

Business Studies Unit Overview Year A Level Theme 3 Lockdown

Business Studies – Theme 3 Business Decisions and Strategy Autumn Term 1

During school closure Business students completed Theme 1 and 2 of the syllabus. Work was also started for Themes 3 and 4. Assessments were completed throughout school closure and feedback was issued to student individually, which will be discussed during the revisiting period.

All students will revisit the material covered on return to school in the first three weeks of September and will be assessed on their understanding of key terminology and skills. Although this will initially occur during the first three weeks in September, it will continue throughout year two as year 12 topics overlap with year 13 topics. Those students who need further support will be able to find all resources on Sharepoint and will be closely monitored by their class teachers. Students should be fully caught up at the end of this three-week period. The additional curriculum time will also allow for more recaps to take place. Closer to the exam period, revision in class and additional sessions will be offered.

Lockdown –review of learning coverage

Theme 2 Lockdown Recap 2.5.3 The competitive environment	Knowledge Students will learn about competition and market size. Understanding Students will understand competition and market size. Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.	Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives. Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts. An outstanding commitment shown to participating in group activities and supporting peers.	GCSE Links 1.2.4 The competitive environment 1.5.4 The economy and business 1.5.5 External influences	Student textbooks are issued at the beginning of the course. Sharepoint Resources for students Class teacher Powerpoints Topic Tests Past Exam Papers Mark Schemes Revision Guide Online Resources for Students Seneca Learning Bee Business Bee Tutor2u
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		<p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>		<p>Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision Tutor2u</p>
What are we learning?	What knowledge, understanding and skills will we gain?	What does mastery look like?	How does this build on prior learning?	What additional resources are available?
<p>3.1.1 Corporate objectives</p>	<p>Knowledge Students will learn about the development of corporate objectives from mission statement/corporate aims. Students will learn about the critical appraisal of mission statements/corporate aims. Understanding Students will understand the key concept of corporate objectives. Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p>	<p>GCSE Links</p> <p>1.3.1 Business aims and Objectives</p> <p>2.1.2 Changes in business aims and objectives</p>	<p>Student textbooks are issued at the beginning of the course. Sharepoint Resources for students Class teacher Powerpoints Topic Tests Past Exam Papers Mark Schemes Revision Guide Online Resources for Students Seneca Learning Bee Business Bee Tutor2u Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision</p>

		<p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>		Tutor2u
3.1.2 Theories of corporate strategy	<p>Knowledge Students will learn about the development of corporate strategy. Students will learn about Ansoff's Matrix and Porter's Strategic Matrix. Students will learn about the aim of portfolio analysis, achieving competitive advantage through distinctive capabilities. Students will learn about the effect of strategic and tactical decisions on human, physical, and financial resources.</p> <p>Understanding Students will understand the key concepts of corporate strategy.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p>	<p>This will be a new aspect of the course for most. Students will also cover the Ansoff Matrix in Theme 4 as a marketing tool.</p>	<p>Student textbooks are issued at the beginning of the course. Sharepoint Resources for students Class teacher Powerpoints Topic Tests Past Exam Papers Mark Schemes Revision Guide Online Resources for Students Seneca Learning Bee Business Bee Tutor2u Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision Tutor2u</p>

		Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.		
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<p>3.1.3 SWOT analysis</p>	<p>Knowledge Students will learn about SWOT analysis, internal considerations such as strengths and weaknesses and external considerations such as opportunities and threats.</p> <p>Understanding Students will understand SWOT analysis and how to use it.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>This will be a new aspect of the course for most. Students will have covered SWOT analysis in AQA and OCR GCSE courses, if they joined from other schools.</p>	<p>Student textbooks are issued at the beginning of the course.</p> <p>Sharepoint Resources for students</p> <p>Class teacher</p> <p>Powerpoints</p> <p>Topic Tests</p> <p>Past Exam Papers</p> <p>Mark Schemes</p> <p>Revision Guide</p> <p>Online Resources for Students</p> <p>Seneca Learning</p> <p>Bee Business Bee</p> <p>Tutor2u</p> <p>Social Media Resources for Students</p> <p>Youtube</p> <p>Bizconsesh</p> <p>Joe Bayley Revision</p> <p>Tutor2u</p>
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<p>3.1.4 Impact of external influences</p>	<p>Knowledge Students will learn about PESTLE. (political, economic, social, technological, legal and environmental) Students will learn about the changing competitive environment including Porter's Five Forces. Understanding Students will understand PESTLE and Porters five forces model. Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>GCSE Links</p> <p>1.5.5 External influences</p> <p>Theme 2 Links</p> <p>2.5.1 Economic influences</p> <p>This will be a new aspect of the course for most. Students will have covered PESTLE in AQA and OCR GCSE courses, if they joined from other schools.</p>	<p>Student textbooks are issued at the beginning of the course. Sharepoint Resources for students Class teacher Powerpoints Topic Tests Past Exam Papers Mark Schemes Revision Guide Online Resources for Students Seneca Learning Bee Business Bee Tutor2u Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision Tutor2u</p>
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**Business Studies – Theme 3
Business Decisions and Strategy
Autumn Term 2**

What are we learning?	What knowledge, understanding and skills will we gain?	What does mastery look like?	How does this build on prior learning?	What additional resources are available?
<p>3.2.1 Growth</p>	<p>Knowledge Students will learn about the objectives of growth which are to achieve economies of scale (internal and external), increase market power over customers and suppliers, increase market share and brand recognition and increase profitability. Students will learn about the problems arising from growth such as diseconomies of scale, internal communication and overtrading.</p> <p>Understanding Students will understand the objectives and problems of business growth.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>GCSE Links</p> <p>1.4.1 The options for start-up and small businesses</p> <p>2.1.1 Business growth</p>	<p>Student textbooks are issued at the beginning of the course. Sharepoint Resources for students Class teacher Powerpoints Topic Tests Past Exam Papers Mark Schemes Revision Guide Online Resources for Students Seneca Learning Bee Business Bee Tutor2u Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision Tutor2u</p>

<p>3.2.2 Mergers and takeovers</p>	<p>Knowledge Students will learn about the reasons for mergers and takeovers, the distinction between mergers and takeovers, horizontal and vertical integration, financial risks and rewards and the problems of rapid growth.</p> <p>Understanding Students will understand the key concept of rapid growth.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>GCSE Links</p> <p>1.4.1 The options for start-up and small businesses</p> <p>2.1.1 Business growth</p>	<p>Student textbooks are issued at the beginning of the course.</p> <p>Sharepoint Resources for students</p> <p>Class teacher</p> <p>Powerpoints</p> <p>Topic Tests</p> <p>Past Exam Papers</p> <p>Mark Schemes</p> <p>Revision Guide</p> <p>Online Resources for Students</p> <p>Seneca Learning</p> <p>Bee Business Bee</p> <p>Tutor2u</p> <p>Social Media Resources for Students</p> <p>Youtube</p> <p>Bizconsesh</p> <p>Joe Bayley Revision</p> <p>Tutor2u</p>
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<p>3.2.3 Organic growth</p>	<p>Knowledge Students will learn about the distinction between inorganic and organic growth, methods of growing organically and the advantages and disadvantages of organic growth.</p> <p>Understanding Students will understand the key concept of organic growth.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>This will be a new aspect of the course for most. Students will have covered Organic Growth in AQA and OCR GCSE courses, if they joined from other schools.</p>	<p>Student textbooks are issued at the beginning of the course.</p> <p>Sharepoint Resources for students</p> <p>Class teacher</p> <p>Powerpoints</p> <p>Topic Tests</p> <p>Past Exam Papers</p> <p>Mark Schemes</p> <p>Revision Guide</p> <p>Online Resources for Students</p> <p>Seneca Learning</p> <p>Bee Business Bee</p> <p>Tutor2u</p> <p>Social Media Resources for Students</p> <p>Youtube</p> <p>Bizconsesh</p> <p>Joe Bayley Revision</p> <p>Tutor2u</p>
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<p>3.2.4 Reasons for staying small</p>	<p>Knowledge Students will learn about small business survival in competitive markets and how they use product differentiation and USPs, flexibility in responding to customer needs, customer service and e-commerce.</p> <p>Understanding Students will understand the reasons for businesses staying small.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>GCSE Links</p> <p>1.4.1 The options for start-up and small businesses</p> <p>2.1.1 Business growth</p>	<p>Student textbooks are issued at the beginning of the course.</p> <p>Sharepoint Resources for students</p> <p>Class teacher</p> <p>Powerpoints</p> <p>Topic Tests</p> <p>Past Exam Papers</p> <p>Mark Schemes</p> <p>Revision Guide</p> <p>Online Resources for Students</p> <p>Seneca Learning</p> <p>Bee Business Bee</p> <p>Tutor2u</p> <p>Social Media Resources for Students</p> <p>Youtube</p> <p>Bizconsesh</p> <p>Joe Bayley Revision</p> <p>Tutor2u</p>
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<p>3.3.1 Quantitative sales forecasting</p>	<p>Knowledge Students will learn about the calculation of time-series analysis including moving averages (three period/four quarter). Students will learn how to Interpret scatter graphs and construct a line of best fit and extrapolation of past data to future. Students will learn the limitations of quantitative sales forecasting techniques.</p> <p>Understanding Students will understand the key concept of quantitative sales forecasting.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>Theme 2 Links</p> <p>2.2.1 Sales forecasting</p>	<p>Student textbooks are issued at the beginning of the course.</p> <p>Sharepoint Resources for students</p> <p>Class teacher</p> <p>Powerpoints</p> <p>Topic Tests</p> <p>Past Exam Papers</p> <p>Mark Schemes</p> <p>Revision Guide</p> <p>Online Resources for Students</p> <p>Seneca Learning</p> <p>Bee Business Bee</p> <p>Tutor2u</p> <p>Social Media Resources for Students</p> <p>Youtube</p> <p>Bizconsesh</p> <p>Joe Bayley Revision</p> <p>Tutor2u</p>
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<p>3.3.2 Investment appraisal</p>	<p>Knowledge Students will learn about simple payback, Average (Accounting) Rate of Return and Discounted Cash Flow (Net Present Value only). Students will learn the calculations and interpretations of figures generated by these techniques. Students will learn about the limitations of these techniques.</p> <p>Understanding Students will understand the key concepts of Investment appraisal.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>GCSE Links</p> <p>2.4.1 Business calculations</p>	<p>Student textbooks are issued at the beginning of the course.</p> <p>Sharepoint Resources for students</p> <p>Class teacher</p> <p>Powerpoints</p> <p>Topic Tests</p> <p>Past Exam Papers</p> <p>Mark Schemes</p> <p>Revision Guide</p> <p>Online Resources for Students</p> <p>Seneca Learning</p> <p>Bee Business Bee</p> <p>Tutor2u</p> <p>Social Media Resources for Students</p> <p>Youtube</p> <p>Bizconsesh</p> <p>Joe Bayley Revision</p> <p>Tutor2u</p>
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<p>3.3.3 Decision trees</p>	<p>Knowledge Students will learn how to construct and interpret simple decision tree diagrams. Students will learn the calculations and interpretations of figures generated by these techniques. Students will learn the limitations of using decision trees</p> <p>Understanding Students will understand the key concept of decision trees.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>This will be a new aspect of the course for most. Those students studying Maths may have some knowledge of this concept.</p>	<p>Student textbooks are issued at the beginning of the course. Sharepoint Resources for students Class teacher Powerpoints Topic Tests Past Exam Papers Mark Schemes Revision Guide Online Resources for Students Seneca Learning Bee Business Bee Tutor2u Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision Tutor2u</p>
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<p>3.3.4 Critical Path Analysis</p>	<p>Knowledge Students will learn about the nature and purpose of Critical Path Analysis. Students will learn to complete and interpret simple networks to identify the critical path Students will learn to calculate Earliest Start Time, Latest Finish Time and total float. Students will learn the limitations of using Critical Path Analysis</p> <p>Understanding Students will understand the key concept of critical path analysis.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>This will be a new aspect of the course for most. Those students studying Maths may have some knowledge of this concept.</p>	<p>Student textbooks are issued at the beginning of the course. Sharepoint Resources for students Class teacher Powerpoints Topic Tests Past Exam Papers Mark Schemes Revision Guide Online Resources for Students Seneca Learning Bee Business Bee Tutor2u Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision Tutor2u</p>
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**Business Studies – Theme 3
Business Decisions and Strategy
Spring Term 1**

What are we learning?	What knowledge, understanding and skills will we gain?	What does mastery look like?	How does this build on prior learning?	What additional resources are available?
<p>3.4.1 Corporate influences</p>	<p>Knowledge Students will learn about corporate timescales, short-termism versus long-termism. Students will learn about evidence-based versus subjective decision making. Understanding Students will understand corporate influences in decision making. Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>This will be a new aspect of the course for most. Those students studying Economics may have some knowledge of this concept.</p>	<p>Student textbooks are issued at the beginning of the course. Sharepoint Resources for students Class teacher Powerpoints Topic Tests Past Exam Papers Mark Schemes Revision Guide Online Resources for Students Seneca Learning Bee Business Bee Tutor2u Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision Tutor2u</p>

<p>3.4.2 Corporate culture</p>	<p>Knowledge Students will learn about strong and weak cultures, classification of company cultures such as power, role, task and person. Students will learn how corporate culture is formed and the difficulties in changing an established culture.</p> <p>Understanding Students will understand the corporate culture and the difficulties in changing it.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>This will be a new aspect of the course for most. Students studying Sociology may have discussed this in terms of institutional racism.</p>	<p>Student textbooks are issued at the beginning of the course.</p> <p>Sharepoint Resources for students</p> <p>Class teacher</p> <p>Powerpoints</p> <p>Topic Tests</p> <p>Past Exam Papers</p> <p>Mark Schemes</p> <p>Revision Guide</p> <p>Online Resources for Students</p> <p>Seneca Learning</p> <p>Bee Business Bee</p> <p>Tutor2u</p> <p>Social Media Resources for Students</p> <p>Youtube</p> <p>Bizconsesh</p> <p>Joe Bayley Revision</p> <p>Tutor2u</p>
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<p>3.4.3 Shareholders versus stakeholders</p>	<p>Knowledge Students will learn about Internal and external stakeholders, stakeholder objectives as well as stakeholder and shareholder influences. Students will learn that the business considers all of its stakeholders in its business decisions/objectives, particularly that the business should focus purely on shareholder returns (increasing share price and dividends) in its business decisions/objectives. Students will learn about the potential for conflict between profit-based (shareholder) and wider objectives (stakeholder). Understanding Students will understand the different considerations for shareholders versus stakeholders in an organisation. Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>GCSE Links</p> <p>1.5.1 Business stakeholders</p>	<p>Student textbooks are issued at the beginning of the course. Sharepoint Resources for students Class teacher Powerpoints Topic Tests Past Exam Papers Mark Schemes Revision Guide Online Resources for Students Seneca Learning Bee Business Bee Tutor2u Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision Tutor2u</p>
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<p>3.4.4 Business ethics</p>	<p>Knowledge Students will learn about the ethics of strategic decisions such as, trade-offs between profit and ethics, pay and rewards and Corporate Social Responsibility (CSR).</p> <p>Understanding Students will understand the key concept of business ethics.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>GCSE Links</p> <p>2.1.4 Ethics, the environment and business</p>	<p>Student textbooks are issued at the beginning of the course.</p> <p>Sharepoint Resources for students</p> <p>Class teacher</p> <p>Powerpoints</p> <p>Topic Tests</p> <p>Past Exam Papers</p> <p>Mark Schemes</p> <p>Revision Guide</p> <p>Online Resources for Students</p> <p>Seneca Learning</p> <p>Bee Business Bee</p> <p>Tutor2u</p> <p>Social Media Resources for Students</p> <p>Youtube</p> <p>Bizconsesh</p> <p>Joe Bayley Revision</p> <p>Tutor2u</p>
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Spring Term 2**

What are we learning?	What knowledge, understanding and skills will we gain?	What does mastery look like?	How does this build on prior learning?	What additional resources are available?
<p>3.5.1 Interpretation of financial statements</p>	<p>Knowledge Students will learn about the statement of comprehensive income (profit and loss account) and the key information, such as stakeholder interest. Students will learn about the statement of financial position (balance sheet) and the key information such as stakeholder interest.</p> <p>Understanding Students will understand how to interpret financial statements.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>GCSE Links</p> <p>1.3.2 Business revenues, costs and profits</p> <p>2.4.1 Business calculations</p> <p>2.4.2 Understanding business performance</p> <p>Theme 2 Links</p> <p>2.3.1 Profit</p>	<p>Student textbooks are issued at the beginning of the course. Sharepoint Resources for students Class teacher Powerpoints Topic Tests Past Exam Papers Mark Schemes Revision Guide Online Resources for Students Seneca Learning Bee Business Bee Tutor2u Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision Tutor2u</p>

<p>3.5.2 Ratio analysis</p>	<p>Knowledge Students will learn how to calculate the gearing ratio, return on capital employed (ROCE) and how to Interpret ratios to make business decisions. Students will learn about the limitations of ratio analysis. Understanding Students will understand how to calculate and interpret ratios. Students will understand the limitations of ratio analysis. Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>This will be a new aspect of the course for most. Those students studying Economics may have some knowledge of this concept.</p>	<p>Student textbooks are issued at the beginning of the course. Sharepoint Resources for students Class teacher Powerpoints Topic Tests Past Exam Papers Mark Schemes Revision Guide Online Resources for Students Seneca Learning Bee Business Bee Tutor2u Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision Tutor2u</p>
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<p>3.5.3 Human resources</p>	<p>Knowledge Students will learn how to calculate and interpret the following to help make business decisions, labour productivity, labour turnover, retention and absenteeism. Students will learn about human resource strategies to increase productivity and retention and to reduce turnover and absenteeism such as financial rewards, employee share ownership, consultation strategies and empowerment strategies.</p> <p>Understanding Students will understand how to calculate human resource indicators of performance. Students will understand how to increase productivity and retain staff.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>This will be a new aspect of the course for most. Those students studying Economics may have some knowledge of this concept.</p>	<p>Student textbooks are issued at the beginning of the course. Sharepoint Resources for students Class teacher Powerpoints Topic Tests Past Exam Papers Mark Schemes Revision Guide Online Resources for Students Seneca Learning Bee Business Bee Tutor2u Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision Tutor2u</p>
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<p>3.6.1 Causes and effects of change</p>	<p>Knowledge Students will learn about causes of change such as changes in organisational size, poor business performance, new ownership, transformational leadership, the market and other external factors (PESTLE). Students will learn about the possible effects on, competitiveness, productivity, financial performance and stakeholders.</p> <p>Understanding Students will understand the causes and effects of change in an organisation.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>This will be a new aspect of the course for all.</p>	<p>Student textbooks are issued at the beginning of the course. Sharepoint Resources for students Class teacher Powerpoints Topic Tests Past Exam Papers Mark Schemes Revision Guide Online Resources for Students Seneca Learning Bee Business Bee Tutor2u Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision Tutor2u</p>
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<p>3.6.2 Key factors in change</p>	<p>Knowledge Students will learn about organisational culture and the size of organisation. Students will learn about the time/speed of change and managing resistance to change. Understanding Students will understand the key factors of change in an organisation. Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>This will be a new aspect of the course for all.</p>	<p>Student textbooks are issued at the beginning of the course. Sharepoint Resources for students Class teacher Powerpoints Topic Tests Past Exam Papers Mark Schemes Revision Guide Online Resources for Students Seneca Learning Bee Business Bee Tutor2u Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision Tutor2u</p>
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<p>3.6.3 Scenario planning</p>	<p>Knowledge Students will learn about Identifying key risks through risk assessment for natural disasters, IT systems failure and loss of key staff. Students will learn about planning for risk mitigation, business continuity and succession planning. Understanding Students will understand the key concepts of scenario planning in an organisation. Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>This will be a new aspect of the course for all.</p>	<p>Student textbooks are issued at the beginning of the course. Sharepoint Resources for students Class teacher Powerpoints Topic Tests Past Exam Papers Mark Schemes Revision Guide Online Resources for Students Seneca Learning Bee Business Bee Tutor2u Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision Tutor2u</p>
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<p>Focus on finishing Theme 3 if over running</p> <p>Focus on revision for final exams</p> <p>Focus on exam technique for final exams</p> <p>Focus on feedback from examiner reports/past papers</p> <p>Focus on feed forward from past papers, case studies and short answer questions.</p>	<p>Knowledge Students will use their knowledge gained in Theme 2 & 3 to complete past exam papers, practice multiple choice questions and work on improving their exam technique.</p> <p>Understanding Students will work on ensuring they understand the exam process and what to expect for their final exam.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique, using case studies effectively, understanding context and how to analyse and evaluate data.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds.</p> <p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Evidence of wider reading, research and current thinking in the subject.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>Theme 2 & 3 prior learning</p> <p>Exam technique prior learning</p> <p>End of topic tests prior learning</p> <p>Calculations prior learning</p> <p>Analysing and evaluating case studies prior learning</p> <p>Assessment books</p> <p>Year 12 exam</p>	<p>Student textbooks are issued at the beginning of the course.</p> <p>Sharepoint Resources for students</p> <p>Class teacher</p> <p>Powerpoints</p> <p>Topic Tests</p> <p>Past Exam Papers</p> <p>Mark Schemes</p> <p>Revision Guide</p> <p>Online Resources for Students</p> <p>Seneca Learning</p> <p>Bee Business Bee</p> <p>Tutor2u</p> <p>Social Media Resources for Students</p> <p>Youtube</p> <p>Bizconsesh</p> <p>Joe Bayley Revision</p> <p>Tutor2u</p>
<p>Once Theme 3 content is complete students will be prepared for Paper 2. This paper is based on Themes 2 & 3.</p>				