

# Post 16 Business Learning Journey

## Curriculum intent:

The aim of the Business curriculum is to equip students with the appropriate knowledge and skills needed to develop their employability and identify business problems and opportunities.

**Post 18 Destination**

University  
Degree Apprenticeship  
Employment

Revision and Exam Preparation

3.6 Managing Change

3.5 Assessing Competitiveness

4.3.3 Cultural / Social Factors

4.3.2 Niche markets

4.3.1 Marketing

3.3 Decision making Techniques

3.2 & 4.2 Assessment



3.3 & 4.3 Assessments



3.3.3 Decision Trees



3.3.1 Quantitative sales & forecasting



Year 12 Exam

END OF THEME 1 & 2

YEAR 13

Year 13 Mocks



3.1 & 4.1 Assessments



Year 13 Mocks

Year 13 Mocks

Year 13 Mocks

Year 13 Mocks

Year 13 Mocks

Year 13 Mocks

Year 13 Mocks

Year 13 Mocks

Year 13 Mocks

Year 13 Mocks

Year 13 Mocks

Year 13 Mocks

Year 13 Mocks

Year 13 Mocks



3.6 Assessment

3.6.3 Scenario Planning

3.6.2 Key factors in change

3.6.1 Cause and effects of change



3.5 Assessment



3.5.3 Human Resources



3.5.2 Ratio Analysis

3.5.1 Interpretation of financial Accounts Ratio Analysis



3.4 Influences on Business Decisions

4.4 Global Industries and Companies

3.2 Business Growth

4.2 Global markets and Business expansion

4.1 Globalisation

3.1 Business Objectives and strategy

2.4 Resource Management

1.4 Managing People

2.3 Managing Finance

1.3 Decision-making Techniques

1.2 The Market

2.2 Financial Planning

1.1 Meeting Customer Needs

2.1 Raising Finance

Intro to A Level

Headstart into Business activities

YEAR 12

2.1.4 Planning

2.1.3 Liability

2.1.2 External Finance

2.1.1 Internal Finance

1.1.1 The market

1.1.2 Market Research

1.1.3 Market Positioning

1.1.4 The difference between risk and uncertainty

1.3.1 Product / service design

1.3.2 Branding and promotion

1.3.3 Pricing strategies

1.3.4 Distribution

1.3.5 Market Strategy

1.4.1 Approaches to staffing

1.4.2 Recruitment, selection and training

1.4.3 Organisation design

1.4.4 Motivation in theory and practice

1.4.5 Leadership

1.5.1 Role of the entrepreneur

1.5.2 Entrepreneurial characteristics

1.5.3 Business objectives

1.5.4 Forms of business

1.5.5 Business choices

1.5.6 Entrepreneur to Leader

4.1.5 Trading Blocs

4.1.4 Protectionism

4.1.3 Factors contributing to increased globalization

4.1.2 International trade & business growth

4.1.1 Growing economies

4.2.1 Conditions that prompt trade

4.2.2 Assessment of a country as a market

4.2.3 Assessment of a country as a production location

4.2.4 Reasons for global mergers or joint ventures

4.2.5 Global Competitiveness

3.2.1 Growth

3.2.2 Organic Growth

3.2.3 Inorganic growth

3.2.4 Quantitative sales & forecasting

3.2.5 Investment Appraisal

3.4.1 Corporate influences

3.4.2 Corporate culture

3.4.3 Shareholders v Stakeholders

3.4.4 Business Ethics

3.4.5 Critical Path Analysis

4.4.1 The impact of MNCs

4.4.2 Ethics

4.4.3 Controlling MNC's

4.4.4 Cultural / Social Factors

4.4.5 Niche markets

3.6.1 Cause and effects of change

3.6.2 Key factors in change

3.6.3 Scenario Planning

3.6.4 Assessment

3.6.5 Revision and Exam Preparation

3.5.3 Human Resources

3.5.2 Ratio Analysis

3.5.1 Interpretation of financial Accounts Ratio Analysis

3.5.0 Introduction to Business

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