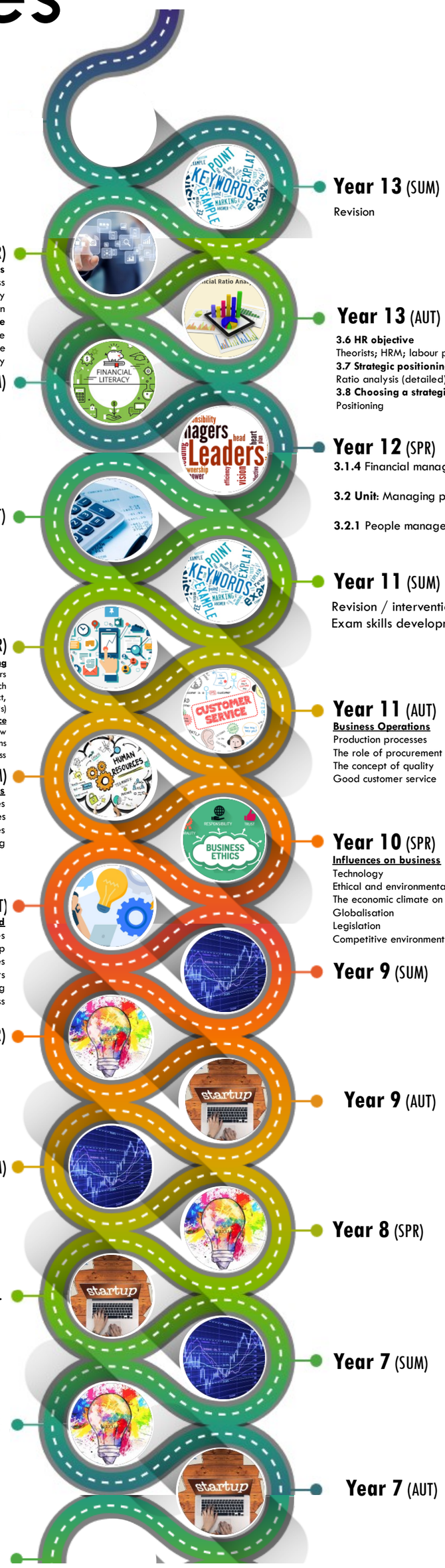
CURRICULUM ROADMAP - Year 7 to Year 13

Business Studies

BIRKENHEAD HIGH SCHOOL ACADEMY

GDST GIRLS' DAY SCHOOL TRUST



Year 13 (SUM)
Revision

Year 13 (AUT)
3.6 HR objective
Theorists; HRM; labour performance; job design; worker motivation; unions
3.7 Strategic positioning
Ratio analysis (detailed); investment appraisal; ext environment; tech, comp, enterprise regulators; economic, social
3.8 Choosing a strategic direction
Positioning

Year 12 (SPR)
3.1.4 Financial management - Financial reporting
3.2 Unit: Managing people and operations
3.2.1 People management

Year 11 (SUM)
Revision / intervention
Exam skills development

Year 11 (AUT)
Business Operations
Production processes
The role of procurement
The concept of quality
Good customer service

ICT in business and the impact it has
Key terms:
Job and flow production
Capacity
Quality control and assurance
Customer service

Year 10 (SPR)
Influences on business
Technology
Ethical and environmental considerations
The economic climate on businesses
Globalisation
Legislation
Competitive environment

How does competition impact a business, building on previous topics
The wider world: EU / globalisation / economy - finance; interest; inflation
Key terms:
Sole traders, partnerships, Ltds and PLCs
Stakeholders
Overseas markets

Year 9 (SUM)

Year 9 (AUT)

Year 8 (SPR)

Year 7 (SUM)

Year 7 (AUT)

Year 8 (AUT).

Year 8 (SUM)

Year 9 (SPR)

Year 7 (SPR)

Year 13 (SPR)
3.9 How to pursue strategies
Change of scale of business
Innovation. Digital technology
Internationalisation
3.10 Strategic Change
Managing change
Culture
Problems with strategy

Year 12 (SUM)
3.2 Unit: Managing people and operation
3.2.2 Operations management

Year 12 (AUT)
3.1 Unit: What is business? Managing marketing and Finance
3.1.1 Business and objectives - Entrepreneurs, business objectives
3.1.2 Forms of business and stakeholders - Different forms of business, stakeholders
3.1.3 Marketing management - Marketing objectives and planning, Marketing mix, digital technology
3.1.4 Financial management - breakeven, profit

Year 11 (SPR)
Marketing
Identifying and understanding customers
Segmentation. Purpose/methods of market research
The elements of the marketing mix: price, product, promotion & place (4Ps)
Finance
Sources of finance. Cash flow
Financial terms & calculations
Analysing the financial performance of a business

Embeds content for 6th form
Key terms/maths skills:
Break even
APR
Profit / loss
Cash flow
Ratio analysis
Socio-economic groups. Demographics

Year 10 (SUM)
Human Resources
Organisational structures
Recruitment and selection of employees
Motivating employees
Training

How do people have an influence on a business? Motivation theory
Key terms:
On and off the job training
Empowerment
Autocratic / democratic
Hierarchy
Subordinate

Year 10 (AUT)
Business in the real world
The purpose and nature of businesses
Business ownership
Setting business aims and objectives
Stakeholders
Business location and planning
Expanding a business

These are the building blocks of the course, establishing key terms to build on in future topics.
Introduce exam skills and key words:
explain
analyse
application
evaluation & judgement

KS3 study of:
Enterprise
Stocks and shares
Setting up a business

KS3 study of:
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Setting up a business