

# Curriculum Map Year 12 Business Studies

Topic Name	Term	Skills developed with link to NC Subject content	Reflection on previous link in the curriculum	Progress to future link in the curriculum
<p><b>3.1 What is business</b></p> <ul style="list-style-type: none"> <li>Understanding the nature and purpose of business</li> <li>Understanding difference business forms</li> <li>Understanding the businesses operate within an external environment</li> </ul> <p>Assessment</p>	Autumn HT1	<ul style="list-style-type: none"> <li>gain holistic understanding of business in a range of contexts</li> <li>develop a critical understanding of organisations and their ability to meet society's needs and wants</li> <li>understand that business behaviour can be studied from a range of perspectives</li> <li>generate enterprising and creative approaches to business opportunities, problems and issues</li> <li>be aware of the ethical dilemmas and responsibilities faced by organisations and individuals</li> <li>acquire a range of relevant business and generic skills, including decision making, problem solving, the challenging of assumptions and critical analysis</li> <li>apply numerical skills in a range of business contexts.</li> </ul>	<ul style="list-style-type: none"> <li>Links to GCSE business Unit 1 and 2</li> </ul>	As all three papers assess all aspects of the specification, the learning gained in Year 12 and throughout Year 13 is vital in building knowledge and understanding.
<p><b>3.2 Managers, leadership and decision making</b></p> <ul style="list-style-type: none"> <li>Understanding management, leadership and decision making</li> <li>Understanding management decision making</li> <li>Understanding the role and importance of stakeholders</li> </ul> <p>Assessment</p>	Autumn HT1	<ul style="list-style-type: none"> <li>gain holistic understanding of business in a range of contexts</li> <li>develop a critical understanding of organisations and their ability to meet society's needs and wants</li> <li>understand that business behaviour can be studied from a range of perspectives</li> <li>generate enterprising and creative approaches to business opportunities, problems and issues</li> <li>be aware of the ethical dilemmas and responsibilities faced by organisations and individuals</li> <li>acquire a range of relevant business and generic skills, including decision making, problem solving, the challenging of assumptions and critical analysis</li> <li>apply numerical skills in a range of business contexts.</li> </ul>	<ul style="list-style-type: none"> <li>Links to GCSE business Unit 1 and 2</li> </ul>	As all three papers assess all aspects of the specification, the learning gained in Year 12 and throughout Year 13 is vital in building knowledge and understanding.
<p><b>3.3 Decision making to improve marketing performance</b></p> <ul style="list-style-type: none"> <li>Setting marketing objectives</li> <li>Understanding markets and customers</li> </ul>	Autumn HT2	<ul style="list-style-type: none"> <li>gain holistic understanding of business in a range of contexts</li> <li>develop a critical understanding of organisations and their ability to meet society's needs and wants</li> <li>understand that business behaviour can be studied from a range of perspectives</li> <li>generate enterprising and creative approaches to business opportunities, problems and issues</li> <li>be aware of the ethical dilemmas and responsibilities faced by organisations and individuals</li> <li>acquire a range of relevant business and generic skills, including decision making, problem solving, the challenging of assumptions and critical analysis</li> <li>apply numerical skills in a range of business contexts.</li> </ul>	<ul style="list-style-type: none"> <li>Links to GCSE business Unit 2 and 5</li> </ul>	As all three papers assess all aspects of the specification, the learning gained in Year 12 and throughout Year 13 is vital in building knowledge and understanding.
<ul style="list-style-type: none"> <li>Making marketing decision: STP</li> <li>Making marketing decision: using the marketing mix</li> </ul> <p>Assessment</p>	Autumn HT2	<ul style="list-style-type: none"> <li>gain holistic understanding of business in a range of contexts</li> <li>develop a critical understanding of organisations and their ability to meet society's needs and wants</li> <li>understand that business behaviour can be studied from a range of perspectives</li> <li>generate enterprising and creative approaches to business opportunities, problems and issues</li> </ul>	<ul style="list-style-type: none"> <li>Links to GCSE business Unit 2 and 5</li> </ul>	As all three papers assess all aspects of the specification, the learning gained in Year 12 and throughout Year 13 is vital in building knowledge and understanding.

<p><b>3.4 Decision making to improve operational performance</b></p> <ul style="list-style-type: none"> <li>• Setting operational objectives</li> <li>• Analysing operational performance</li> <li>• Increasing efficiency</li> <li>• Improving quality</li> </ul>		<ul style="list-style-type: none"> <li>• be aware of the ethical dilemmas and responsibilities faced by organisations and individuals</li> <li>• acquire a range of relevant business and generic skills, including decision making, problem solving, the challenging of assumptions and critical analysis</li> <li>• apply numerical skills in a range of business contexts.</li> </ul>	<ul style="list-style-type: none"> <li>• <i>Links to GCSE business Unit 3</i></li> </ul>	
<ul style="list-style-type: none"> <li>• Managing inventory and supply chains</li> </ul> <p>Assessment</p> <p><b>3.5 Decision making to improve financial performance</b></p> <ul style="list-style-type: none"> <li>• Setting financial objectives</li> <li>• Analysing financial performance</li> </ul>	<p><i>Spring HT3</i></p>	<ul style="list-style-type: none"> <li>• gain holistic understanding of business in a range of contexts</li> <li>• develop a critical understanding of organisations and their ability to meet society's needs and wants</li> <li>• understand that business behaviour can be studied from a range of perspectives</li> <li>• generate enterprising and creative approaches to business opportunities, problems and issues</li> <li>• be aware of the ethical dilemmas and responsibilities faced by organisations and individuals</li> <li>• acquire a range of relevant business and generic skills, including decision making, problem solving, the challenging of assumptions and critical analysis</li> <li>• apply numerical skills in a range of business contexts.</li> </ul>	<ul style="list-style-type: none"> <li>• <i>Links to GCSE business Unit 6</i></li> </ul>	<p>As all three papers assess all aspects of the specification, the learning gained in Year 12 and throughout Year 13 is vital in building knowledge and understanding.</p>
<ul style="list-style-type: none"> <li>• Making financial decisions: sources of finance</li> <li>• Making financial decisions: improving cash flow and profits</li> </ul> <p>Assessment</p>	<p><i>Spring HT3</i></p>	<ul style="list-style-type: none"> <li>• gain holistic understanding of business in a range of contexts</li> <li>• develop a critical understanding of organisations and their ability to meet society's needs and wants</li> <li>• understand that business behaviour can be studied from a range of perspectives</li> <li>• generate enterprising and creative approaches to business opportunities, problems and issues</li> <li>• be aware of the ethical dilemmas and responsibilities faced by organisations and individuals</li> <li>• acquire a range of relevant business and generic skills, including decision making, problem solving, the challenging of assumptions and critical analysis</li> <li>• apply numerical skills in a range of business contexts.</li> </ul>	<ul style="list-style-type: none"> <li>• <i>Links to GCSE business Unit 6</i></li> </ul>	<p>As all three papers assess all aspects of the specification, the learning gained in Year 12 and throughout Year 13 is vital in building knowledge and understanding.</p>
<p><b>3.6 Decision making to improve human resource performance</b></p> <ul style="list-style-type: none"> <li>• Setting human resource objectives</li> <li>• Analysing human resource performance</li> </ul>	<p><i>Spring HT4</i></p>	<ul style="list-style-type: none"> <li>• gain holistic understanding of business in a range of contexts</li> <li>• develop a critical understanding of organisations and their ability to meet society's needs and wants</li> <li>• understand that business behaviour can be studied from a range of perspectives</li> <li>• generate enterprising and creative approaches to business opportunities, problems and issues</li> <li>• be aware of the ethical dilemmas and responsibilities faced by organisations and individuals</li> <li>• acquire a range of relevant business and generic skills, including decision making, problem solving, the challenging of assumptions and critical analysis</li> <li>• apply numerical skills in a range of business contexts.</li> </ul>	<ul style="list-style-type: none"> <li>• <i>Links to GCSE business Unit 4</i></li> </ul>	<p>As all three papers assess all aspects of the specification, the learning gained in Year 12 and throughout Year 13 is vital in building knowledge and understanding.</p>
<ul style="list-style-type: none"> <li>• Making human resource decisions: improving organisational design and managing the human resource flow</li> </ul>	<p><i>Spring HT4</i></p>	<ul style="list-style-type: none"> <li>• gain holistic understanding of business in a range of contexts</li> <li>• develop a critical understanding of organisations and their ability to meet society's needs and wants</li> </ul>	<ul style="list-style-type: none"> <li>• <i>Links to GCSE business Unit 4</i></li> </ul>	<p>As all three papers assess all aspects of the specification, the learning gained in Year 12 and throughout Year 13 is vital in building knowledge and understanding.</p>

<ul style="list-style-type: none"> <li>• Making human resource decisions: improving motivation and engagement</li> <li>• Making human resource decisions: improving employer-employee relations</li> </ul> <p>Assessment</p>		<ul style="list-style-type: none"> <li>• understand that business behaviour can be studied from a range of perspectives</li> <li>• generate enterprising and creative approaches to business opportunities, problems and issues</li> <li>• be aware of the ethical dilemmas and responsibilities faced by organisations and individuals</li> <li>• acquire a range of relevant business and generic skills, including decision making, problem solving, the challenging of assumptions and critical analysis</li> <li>• apply numerical skills in a range of business contexts.</li> </ul>		
Revision /Consolidation of prior learning	Summer HT5	<ul style="list-style-type: none"> <li>• gain holistic understanding of business in a range of contexts</li> <li>• develop a critical understanding of organisations and their ability to meet society’s needs and wants</li> <li>• understand that business behaviour can be studied from a range of perspectives</li> <li>• generate enterprising and creative approaches to business opportunities, problems and issues</li> <li>• be aware of the ethical dilemmas and responsibilities faced by organisations and individuals</li> <li>• acquire a range of relevant business and generic skills, including decision making, problem solving, the challenging of assumptions and critical analysis</li> <li>• apply numerical skills in a range of business contexts.</li> </ul>		As all three papers assess all aspects of the specification, the learning gained in Year 12 and throughout Year 13 is vital in building knowledge and understanding.
Assessment	Summer HT5	<ul style="list-style-type: none"> <li>• gain holistic understanding of business in a range of contexts</li> <li>• develop a critical understanding of organisations and their ability to meet society’s needs and wants</li> <li>• understand that business behaviour can be studied from a range of perspectives</li> <li>• generate enterprising and creative approaches to business opportunities, problems and issues</li> <li>• be aware of the ethical dilemmas and responsibilities faced by organisations and individuals</li> <li>• acquire a range of relevant business and generic skills, including decision making, problem solving, the challenging of assumptions and critical analysis</li> <li>• apply numerical skills in a range of business contexts.</li> </ul>		As all three papers assess all aspects of the specification, the learning gained in Year 12 and throughout Year 13 is vital in building knowledge and understanding.
<b>3.7 Analysing the strategic position of a business</b> <ul style="list-style-type: none"> <li>• Analysing the existing internal position of a business to assess strengths and weaknesses: financial ratio analysis</li> </ul>	Summer HT6			
	Summer HT6	<ul style="list-style-type: none"> <li>• gain holistic understanding of business in a range of contexts</li> <li>• develop a critical understanding of organisations and their ability to meet society’s needs and wants</li> <li>• understand that business behaviour can be studied from a range of perspectives</li> <li>• generate enterprising and creative approaches to business opportunities, problems and issues</li> <li>• be aware of the ethical dilemmas and responsibilities faced by organisations and individuals</li> <li>• acquire a range of relevant business and generic skills, including decision making, problem solving, the challenging of assumptions and critical analysis</li> <li>• apply numerical skills in a range of business contexts.</li> </ul>	<ul style="list-style-type: none"> <li>• Builds on learning in Year 12</li> </ul>	As all three papers assess all aspects of the specification, the learning gained in Year 12 and throughout Year 13 is vital in building knowledge and understanding.