



## A Level Business:

### Curriculum Overarching Intent:

To empower students to engage with the world of business through the context of current business developments and real business situations. Students will engage in how management, leadership and decision making can improve performance in marketing, operational, financial and human resources. Students will be immersed in the interrelated nature of business activities and how they affect businesses.

### Prior Learning :

- The ability to use financial literacy to support with key business calculations and ratios.
- An understanding of command words; in particular; identify, describe, analyse and evaluate.
- An understanding of how to use ICT to produce presentations and reports.

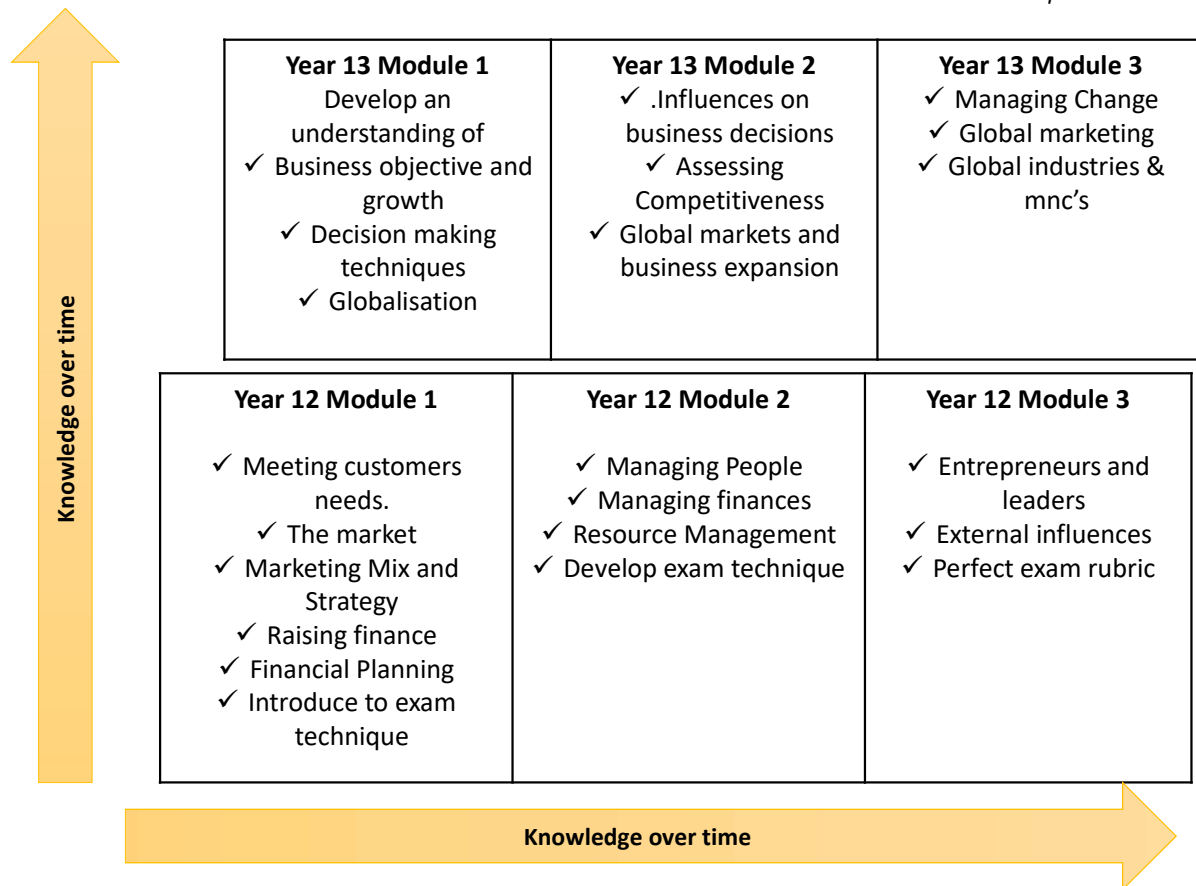
	Vision	Key Concepts and Key Skills
Year 12	To introduce students to the ever changing business environment. Students will develop and understanding of the market, explore the marketing and people functions and investigate entrepreneurs and business start up. Students will develop an understanding of how businesses need to adapt their marketing to operate in dynamic business environment. Students will then develop an understanding of raising and managing finance and measure business performance. Students will also consider the external influences that have an impact on business.	<ul style="list-style-type: none"> <li>✓ Non – routine problem solving</li> <li>✓ Systems thinking</li> <li>✓ Critical Thinking</li> <li>✓ ICT literacy</li> <li>✓ Communication</li> <li>✓ Relationship Building</li> <li>✓ Collaborative problem solving skills</li> <li>✓ Ratio analysis</li> </ul>
Year 13	Students will develop their understanding of the concepts introduced in Year 12 and explore influences on business strategy and decision-making. They will build upon the knowledge acquired in Year 12, making connections across the new themes. Students will focus on strategy, enabling them to develop their understanding of the core concepts and to take a strategic view of business opportunities and issues. Students will analyse corporate objectives and strategy against financial and non financial performance measures. Students will investigate businesses that trade on a global scale and explore their reasons for doing so. Students develop an understanding the globally competitive environment and consider the ethical and moral dimensions of global business activities.	<ul style="list-style-type: none"> <li>✓ Non – routine problem solving</li> <li>✓ Systems thinking</li> <li>✓ Critical Thinking</li> <li>✓ ICT literacy</li> <li>✓ Communication</li> <li>✓ Relationship Building</li> <li>✓ Collaborative problem solving skills</li> <li>✓ Ratio analysis</li> </ul>



## A Level Business

Our Curriculum Progression Model is:

*Readiness for their next step...*



Key texts and websites that you can access to support their knowledge development in this subject include:

	Year 12	Year 13
Exam Board website: <a href="http://www.edexcel.org">www.edexcel.org</a>		
Websites	Tutor2u.org Twoteachers.co.uk <a href="http://www.beebusinessbee.co.uk">www.beebusinessbee.co.uk</a> <a href="#">Business at St.Wilfrids website</a>	Tutor2u.org Twoteachers.co.uk <a href="http://www.beebusinessbee.co.uk">www.beebusinessbee.co.uk</a> <a href="#">Business at St.Wilfrids website</a>
Key texts and books	Edexcel A Level Business Book1 By Ian Marcouse, Andrew hammond and Nigel Watson	Edexcel A Level Business Book 2 By Ian Marcouse, Andrew hammond and Nigel Watson
Exam board website: <a href="https://qualifications.pearson.com/en/home.html">https://qualifications.pearson.com/en/home.html</a>		
Websites	Tutor2u.org Twoteachers.co.uk gcsebiteize <a href="http://www.beebusinessbee.co.uk">www.beebusinessbee.co.uk</a>	
Key texts and books	BTEC Tech Award Enterprise Student Book Revise BTEC Tech Award Enterprise Revision Guide. Student Knowledge Organiser	



## Vocational Business:

### Curriculum Overarching Intent:

Students will understand the key characteristics and skills required to be a successful entrepreneur whilst developing their entrepreneurial skills by planning a micro- enterprise of their choice. Students will be empowered to work in a business environment.

### Prior Learning :

- The ability to use financial literacy to support with key business calculations and ratios.
- An understanding of command words; in particular; identify, describe, analyse and evaluate.
- An understanding of how to use ICT to produce reports.

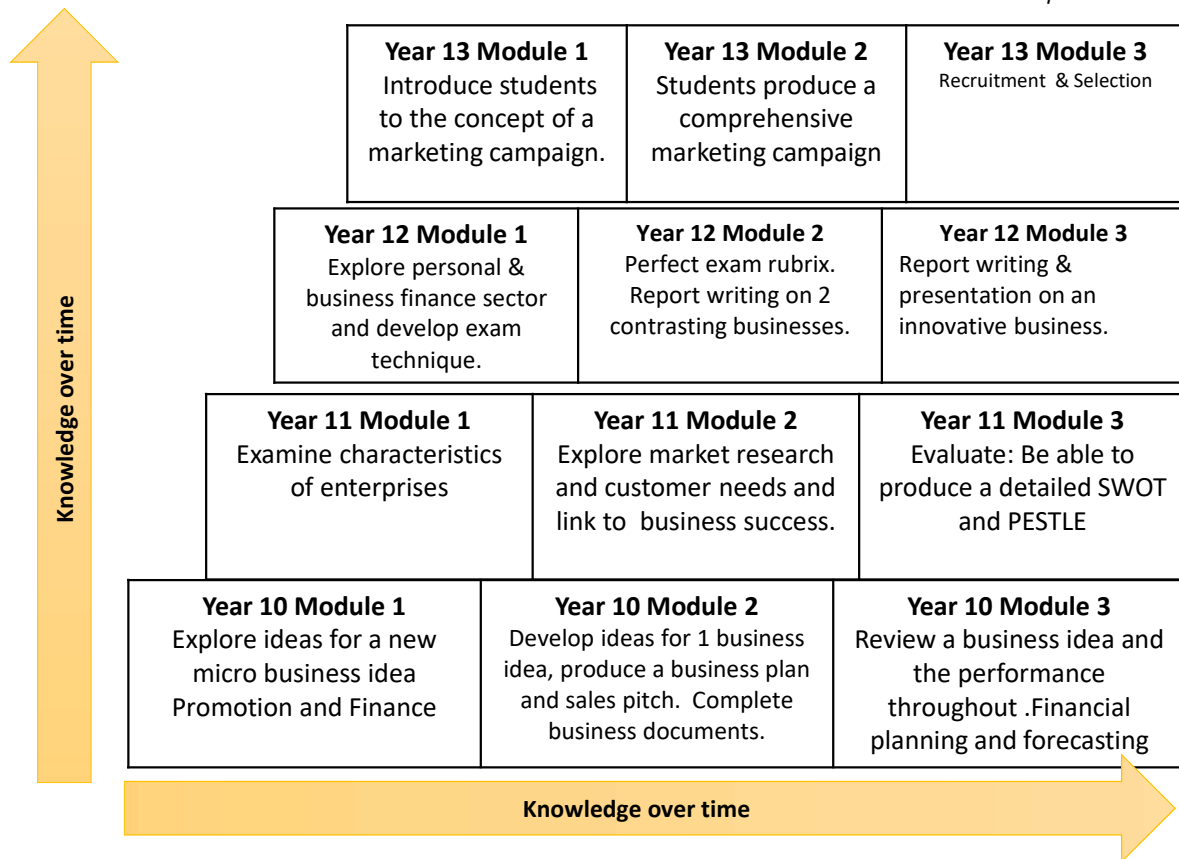
	Vision	Key Concepts and Key Skills
Year 10	To equip students with essential skills required to be a successful entrepreneur. To understand the financial management of enterprises. To foster an enthusiasm for entrepreneurship.	<ul style="list-style-type: none"> <li>✓ Financial literacy</li> <li>✓ Interpretation of ratios</li> <li>✓ Ability to complete key financial documents</li> <li>✓ Business Planning</li> </ul>
Year 11	Students will have opportunities to evaluate the success of an SME. Students will explore how entrepreneurs and SME's carry out market research and focus on customer needs to achieve success. They will investigate the skills and characteristics required to achieve success in enterprise.	<ul style="list-style-type: none"> <li>✓ Develop skills in market research.</li> <li>✓ Develop literacy skills when analysing and evaluating the SWOT and PESTLE of a business.</li> <li>✓ Report writing skills</li> <li>✓ Presenting to an audience</li> <li>✓ Oracy skills</li> </ul>
Year 12	To investigate the personal and business finance sector. Students will learn how to manage their personal finances and make informed decisions to help prevent future financial difficulties. Students will understand the purpose of accounting and learn how to create key business documents essential for success in the world of business. Students will explore contrasting enterprises and investigate the factors of success. Students will investigate how innovation in a business leads to success.	<ul style="list-style-type: none"> <li>✓ Financial Literacy</li> <li>✓ Be able to produce key business documents such as cash flow forecasts, statement of comprehensive income and statements of financial position</li> <li>✓ Ratio Analysis skills</li> <li>✓ Measure profitability, liquidity and efficiency of a business</li> <li>✓ Report writing skills</li> <li>✓ Presenting to an audience</li> <li>✓ Oracy skills</li> </ul>
Year 13	Students will develop their knowledge of marketing and will be able to independently produce a successful marketing campaign for a given business. Students will demonstrate their ability to research job opportunities and will develop skills required to successfully apply for a job opportunity at their career stage.	<ul style="list-style-type: none"> <li>✓ Produce a marketing campaign</li> <li>✓ Report writing skills</li> <li>✓ Career development skills</li> <li>✓ CV writing skills</li> <li>✓ Letter writing skills</li> <li>✓ Interview skills</li> </ul>



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Key texts and books	<ul style="list-style-type: none"> <li>Pearson BTEC National Business Student Book 1</li> <li>How I Made It: 40 Successful Entrepreneurs Reveal How They Made Millions, Rachel Bridge</li> <li>The Tipping Point: How Little Things Can Make a Big Difference, Malcolm Gladwell</li> <li>The Google Story, David A.</li> <li>The Toyota Way: 14 Management Principles from the World's Greatest Manufacturer, Jeffrey Liker</li> </ul>	<ul style="list-style-type: none"> <li>Pearson BTEC National Business Student Book 1</li> <li>How China and India Are Reshaping Their Futures and Yours , Tarun Khanna An</li> <li>The Intelligent Investor, Benjamin Graham</li> <li>No Logo, Naomi Klein</li> <li>The Economist</li> <li>Business Review Magazine</li> </ul>

	Year 10	Year 11
Exam board website: <a href="https://qualifications.pearson.com/en/home.html">https://qualifications.pearson.com/en/home.html</a>		
Websites	Tutor2u.org Twoteachers.co.uk gcsebitese <a href="http://www.beebusinessbee.co.uk">www.beebusinessbee.co.uk</a>	
Key texts and books	<ul style="list-style-type: none"> <li>BTEC Tech Award Enterprise Student Book</li> <li>Revise BTEC Tech Award Enterprise Revision Guide.</li> <li>Student Knowledge Organiser</li> <li>The Henna Wars, by Adiba Jaigirdar</li> <li>Charming and a Verb, Ben Phillipe</li> <li>Made in Korea, Sarah Suk</li> <li>Strictly Business: How to Crush it as a Young Entrepreneur, Brendan Cox</li> <li>Start it Up: The Complete Teen Business Guide, Kenryn Rankin</li> </ul>	