

Curriculum maps with Christian and school ethos links

Subject: Business Studies

Year 12	Term 1	Term 2	Term 3
	<p>Unit one: What is business</p> <ul style="list-style-type: none"> • Nature and purpose of business • Different business forms • Business operating in an external environment <p>Unit two: Managers, leadership and decision making</p> <ul style="list-style-type: none"> • Management, leadership and decision making • Management decision making • Role and importance of stakeholders <p>Unit three: Decision making to improve marketing performance</p> <ul style="list-style-type: none"> • Setting marketing objectives • Understanding markets and customers 	<p>Unit three: Decision making to improve marketing performance</p> <ul style="list-style-type: none"> • Segmentation, targeting and positioning • Using the marketing mix <p>Unit five: Decision making to improve financial performance</p> <ul style="list-style-type: none"> • Setting financial objectives • Analysing financial performance • Sources of finance • Improving cash flow and profit 	<p>Unit four: Decision making to improve operational performance</p> <ul style="list-style-type: none"> • Setting operational objectives • Analysing operational performance • Increasing efficiency and productivity • Improving quality • Managing inventory and supply chain <p>Unit six: Decision making to improve human resource performance</p> <ul style="list-style-type: none"> • Setting HR objectives • Analysing HR performance • Improving organisational design and human resource flow • Motivation and engagement • Employer-employee relations <p>MOCK EXAMS - Paper 1 & 2 (AS)</p> <p>Unit seven: Analysing strategic position of a business</p> <ul style="list-style-type: none"> • Mission objectives and Strategy • Financial ratio analysis • Overall performance

Year 13	Term 1	Term 2	Term 3
	Unit seven: Analysing strategic position of a business <ul style="list-style-type: none"> • Political and legal change • Economic change • Social and technological change • Competitive environment • Investment appraisal Unit eight: Choosing strategic direction <ul style="list-style-type: none"> • Choosing markets • How to compete 	Unit nine: Strategic methods: how to pursue strategies <ul style="list-style-type: none"> • Assessing a change in scale • Assessing innovation • Assessing internationalisation • Use of digital technology Unit ten: Managing strategic change <ul style="list-style-type: none"> • Managing change • Organisational culture • Strategic implementation • Why strategies fail 	Revision EXAMS – Paper 1,2 & 3
Links with Sexey's 7 Values and Christian ethos and spiritual development opportunities	<ol style="list-style-type: none"> 1. Courage: To share their work and opinions in front of their peers spontaneously & after preparation; to practically explore new techniques & ideas; to listen to & take on board peer and staff evaluation. To tackle new content they are unsure of. Entrepreneurs and shareholders have to show courage in the face of risks 2. Forgiveness: Working with others requires acceptance of alternate opinion and the errors that others make. 3. Honesty: Self-reflection & Peer-evaluation of work, recognising achievement & identifying targets for improvement. 4. Kindness: To support their peers within the class environment sharing and caring about each other's welfare and feelings. Working with others, helping them to improve, providing solutions to peer problems. Business ethics is a key theme, throughout. 5. Respect: Listening proactively to alternate opinion; sharing ideas positively providing evaluative comment in a productive manner as Art is a subjective forum. To consider the classroom environment and others' work displayed in it. In HR treating staff with respect and the theories behind this is explored at length. 6. Empathy: Supporting peers in groups, showing an understanding of how others; feel about their performance and work as well as applying this to understand how artists produced the responses they have at various points in history 		

7. Resilience: Responding positively & productively to staff & peer feedback; adapting working practices to work productively while, taking advice and learning from it in order to progress learning from their mistakes. Much of the course is about dealing with errors and persevering when things do not go well