

## Key Stage 5 Curriculum Map 2019 - 2020

### Term 1

Subject: Business	Year Group: 13
Week/Date	Focus/Topic
1 Sept 2 <sup>nd</sup> -5 <sup>th</sup>	<ul style="list-style-type: none"> <li>• Baseline assessments, curriculum orientation and expectations</li> <li>• Review of Business structure, size of Business</li> </ul>
2 Sept 8 <sup>th</sup> -12 <sup>th</sup>	<p><b>External influences on business activity</b></p> <ul style="list-style-type: none"> <li>- Political and legal influences – how and why governments use the law to control areas of business activity</li> <li>- international treaties (e.g. Maastricht treaty)</li> <li>- free trade agreements (e.g. North American Free Trade Agreement)</li> <li>- climate change agreements (e.g. Kyoto)</li> <li>- common currency agreements (e.g. Euro).</li> </ul> <p><b>External economic influences on business behavior</b></p> <p>Economic constraints and enablers – macro-economic objectives and policies, how changes affect business behavior</p> <ul style="list-style-type: none"> <li>• low unemployment</li> <li>• low and stable inflation</li> <li>• stable exchange rates</li> <li>• transfer of wealth</li> <li>• economic growth</li> <li>• How the state might intervene to help/constrain small and large business and address market failure</li> <li>• Social influences – why businesses must consider the needs of the community</li> <li>• Social influences – the impact of corporate social responsibility (CSR) and how it effects</li> <li>• Technological influences (including the internet) – the problems of introducing technological change</li> <li>• Other businesses influences – how businesses are constrained by and rely on other businesses</li> <li>• Demographic influences – how businesses might react to a given demographic change</li> <li>• Environmental influences – their impact on business behavior</li> </ul> <p>Progress check – external influences</p>

<p style="text-align: center;">3 Sept 15<sup>th</sup>-19<sup>th</sup></p>	<p><b>Human resource management</b></p> <ul style="list-style-type: none"> <li>• Approaches to HRM – the difference between ‘hard’ and ‘soft’ HRM</li> <li>• Approaches to HRM – the advantages/ disadvantages of temporary and flexible contracts</li> <li>• disadvantages of temporary and flexible contracts</li> <li>• Approaches to HRM – measuring and improving employee performance</li> <li>• Approaches to HRM – MBO (management by objectives)</li> <li>• Labour legislation – the need for and underlying principles</li> <li>• Cooperation between management and workforce – the mutual benefits</li> <li>• Workforce planning – the reasons for and role of a workforce plan</li> <li>• Role of trade unions in HRM – the benefits to employers and employees, including collective bargaining</li> </ul> <p>Progress check –human resource management (HRM)</p>
<p style="text-align: center;">4 Sept 22<sup>nd</sup> -26<sup>th</sup></p>	<p><b>Organisational structure</b></p> <ul style="list-style-type: none"> <li>• Relationship between business objectives, people and organisational structure</li> <li>• Types of structure: functional, hierarchical (flat and narrow), matrix</li> <li>• Formal and informal organisations – features of a formal structure</li> <li>• Delegating and accountability –relationship, processes, and advantages/ disadvantages of delegating</li> <li>• Delegating and accountability – the impact of delegation on motivation</li> <li>• Control, authority and trust – the relationship with hierarchy, responsibility and delegation, conflicts that can arise between control and trust</li> <li>• Centralisation – advantages/ disadvantages for stakeholders</li> <li>• Line and staff – difference between line and staff management</li> <li>• Relationship between business objectives, people and organisational structure – purpose and attributes of a structure (flexibility, growth, etc.)</li> <li>• Progress check</li> </ul> <p><b>Business communication</b></p> <ul style="list-style-type: none"> <li>• Purposes of communication – situations in which communication is essential</li> <li>• Methods of communication – different methods, their strengths and weaknesses</li> <li>• Channels of communication – how it works within an organisation, difference between one-way, two-way, vertical and horizontal, problems associated</li> <li>• Barriers to communication – attitudes, perceptions, noise, language, inappropriate medium, etc.</li> <li>• The role of management in facilitating communication – informal communication, improving communication, use to improve business efficiency</li> </ul> <p>Progress check – business communication</p>
<p style="text-align: center;">5 Sept 29<sup>th</sup>-Oct 3<sup>rd</sup></p>	<p><b>Marketing</b></p> <ul style="list-style-type: none"> <li>• <b>Marketing planning</b></li> <li>• Market planning – the detailed marketing plan, associated benefits</li> <li>• Elasticity – the concept and its usefulness in various forms</li> <li>• Product development –process from original conception to launch and beyond, why R&amp;D is important</li> </ul>

	<ul style="list-style-type: none"> <li>• Forecasting – the need to forecast marketing data, calculating and using the moving average method to forecast sales</li> <li>• Coordinated marketing mix – need for and development of a coordinated marketing mix, developing strategies focused on specific objectives</li> <li>• Progress check – marketing planning</li> </ul>
<p>6 Oct 6<sup>th</sup>-10<sup>th</sup></p>	<p><b>Globalisation and international marketing</b></p> <ul style="list-style-type: none"> <li>• Globalisation – the economic concept and the implications for marketing of increased globalisation and economic collaboration</li> <li>• Strategies for international marketing – the importance of international marketing, market identification, selection and entry</li> <li>• Strategies for international marketing –developing a global market strategy, influencing factors, maintaining the right balance of pan-global and local marketing</li> <li>• Progress check – globalisation and international marketing Strategies for international marketing</li> </ul>
<p>7 Oct 13<sup>th</sup> -17<sup>th</sup></p>	<ul style="list-style-type: none"> <li>• Catch up/Review</li> </ul>
<p>8 Oct 22<sup>nd</sup> -24<sup>th</sup></p>	<p style="text-align: center;"><b>Mid Term Break</b></p>
<p>9 Oct 27<sup>th</sup>-Oct 31<sup>st</sup></p>	<p><b>Operations planning</b></p> <ul style="list-style-type: none"> <li>• Enterprise resource planning (ERP) – What it is - main features, how ERP can help improve business efficiency</li> </ul> <p><b>Capacity utilization</b></p> <ul style="list-style-type: none"> <li>• Measurement and significance of capacity – how to measure capacity, the implications of operating under or over capacity</li> <li>• Increasing capacity utilisation –rationalisation, sub-contracting and other methods</li> <li>• Outsourcing – benefits in a given situation</li> </ul> <p>Progress check – capacity utilization</p>
<p>10 Nov 3<sup>rd</sup> -7<sup>th</sup></p>	<p><b>Lean production and quality management</b></p> <ul style="list-style-type: none"> <li>• Lean production – links with inventory and quality control, employee roles, capacity management and efficiency</li> <li>• Kaizen – continuous improvement in the context of lean production</li> <li>• Just in Time (JIT) – its implications and justification in the context of lean production</li> <li>• Quality control and assurance – importance, methods, what the customer demands</li> <li>• Quality control and assurance – the link between quality and training</li> <li>• Total Quality Management – its aims, effectiveness, the potential of Kaizen in TQM</li> <li>• Benchmarking – importance to quality control</li> </ul> <p>Progress check – lean production and quality management</p>

<p>11 Nov 10<sup>th</sup>-14<sup>th</sup></p>	<p><b>Project management</b></p> <ul style="list-style-type: none"> <li>• The need for projects and project management - projects as a response to the need for change, reasons and impact of project failure</li> <li>• Network diagrams – main elements, constructing them from given data</li> <li>• Critical Path Analysis (CPA) – developing, interpreting and analysing results, use as a management tool</li> </ul> <p>Progress check – project management</p>
<p>12 Nov 17<sup>th</sup>-28<sup>th</sup></p>	<p>• <b>Revision</b></p>
<p>13-13 Nov 24<sup>th</sup>-28<sup>th</sup></p>	
<p>14 Dec 1<sup>st</sup> -5<sup>th</sup></p>	
<p>15 Dec 8<sup>th</sup>-12<sup>th</sup></p>	<p style="text-align: center;"><b>Assessment Weeks</b></p>
<p style="text-align: center;">Winter Break: December 13<sup>th</sup> – January 2<sup>nd</sup></p>	