs and wants. They see this from a range of perspectives, generate enterprising and creative approaches to business opportunities, problems and issues. Students become aware of the ethical dilemma and responsibilities faced by organisations and individuals. They also develop their decision making, problem solving and critical analysis skills throughout. The objectives of the course is to:

- Demonstrate knowledge, concepts, theories, methods and models to show their understanding of organisations.
- Apply knowledge and understanding to a variety of business contexts
- Analyse issues with in business, showing the impact of business decision making
- Evaluate both quantitative and qualitative information to make informed judgements.

Year 12

Half term	Curriculum focus	Landmark assessment
Autumn 1	What is Business? <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 Managers, leadership and decision making <ul style="list-style-type: none"> • Understanding management, leadership and decision making • Understanding decision making • The role and importance of stakeholders 	What Is Business? Assessment. Managers, Leadership and decision making? assessment
Autumn 2	Decision making to improve operational performance <ul style="list-style-type: none"> • Setting operational objectives • Analysing operational performance • Making operational decisions to improve performance: increasing efficiency and productivity 	Operational Performance Assessment





	<ul style="list-style-type: none"> • Making operational decisions to improve performance: improving quality • Managing inventory and supply chains <p>Decision making to improve human resource performance</p> <ul style="list-style-type: none"> • Setting human resource objectives • 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 	Human Resources Performance Assessment
Spring 1	<p>Decision making to improve marketing performance</p> <ul style="list-style-type: none"> • Setting marketing objectives • Understanding markets and customers • Making marketing decisions: segmenting, targeting, positioning <p>Decision making to improve financial performance</p> <ul style="list-style-type: none"> • Setting financial objectives • Analysing financial performance 	Mock exam year 12 – covers all content covered so far
Spring 2	<p>Decision making to improve marketing performance</p> <ul style="list-style-type: none"> • Making marketing decisions: using the marketing mix <p>Decision making to improve financial performance</p> <ul style="list-style-type: none"> • Making financial decisions: sources of finance • Making financial decisions: improving cash flow and profits 	Marketing Assessment Finance Assessment
Summer 1	<p>Consolidation of knowledge of course</p> <p>Knowledge:</p> <ul style="list-style-type: none"> • What is Business? • Managers, leadership and decision making • Decision making to improve operational performance • Decision making to improve human resource performance • Decision making to improve marketing performance • Decision making to improve financial performance <p>Skills to develop – Application, analysis and evaluation of topics to variety of business context.</p>	Summer Assessments – year 12 Class assessments – past papers





Summer 2	<p>Research task to develop understanding of business contexts:</p> <p>Company research – in depth analysis of a company</p> <p>Leadership Research – in depth analysis of a leader</p> <p>Analysing the strategic position of a business</p> <ul style="list-style-type: none"> • Mission, corporate objectives and strategy 	Research / presentation assessment
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Year 13

Half term	Curriculum focus	Landmark assessment
Autumn 1	<ul style="list-style-type: none"> • Analysing the existing internal position of a business to assess strengths and weaknesses: financial ratio analysis • overall performance <p>Choosing Strategic Direction</p> <ul style="list-style-type: none"> • Choosing which markets to compete in and what products to offer • Strategic positioning: choosing how to compete 	<p>Autumn Assessment 1 (October)</p> <p>Financial Ratio Assessment</p> <p>Choosing Strategic Direction Assessment</p>
Autumn 2	<p>Analysing the external environment to assess opportunities and threats</p> <ul style="list-style-type: none"> • political and legal change • economic change • social and technological <p>Strategic methods: how to pursue strategies</p> <p>Assessing innovation</p>	<p>Analysing external Environment Assessment</p> <p>Strategic Methods Assessment</p>
Spring 1	<p>Analysing the external environment to assess opportunities and threats:</p> <ul style="list-style-type: none"> • the competitive environment <p>Analysing strategic options: investment appraisal</p> <p>Assessing internationalisation</p> <p>Assessing greater use of digital technology</p>	<p>Mock Exam</p> <p>Assessing internationalisation and digital technology assessment</p>
Spring 2	<p>Managing strategic change</p> <ul style="list-style-type: none"> • Managing change • Managing organisational culture 	Managing Strategic Change Assessment





	<ul style="list-style-type: none"> • Managing strategic implementation • Problems with strategy and why strategies fail 	
Summer 1	<p>Consolidation of knowledge & Skills of course</p> <p>Knowledge:</p> <ul style="list-style-type: none"> • What is Business? • Managers, leadership and decision making • Decision making to improve operational performance • Decision making to improve human resource performance • Decision making to improve marketing performance • Decision making to improve financial performance • Analysing the strategic position of a business • Choosing strategic direction • Strategic methods: how to pursue strategies • Managing strategic change <p>Skills to develop – Application, analysis and evaluation of topics to variety of business context.</p>	Past papers in preparation of A-level Papers
Summer 2		

