



### **Business Studies Unit Overview Year A Level Theme 3 Lockdown**

### Business Studies – Theme 3 Business Decisions and Strategy Autumn Term 1

During school closure Business students completed Theme 1 and 2 of the syllabus. Work was also started for Themes 3 and 4. Assessments were completed throughout school closure and feedback was issued to student individually, which will be discussed during the revisiting period.

All students will revisit the material covered on return to school in the first three weeks of September and will be assessed on their understanding of key terminology and skills. Although this will initially occur during the first three weeks in September, it will continue throughout year two as year 12 topics overlap with year 13 topics. Those students who need further support will be able to find all resources on Sharepoint and will be closely monitored by their class teachers. Students should be fully caught up at the end of this three-week period. The additional curriculum time will also allow for more recaps to take place. Closer to the exam period, revision in class and additional sessions will be offered.

		Lockdown –review of learning coverage		
Theme 2	Knowledge	Demonstrating exceptional knowledge and	GCSE Links	Student textbooks are
Lockdown Recap	Students will learn about	understanding of business concepts,		issued at the beginning
2.5.3	competition and market size.	business terminology and business	1.2.4 The	of the course.
The competitive	Understanding	objectives.	competitive	Sharepoint Resources
environment	Students will understand	,	environment	for students
	competition and market size.	Consistently applying knowledge and		Class teacher
	Skills	understanding to contemporary business	1.5.4 The	Powerpoints
	Defining key terms,	issues and to different types and sizes of	economy and	Topic Tests
	demonstrating independence;	businesses, in local, national and global	business	Past Exam Papers
	working collaboratively with	contexts.		Mark Schemes
	others, utilising exam		1.5.5 External	Revision Guide
	technique, using case studies	An outstanding commitment shown to	influences	Online Resources for
	effectively, understanding	participating in group activities and		Students
	context and how to analyse	supporting peers.		Seneca Learning
	and evaluate data.			Bee Business Bee
				Tutor2u





	oppor verba Evide currer Demo	ng the exam technique at every runity when answering questions, ally or in writing.  Ence of wider reading, research and not thinking in the subject.  Constrating outstanding ability to apply sitative skills relevant to business, ding using and interpreting data.		Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision Tutor2u
What are we learning?	What knowledge, understanding and skills will we gain?	What does mastery look like?	How does this build on prior learning?	What additional resources are available?
3.1.1 Corporate objectives	Knowledge Students will learn about the development of corporate objectives from mission statement/corporate aims. Students will learn about the critical appraisal of mission statements/corporate aims. Understanding Students will understand the key concept of corporate objectives. Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.	Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.  Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.  An outstanding commitment shown to participating in group activities and supporting peers.  Utilising the exam technique at every opportunity when answering questions, verbally or in writing.	GCSE Links  1.3.1 Business aims and Objectives  2.1.2 Changes in business aims and objectives	Student textbooks are issued at the beginning of the course. Sharepoint Resources for students Class teacher Powerpoints Topic Tests Past Exam Papers Mark Schemes Revision Guide Online Resources for Students Seneca Learning Bee Business Bee Tutor2u Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision





		Evidence of wider reading, research and current thinking in		Tutor2u
		the subject.  Demonstrating outstanding ability		
		to apply quantitative skills relevant to business, including using and interpreting data.		
3.1.2	Knowledge	Demonstrating exceptional	This will be a new	Student textbooks are
Theories of	Students will learn about the	knowledge and understanding of	aspect of the course	issued at the beginning
corporate strategy	development of corporate strategy.	business concepts, business	for most.	of the course.
	Students will learn about Ansoff's	terminology and business	Students will also	Sharepoint Resources
	Matrix and Porter's Strategic Matrix.	objectives.	cover the Ansoff	for students
	Students will learn about the aim of		Matrix in Theme 4 as	Class teacher
	portfolio analysis, achieving	Consistently applying knowledge	a marketing tool.	Powerpoints
	competitive advantage through	and understanding to		Topic Tests
	distinctive capabilities.	contemporary business issues		Past Exam Papers
	Students will learn about the effect	and to different types and sizes of		Mark Schemes
	of strategic and tactical decisions on	businesses, in local, national and		Revision Guide
	human, physical, and financial resources.	global contexts.		Online Resources for Students
	Understanding	An outstanding commitment		Seneca Learning
	Students will understand the key	shown to participating in group		Bee Business Bee
	concepts of corporate strategy.	activities and supporting peers.		Tutor2u
	Skills	activities and supporting peers.		Social Media Resources
	Defining key terms, demonstrating	Utilising the exam technique at		for Students
	independence; working	every opportunity when		Youtube
	collaboratively with others, utilising	answering questions, verbally or		Bizconsesh
	exam technique, using case studies	in writing.		Joe Bayley Revision
	effectively, understanding context			Tutor2u
	and how to analyse and evaluate	Evidence of wider reading,		
	data.	research and current thinking in		
		the subject.		





	Demonstrating outstanding ability	
	to apply quantitative skills	
	relevant to business, including	
	using and interpreting data.	





3.1.3	
SWOT	analysis

Students will learn about SWOT analysis, internal considerations such as strengths and weaknesses and external considerations such as opportunities and threats.

Understanding Students will understand SWOT analysis and how to use it. Skills

Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.

Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.

Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.

An outstanding commitment shown to participating in group activities and supporting peers.

Utilising the exam technique at every opportunity when answering questions, verbally or in writing.

Evidence of wider reading, research and current thinking in the subject.

Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data. This will be a new aspect of the course for most.
Students will have covered SWOT analysis in AQA and OCR GCSE courses, if they joined from other schools.





3.1.4
Impact of external
influences

Students will learn about PESTLE. (political, economic, social, technological, legal and environmental)
Students will learn about the

changing competitive environment including Porter's Five Forces.
Understanding

Students will understand PESTLE and Porters five forces model. Skills

Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.

Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.

Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.

An outstanding commitment shown to participating in group activities and supporting peers.

Utilising the exam technique at every opportunity when answering questions, verbally or in writing.

Evidence of wider reading, research and current thinking in the subject.

Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data. **GCSE Links** 

1.5.5 External influences

Theme 2 Links

2.5.1 Economic influences

This will be a new aspect of the course for most.
Students will have covered PESTLE in AQA and OCR GCSE courses, if they joined from other schools.

Student textbooks are issued at the beginning of the course.
Sharepoint Resources for students

Class teacher
Powerpoints

Topic Tests

Past Exam Papers Mark Schemes Revision Guide

Online Resources for Students

Seneca Learning Bee Business Bee

Tutor2u Social Media Resources for Students

Youtube Bizconsesh Joe Bayley I

Joe Bayley Revision Tutor2u





## Business Studies – Theme 3 Business Decisions and Strategy Autumn Term 2

What are	3871 4 1 1 1 4 1'			
	What knowledge, understanding	What does mastery look like?	How does this	What additional
we	and skills will we gain?		build on prior	resources
learning?			learning?	are available?
3.2.1	Knowledge	Demonstrating exceptional knowledge	GCSE Links	Student textbooks are
Growth	Students will learn about the objectives of	and understanding of business		issued at the beginning
	growth which are to achieve economies of	concepts, business terminology and	1.4.1 The options	of the course.
	scale (internal and external), increase	business objectives.	for start-up and	Sharepoint Resources
	market power over customers and		small businesses	for students
	suppliers, increase market share and brand	Consistently applying knowledge and		Class teacher
	recognition and increase profitability.	understanding to contemporary	2.1.1 Business	Powerpoints
	Students will learn about the problems	business issues and to different types	growth	Topic Tests
	arising from growth such as diseconomies	and sizes of businesses, in local,		Past Exam Papers
	of scale, internal communication and	national and global contexts.		Mark Schemes
	overtrading.			Revision Guide
	Understanding	An outstanding commitment shown to		Online Resources for
	Students will understand the objectives and	participating in group activities and		Students
	problems of business growth.	supporting peers.		Seneca Learning
	Skills	Litiliain a the average to sharing a stayon.		Bee Business Bee
	Defining key terms, demonstrating	Utilising the exam technique at every		Tutor2u
	independence; working collaboratively with	opportunity when answering		Social Media Resources for Students
	others, utilising exam technique, using case studies effectively, understanding context	questions, verbally or in writing.		Youtube
	and how to analyse and evaluate data.	Evidence of wider reading, research		Bizconsesh
	and now to analyse and evaluate data.	and current thinking in the subject.		Joe Bayley Revision
				Tutor2u
		Demonstrating outstanding ability to		10.0120
		apply quantitative skills relevant to		
		business, including using and		
		interpreting data.		





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3.2.3	Knowledge	Demonstrating exceptional knowledge	This will be a new	Student textbooks are
Organic	Students will learn about the distinction	and understanding of business	aspect of the	issued at the beginning
growth	between inorganic and organic growth,	concepts, business terminology and	course for most.	of the course.
	methods of growing organically and the	business objectives.	Students will	Sharepoint Resources
	advantages and disadvantages of organic		have covered	for students
	growth.	Consistently applying knowledge and	Organic Growth	Class teacher
	Understanding	understanding to contemporary	in AQA and OCR	Powerpoints
	Students will understand the key concept of	business issues and to different types	GCSE courses, if	Topic Tests
	organic growth.	and sizes of businesses, in local,	they joined from	Past Exam Papers
	Skills	national and global contexts.	other schools.	Mark Schemes
	Defining key terms, demonstrating			Revision Guide
	independence; working collaboratively with	An outstanding commitment shown to		Online Resources for
	others, utilising exam technique, using case	participating in group activities and		Students
	studies effectively, understanding context	supporting peers.		Seneca Learning
	and how to analyse and evaluate data.			Bee Business Bee
		Utilising the exam technique at every		Tutor2u
		opportunity when answering		Social Media Resources
		questions, verbally or in writing.		for Students
				Youtube
		Evidence of wider reading, research		Bizconsesh
		and current thinking in the subject.		Joe Bayley Revision
				Tutor2u
		Demonstrating outstanding ability to		
		apply quantitative skills relevant to		
		business, including using and		

interpreting data.





3.2.4	Knowledge	Demonstrating exceptional knowledge	GCSE Links	Student textbooks are
Reasons for	Students will learn about small business	and understanding of business		issued at the beginning
staying	survival in competitive markets and how	concepts, business terminology and	1.4.1 The options	of the course.
small	they use product differentiation and USPs,	business objectives.	for start-up and	Sharepoint Resources
	flexibility in responding to customer needs,		small businesses	for students
	customer service and e-commerce.	Consistently applying knowledge and		Class teacher
	Understanding	understanding to contemporary	2.1.1 Business	Powerpoints
	Students will understand the reasons for	business issues and to different types	growth	Topic Tests
	businesses staying small.	and sizes of businesses, in local,		Past Exam Papers
	Skills	national and global contexts.		Mark Schemes
	Defining key terms, demonstrating			Revision Guide
	independence; working collaboratively with	An outstanding commitment shown to		Online Resources for
	others, utilising exam technique, using case	participating in group activities and		Students
	studies effectively, understanding context	supporting peers.		Seneca Learning
	and how to analyse and evaluate data.			Bee Business Bee
		Utilising the exam technique at every		Tutor2u
		opportunity when answering		Social Media Resources
		questions, verbally or in writing.		for Students
				Youtube
		Evidence of wider reading, research		Bizconsesh
		and current thinking in the subject.		Joe Bayley Revision
				Tutor2u
		Demonstrating outstanding ability to		
		apply quantitative skills relevant to		
		business, including using and		

interpreting data.





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3.3.1	Knowledge	Demonstrating exceptional knowledge	Theme 2 Links	Student textbooks are
Quantitative	Students will learn about the calculation of	and understanding of business		issued at the beginning
sales	time-series analysis including moving	concepts, business terminology and	2.2.1 Sales	of the course.
forecasting	averages (three period/four quarter).	business objectives.	forecasting	Sharepoint Resources
	Students will learn how to Interpret scatter			for students
	graphs and construct a line of best fit and	Consistently applying knowledge and		Class teacher
	extrapolation of past data to future.	understanding to contemporary		Powerpoints
	Students will learn the limitations of	business issues and to different types		Topic Tests
	quantitative sales forecasting techniques.	and sizes of businesses, in local,		Past Exam Papers
	Understanding	national and global contexts.		Mark Schemes
	Students will understand the key concept of			Revision Guide
	quantitative sales forecasting.	An outstanding commitment shown to		Online Resources for
	Skills	participating in group activities and		Students
	Defining key terms, demonstrating	supporting peers.		Seneca Learning
	independence; working collaboratively with			Bee Business Bee
	others, utilising exam technique, using case	Utilising the exam technique at every		Tutor2u
	studies effectively, understanding context	opportunity when answering		Social Media Resources
	and how to analyse and evaluate data.	questions, verbally or in writing.		for Students
				Youtube
		Evidence of wider reading, research		Bizconsesh
		and current thinking in the subject.		Joe Bayley Revision
				Tutor2u
		Demonstrating outstanding ability to		
		apply quantitative skills relevant to		
		business, including using and		
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interpreting data.





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3.3.2	Knowledge	Demonstrating exceptional knowledge	GCSE Links	Student textbooks are
Investment	Students will learn about simple payback,	and understanding of business		issued at the beginning
appraisal	Average (Accounting) Rate of Return and	concepts, business terminology and	2.4.1 Business	of the course.
	Discounted Cash Flow (Net Present Value	business objectives.	calculations	Sharepoint Resources
	only).			for students
	Students will learn the calculations and	Consistently applying knowledge and		Class teacher
	interpretations of figures generated by these	understanding to contemporary		Powerpoints
	techniques.	business issues and to different types		Topic Tests
	Students will learn about the limitations of	and sizes of businesses, in local,		Past Exam Papers
	these techniques.	national and global contexts.		Mark Schemes
	Understanding			Revision Guide
	Students will understand the key concepts	An outstanding commitment shown to		Online Resources for
	of Investment appraisal.	participating in group activities and		Students
	Skills	supporting peers.		Seneca Learning
	Defining key terms, demonstrating			Bee Business Bee
	independence; working collaboratively with	Utilising the exam technique at every		Tutor2u
	others, utilising exam technique, using case	opportunity when answering		Social Media Resources
	studies effectively, understanding context	questions, verbally or in writing.		for Students
	and how to analyse and evaluate data.	queenens, remain, et al mining.		Youtube
		Evidence of wider reading, research		Bizconsesh
		and current thinking in the subject.		Joe Bayley Revision
				Tutor2u
		Demonstrating outstanding ability to		1 410124
		apply quantitative skills relevant to		
		business, including using and		
		interpreting data.		





3.3.3
Decision
trees

Students will learn how to construct and interpret simple decision tree diagrams. Students will learn the calculations and interpretations of figures generated by these techniques.

Students will learn the limitations of using decision trees

Understanding

Students will understand the key concept of decision trees.

Skills

Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.

Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.

Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.

An outstanding commitment shown to participating in group activities and supporting peers.

Utilising the exam technique at every opportunity when answering questions, verbally or in writing.

Evidence of wider reading, research and current thinking in the subject.

Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data. This will be a new aspect of the course for most. Those students studying Maths may have some knowledge of this concept.





3.3.4
Critical Path
Analysis

Students will learn about the nature and purpose of Critical Path Analysis. Students will learn to complete and interpret simple networks to identify the critical path Students will learn to calculate Earliest Start Time, Latest Finish Time and total float. Students will learn the limitations of using Critical Path Analysis

Understanding

Students will understand the key concept of critical path analysis.

Skills

Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.

Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.

Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.

An outstanding commitment shown to participating in group activities and supporting peers.

Utilising the exam technique at every opportunity when answering questions, verbally or in writing.

Evidence of wider reading, research and current thinking in the subject.

Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.

This will be a new aspect of the course for most. Those students studying Maths may have some knowledge of this concept.





Business Studies - Theme 3
<b>Business Decisions and Strategy</b>
Spring Term 1

Spring Term 1					
What are we learning?	What knowledge, understanding and skills will we gain?	What does mastery look like?	How does this build on prior learning?	What additional resources are available?	
3.4.1 Corporate influences	Knowledge Students will learn about corporate timescales, short- termism versus long-termism. Students will learn about evidence-based versus subjective decision making. Understanding Students will understand corporate influences in decision making. Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.	Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.  Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.  An outstanding commitment shown to participating in group activities and supporting peers.  Utilising the exam technique at every opportunity when answering questions, verbally or in writing.  Evidence of wider reading, research and current thinking in the subject.  Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.	This will be a new aspect of the course for most. Those students studying Economics may have some knowledge of this concept.	Student textbooks are issued at the beginning of the course. Sharepoint Resources for students Class teacher Powerpoints Topic Tests Past Exam Papers Mark Schemes Revision Guide Online Resources for Students Seneca Learning Bee Business Bee Tutor2u Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision Tutor2u	





3.4.2
Corporate
culture

Students will learn about strong and weak cultures, classification of company cultures such as power, role, task and person.
Students will learn how corporate culture is formed and the difficulties in changing an established culture.
Understanding
Students will understand the corporate culture and the

Skills
Defining key terms,
demonstrating independence;
working collaboratively with
others, utilising exam technique,
using case studies effectively,
understanding context and how to

analyse and evaluate data.

difficulties in changing it.

Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.

Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.

An outstanding commitment shown to participating in group activities and supporting peers.

Utilising the exam technique at every opportunity when answering questions, verbally or in writing.

Evidence of wider reading, research and current thinking in the subject.

Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.

This will be a new aspect of the course for most. Students studying Sociology may have discussed this in terms of institutional racism.





3.4.3
Shareholders
versus
stakeholders

Students will learn about Internal and external stakeholders, stakeholder objectives as well as stakeholder and shareholder influences.

Students will learn that the business considers all of its stakeholders in its business decisions/objectives, particularly that the business should focus purely on shareholder returns (increasing share price and dividends) in its business decisions/objectives.

Students will learn about the

potential for conflict between profit-based (shareholder) and wider objectives (stakeholder). Understanding Students will understand the different considerations for shareholders versus stakeholders in an organisation.

Skills
Defining key terms,
demonstrating independence;
working collaboratively with
others, utilising exam technique,
using case studies effectively,
understanding context and how to
analyse and evaluate data.

Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.

Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.

An outstanding commitment shown to participating in group activities and supporting peers.

Utilising the exam technique at every opportunity when answering questions, verbally or in writing.

Evidence of wider reading, research and current thinking in the subject.

Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.

#### **GCSE Links**

1.5.1 Business stakeholders





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# Business Studies – Theme 3 Business Decisions and Strategy Spring Term 2

Spring Term 2					
What are we	What knowledge,	What does mastery look like?	How does this	What additional	
learning?	understanding		build on prior	resources	
	and skills will we gain?		learning?	are available?	
3.5.1	Knowledge	Demonstrating exceptional knowledge and	GCSE Links	Student textbooks are	
Interpretation of	Students will learn about the	understanding of business concepts,		issued at the beginning	
financial	statement of comprehensive	business terminology and business	1.3.2 Business	of the course.	
statements	income (profit and loss account)	objectives.	revenues, costs	Sharepoint Resources	
	and the key information, such as		and profits	for students	
	stakeholder interest.	Consistently applying knowledge and		Class teacher	
	Students will learn about the	understanding to contemporary business	2.4.1 Business	Powerpoints	
	statement of financial position	issues and to different types and sizes of	calculations	Topic Tests	
	(balance sheet) and the key	businesses, in local, national and global		Past Exam Papers	
	information such as stakeholder	contexts.	2.4.2	Mark Schemes	
	interest.		Understanding	Revision Guide	
	Understanding	An outstanding commitment shown to	business	Online Resources for	
	Students will understand how to	participating in group activities and	performance	Students	
	interpret financial statements.	supporting peers.		Seneca Learning	
	Skills		Theme 2 Links	Bee Business Bee	
	Defining key terms,	Utilising the exam technique at every		Tutor2u	
	demonstrating independence;	opportunity when answering questions,	2.3.1 Profit	Social Media Resources	
	working collaboratively with	verbally or in writing.		for Students	
	others, utilising exam technique,			Youtube	
	using case studies effectively,	Evidence of wider reading, research and		Bizconsesh	
	understanding context and how to	current thinking in the subject.		Joe Bayley Revision	
	analyse and evaluate data.			Tutor2u	
		Demonstrating outstanding ability to apply			
		quantitative skills relevant to business,			
		including using and interpreting data.			





3.5.2	Knowledge	Demonstrating exceptional knowledge and	This will be a new	Student textbooks are
Ratio analysis	Students will learn how to	understanding of business concepts,	aspect of the	issued at the beginning
,	calculate the gearing ratio, return	business terminology and business	course for most.	of the course.
	on capital employed (ROCE) and	objectives.	Those students	Sharepoint Resources
	how to Interpret ratios to make	,	studying	for students
	business decisions.	Consistently applying knowledge and	Economics may	Class teacher
	Students will learn about the	understanding to contemporary business	have some	Powerpoints
	limitations of ratio analysis.	issues and to different types and sizes of	knowledge of this	Topic Tests
	Understanding	businesses, in local, national and global	concept.	Past Exam Papers
	Students will understand how to	contexts.		Mark Schemes
	calculate and interpret ratios.			Revision Guide
	Students will understand the	An outstanding commitment shown to		Online Resources for
	limitations of ratio analysis.	participating in group activities and		Students
	Skills	supporting peers.		Seneca Learning
	Defining key terms,			Bee Business Bee
	demonstrating independence;	Utilising the exam technique at every		Tutor2u
	working collaboratively with	opportunity when answering questions,		Social Media Resources
	others, utilising exam technique,	verbally or in writing.		for Students
	using case studies effectively,			Youtube
	understanding context and how to	Evidence of wider reading, research and		Bizconsesh
	analyse and evaluate data.	current thinking in the subject.		Joe Bayley Revision
				Tutor2u
		Demonstrating outstanding ability to apply		
		quantitative skills relevant to business,		
		including using and interpreting data.		





3.5.3
Human
resources

Students will learn how to calculate and interpret the following to help make business decisions, labour productivity, labour turnover, retention and absenteeism.

Students will learn about human resource strategies to increase productivity and retention and to reduce turnover and absenteeism such as financial rewards, employee share ownership, consultation strategies and empowerment strategies.

Understanding
Students will understand how to
calculate human resource
indicators of performance.
Students will understand how to
increase productivity and retain
staff.

Skills

Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data. Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.

Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.

An outstanding commitment shown to participating in group activities and supporting peers.

Utilising the exam technique at every opportunity when answering questions, verbally or in writing.

Evidence of wider reading, research and current thinking in the subject.

Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data. This will be a new aspect of the course for most. Those students studying Economics may have some knowledge of this concept.





3.6.1
Causes and
effects of
change

Students will learn about causes of change such as changes in organisational size, poor business performance, new ownership, transformational leadership, the market and other external factors (PESTLE).

Students will learn about the possible effects on, competitiveness, productivity, financial performance and stakeholders.

Understanding

Students will understand the causes and effects of change in an organisation.

Skills

Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data. Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.

Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.

An outstanding commitment shown to participating in group activities and supporting peers.

Utilising the exam technique at every opportunity when answering questions, verbally or in writing.

Evidence of wider reading, research and current thinking in the subject.

Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data. This will be a new aspect of the course for all.





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3.6.2	Knowledge	Demonstrating exceptional knowledge and	This will be a new	Student textbooks are
Key factors in	Students will learn about	understanding of business concepts,	aspect of the	issued at the beginning
change	organisational culture and the	business terminology and business	course for all.	of the course.
	size of organisation.	objectives.		Sharepoint Resources
	Students will learn about the			for students
	time/speed of change and	Consistently applying knowledge and		Class teacher
	managing resistance to change.	understanding to contemporary business		Powerpoints
	Understanding	issues and to different types and sizes of		Topic Tests
	Students will understand the key	businesses, in local, national and global		Past Exam Papers
	factors of change in an	contexts.		Mark Schemes
	organisation.			Revision Guide
	Skills	An outstanding commitment shown to		Online Resources for
	Defining key terms,	participating in group activities and		Students
	demonstrating independence;	supporting peers.		Seneca Learning
	working collaboratively with			Bee Business Bee
	others, utilising exam technique,	Utilising the exam technique at every		Tutor2u
	using case studies effectively,	opportunity when answering questions,		Social Media Resources
	understanding context and how to	verbally or in writing.		for Students
	analyse and evaluate data.			Youtube
		Evidence of wider reading, research and		Bizconsesh
		current thinking in the subject.		Joe Bayley Revision
				Tutor2u
		Demonstrating outstanding ability to apply		
		quantitative skills relevant to business,		
		including using and interpreting data.		





3.6.3	Knowledge	Demonstrating exceptional knowledge and	This will be a new	Student textbooks are
Scenario	Students will learn about	understanding of business concepts,	aspect of the	issued at the beginning
planning	Identifying key risks through risk	business terminology and business	course for all.	of the course.
	assessment for natural disasters,	objectives.		Sharepoint Resources
	IT systems failure and loss of key			for students
	staff.	Consistently applying knowledge and		Class teacher
	Students will learn about planning	understanding to contemporary business		Powerpoints
	for risk mitigation, business	issues and to different types and sizes of		Topic Tests
	continuity and succession	businesses, in local, national and global		Past Exam Papers
	planning.	contexts.		Mark Schemes
	Understanding			Revision Guide
	Students will understand the key	An outstanding commitment shown to		Online Resources for
	concepts of scenario planning in	participating in group activities and		Students
	an organisation.	supporting peers.		Seneca Learning
	Skills			Bee Business Bee
	Defining key terms,	Utilising the exam technique at every		Tutor2u
	demonstrating independence;	opportunity when answering questions,		Social Media Resources
	working collaboratively with	verbally or in writing.		for Students
	others, utilising exam technique,			Youtube
	using case studies effectively,	Evidence of wider reading, research and		Bizconsesh
	understanding context and how to	current thinking in the subject.		Joe Bayley Revision
	analyse and evaluate data.			Tutor2u
		Demonstrating outstanding ability to apply		
		quantitative skills relevant to business,		
		including using and interpreting data.		





finishing Theme   Students will use their knowledge   as students, and as critical and reflective   learning   issued at the beginning
3 if over running gained in Theme 2 & 3 to thinkers with enquiring minds. of the course.
complete past exam papers, Exam technique Sharepoint Resources
Focus on practice multiple choice questions   Demonstrating exceptional knowledge and   prior learning   for students
revision for final and work on improving their exam understanding of business concepts, Class teacher
exams technique. business terminology and business End of topic tests Powerpoints
Understanding objectives. prior learning Topic Tests
Focus on exam Students will work on ensuring Past Exam Papers
technique for they understand the exam Consistently applying knowledge and Calculations prior Mark Schemes
final exams process and what to expect for understanding to contemporary business learning Revision Guide
their final exam. issues and to different types and sizes of Online Resources for
Focus on Skills businesses, in local, national and global Analysing and Students
feedback from Defining key terms, contexts. evaluating case Seneca Learning
examiner demonstrating independence; studies prior Bee Business Bee
reports/past working collaboratively with An outstanding commitment shown to learning Tutor2u
papers others, utilising exam technique, participating in group activities and Social Media Resources
using case studies effectively, supporting peers. Assessment books for Students
Focus on feed understanding context and how to Youtube
forward from analyse and evaluate data. Utilising the exam technique at every Year 12 exam Bizconsesh
past papers, opportunity when answering questions, Joe Bayley Revision
case studies verbally or in writing. Tutor2u
and short
answer Evidence of wider reading, research and
questions. current thinking in the subject.
Demonstrating outstanding ability to apply
quantitative skills relevant to business,
including using and interpreting data.

Once Theme 3 content is complete students will be prepared for Paper 2.

This paper is based on Themes 2 & 3.