



What are the aims and intentions of this curriculum?

The aim of our Business Studies Curriculum is for students to:

1. Know and understand the purpose and nature of businesses, business organisations, setting of business objectives and aims, stakeholders in businesses, business planning, location and expansion, organisational structures and human resources management, business terminology, the integrated nature of business activity and the impact of business on individuals and wider society.
2. Apply knowledge and understanding to contemporary business issues and to different types and sizes of businesses in local, national and global contexts develop as enterprising individuals with the ability to think commercially and creatively to demonstrate business acumen, and draw on evidence to make informed business decisions and solve business problems.
3. Develop as effective and independent students, and as critical and reflective thinkers with enquiring minds use an enquiring, critical approach to make informed judgements.
4. Investigate and analyse real business opportunities and issues to construct well-argued, well-evidenced, balanced and structured arguments, demonstrating their depth and breadth and understanding of business.
5. Develop and apply quantitative skills relevant to business, including using and interpreting data.

Term	Topics	Knowledge and key terms	Skills developed	Assessment
Summer 2	<ol style="list-style-type: none">1. Transition2. Introduction to Business Studies3. Alliance challenge	<ul style="list-style-type: none">• Entrepreneurs• Entrepreneurship• Profit organisations• Not-for-profit organisations• Gap in the market• Traits of an entrepreneur• Importance of businesses in modern economies.	<p>To understand the business world. To use business terminology accurately. To explain and appreciate the role of entrepreneurs and entrepreneurship in the economy To describe the gap in market concept. To list and explain the characteristics of an entrepreneur To work and collaborate with team members in teams. To communicate appropriate and clearly in group or team activities.</p>	<ul style="list-style-type: none">• Discussions• Presentations done individually and collaboratively• Projects

3.1.1 Purpose and nature of business**3.1.2 Business ownership**

- Purpose of business
- Reasons for starting a business
- Basic functions and types of business
- Business enterprise and entrepreneurship
- Dynamic nature of business
- Sole traders
- Partnerships
- Private limited companies (Ltd)
- Public limited companies (Plc)
- Not-for-profit organisations

To understand what a business is and the reasons for starting a business.

To understand the difference between goods, services, needs and wants.

To understand the meaning of factors of production.

To define opportunity Cost.

To define the three sectors of primary, secondary and tertiary and give examples of types of businesses that operate in each sector.

To understand the term enterprise and what is meant by an entrepreneur.

To outline the characteristics and objectives of an entrepreneur

To understand what is meant by a sole trader and the benefits and drawbacks of this legal structure.

To understand what is meant by a partnership and the benefits and drawbacks of this legal structure.

To understand what is meant by a private limited company and the benefits and drawbacks of this legal structure.

To understand the concept of limited liability and which businesses benefit from this.

To understand what is meant by a public limited company and the benefits and drawbacks of this legal structure.

To understand what is meant by a not-for-profit organisation and the benefits and drawbacks of this legal structure.

To evaluate which legal structure would be the most appropriate for a variety of business examples

- Written classroom activities
- Written homework activities
- Individual and group project presentations
- Formative written tests
- Summative written tests

Autumn 2	3.1.3 Setting business aims and objectives 3.1.4 Stakeholders	<ul style="list-style-type: none"> • What are business aims and objectives? • Purpose of setting objectives • Role of objectives in running a business • Changing objectives • Use of objectives in judging success • Main stakeholders of businesses • Objectives of stakeholders • Impact of business activity on stakeholders • Impact and influence stakeholders have on businesses 	<p>To understand the main aims and objectives for businesses.</p> <p>To explain the reasons for setting business objectives.</p> <p>To explain the role of objectives in running a business.</p> <p>To assess the success of a business using its objectives.</p> <p>To understand what is meant by a stakeholder and who the main stakeholders of a business are.</p> <p>To understand the main objectives of stakeholders.</p> <p>To understand the impact and influence stakeholders have on businesses and their objectives.</p> <p>To understand how businesses may face conflict between stakeholders.</p>	<ul style="list-style-type: none"> • Written classroom activities • Written homework activities • Individual and group project presentations • Formative written tests • Summative written tests
Spring 1	3.1.5 Business location 3.1.6 Business planning	<ul style="list-style-type: none"> • Factors influencing the location decision of a business • The purpose of business planning. • The main sections within a business plan • Basic financial terms 	<p>To understand what is meant by location.</p> <p>To understand the factors that influence the location decision of a business.</p> <p>To evaluate the appropriate location for a variety of businesses.</p> <p>To understand why some businesses decide to locate in other countries.</p>	<ul style="list-style-type: none"> • Written classroom activities • Written homework activities • Individual and group project presentations • Formative written tests • Summative written tests

3.1.7 Expanding a business**3.4.1 Organisation structures**

- Basic financial calculations
- Methods of expansion
- Benefits and drawbacks of expansion
- Organisational structures
- Appropriateness of organisational structures
- Centralisation and decentralisation

To understand the reasons why businesses create plans.

To understand the main sections of a business plan.

To analyse the benefits and drawbacks of business planning.

To understand the difference between variable costs, fixed costs and total costs.

To understand the concept of revenue, costs, profit and loss.

To calculate revenue, costs, profit and loss.

To understand the methods used by businesses when expanding.

To discuss the advantages and disadvantages of each method of growth.

To understand the benefits of growth in terms of unit cost advantages due to economies of scale.

To calculate and interpret average unit costs.

To understand internal organisational structures, span of control, chain of command, layering and delegation.

To understand why businesses have internal organisational structures.

To understand the impact that having a tall or flat organisational structure has on how a business is managed.

To understand how an organisational structure may affect the different ways of communication.

To understand what is meant by centralisation and decentralisation.

To understand the benefits and drawbacks of centralisation and decentralisation for business performance.

- Written classroom activities
- Written homework activities
- Individual and group project presentations
- Formative written tests
- Summative written tests

3.4.2 Recruitment and selection of employees

3.4.3 Motivating employees

4.3.4 Training

- The need for recruitment
- Methods of recruitment and selection of employees.
- Contracts of employment
- Importance of motivation in the workforce.
- Methods to motivate staff.
- Importance of training the workforce
- Types of training undertaken by businesses.

To understand the difference between internal and external recruitment.

To understand the benefits and drawbacks of internal and external recruitment.

To outline the main stages in the recruitment and selection process.

To analyse the benefits of having an effective recruitment and selection process for a business.

To understand the difference between part time and full-time contracts, job share and zero-hour contracts.

To understand the benefits of full and part time employment.

To understand the benefits of a motivated workforce.

To understand the use of financial methods of motivation (including an understanding of the main methods of payment including salary, wage, commission and profit sharing).

To understand the use of nonfinancial methods of motivation.

To explain the benefits of training employees for a business and to understand the methods of training undertaken by businesses.

To explain the benefits of induction training.

To analyse the benefits and drawbacks of on the job and off the job training and evaluate which would be the most appropriate method for a variety of businesses.

- Written classroom activities
- Written homework activities
- Individual and group project presentations
- Formative written tests
- Summative written tests
- End of year examinations