

YEAR 12 | A LEVEL BUSINESS - COMPONENT 1

'Becoming a business, enterprising and economically aware young person with strong business acumen'

The curriculum and assessment of students at this stage of education has been carefully designed to promote deep learning of Business Human Resources and develop students into people with strong business acumen:

Business Opportunities focuses on new business start-ups and small and medium sized enterprises (SMEs). The content in this section is based around the concept of starting a new business and the issues that surround the process of planning a new business. In addition to covering the main concepts of setting up a new business, learners should be aware of other types of business organisations, the markets in which they operate and their various stakeholders. Business Functions broadens the context for learners and includes all types of business organisation, ranging from recently formed small businesses to well established multinational companies. Learners need to understand that, in order to succeed in a competitive market, all businesses have to consider the core functions of business.

HALF TERM 1 COMPONENT 1 A LEVEL BUSINESS EDUQAS

All students will know:

Component 1 Human Resources

- » Explain the functions of the human resource department.
- » Motivation.
- » Workforce performance, Recruitment , Workforce planning.
- » Changes in working practices.

Component 1 Marketing

- » Marketing and market research.

Component 1 AS content

- » Entrepreneurs: their role, characteristics, motives and importance to the economy.
- » SME's: their distinguishing features and importance to the economy.
- » Business Plans: their purpose and content.
- » Business Plans: their benefits and limitations.
- » Market Structures: the distinguishing features of the four market structures. Students will be able to make a judgement on the structure specific markets take and support the judgment.
- » Market Structures: Students will be able to analyse market structures from different stakeholder perspectives.

Reading skills needed for this unit:

- » Comprehension.

Key vocabulary:

Motivation, Recruitment, Planning.

HALF TERM 2 COMPONENT 1 A LEVEL BUSINESS EDUQAS

All students will know:

Component 1 Human Resources

- » Training.
- » Appraisal.
- » Organisational design.
- » Employer/employee relationships.
- » Management and leadership.

Component 1 Marketing

Component 1 AS content

- » Consumer protection: The different ways in which consumers are protected in the UK and why consumer protection is needed.
- » Markets, demand and supply: the factors affecting demand and supply levels in markets. students will be able to use data to construct, interpret and comment upon demand and supply diagrams that illustrate how a given scenario is likely to affect equilibrium price in markets.
- » Price and income elasticity: What it means if products are deemed to be price elastic, price inelastic, income elastic, income inelastic, inferior goods, normal goods and luxury goods. The implications of these categorisations for businesses.

Reading skills needed for this unit:

- » Comprehension.

Key vocabulary:

Appraisal, Training.

HALF TERM 3 COMPONENT 1 A LEVEL BUSINESS EDUQAS / COMPONENT 1 A LEVEL BUSINESS EDUQAS

All students will know:

Component 1 Operations

- » Added value.
- » Production.
- » Productivity.
- » Technology.

Component 1 Marketing

Component 1 Finance

- » The different costs that businesses face (ie variable costs, fixed costs & semi-variable costs etc).
- » What is meant by 'contribution'.
- » How to use the contribution method to calculate the profit / loss made by a business.
- » How to use data to construct a break-even chart for a business.
- » How to interpret break-even charts.
- » The benefits and limitations of breakeven analysis.

Component 1 AS content

- » The public and private sector: The meaning of the terms, examples of organisations in each sector and examples of organisations in each sector.
- » Business Aims: The key aims of public and private sector businesses.
- » Public and Merit Goods; The meaning of the terms, examples of both types of goods, the reasons why public sector organisations provide these types of goods.
- » Sole trader businesses: The distinguishing features of sole trader businesses. The benefits and drawbacks of operating a business as a sole trader.
- » Partnership businesses: The distinguishing features of partnership businesses. The benefits and drawbacks of operating a business as a partnership.

Reading skills needed for this unit:

- » Comprehension.

Key vocabulary:

Added Value, Technology.

HALF TERM 4 COMPONENT 1 A LEVEL BUSINESS EDUQAS

All students will know:

Component 1 Operations

- » Lean production.
- » Quality.
- » Purchasing.
- » Research and development (R&D).

Component 1 Finance

Component 1 AS content

Reading skills needed for this unit:

- » Comprehension.

Key vocabulary:

Production, quality.

HALF TERM 5 COMPONENT 1A LEVEL BUSINESS EDUQAS

All students will know:

Component 1 Operations

- » Economies of scale.
- » Revision for mock exam.

Component 1 Finance Component 1 AS content

- » Limited Companies: The distinguishing features of private and public limited companies. The benefits and drawbacks of operating these types of companies.
- » Social Enterprises: The distinguishing features of social enterprises. The similarities and differences between social enterprises and other types of businesses.
- » Co-operatives: The distinguishing features of co-operatives. The similarities and differences between co-operatives and other types of businesses.
- » Business location: The main factors influencing business location. The importance of these factors for different types of businesses. Students will be able to evaluate business locations.

All students will be assessed:

Mock Exam component 1.

Reading skills needed for this unit:

- » Comprehension. **Key vocabulary:** Economies.

HALF TERM 6 COMPONENT 2 AND 3 A LEVEL BUSINESS EDUQAS

All students will know:

- » Component 2 -Business Analysis and Strategy - Data Analysis.
- » Component 2 - PESTEL analysis.

Reading skills needed for this unit:

- » Comprehension.

Key vocabulary:

Analysis.

HOW STUDENTS CAN BE SUPPORTED AT HOME

Content notes [https://resources.edugas.co.uk/
Pages/ResourceSingle.aspx?rId=872](https://resources.edugas.co.uk/Pages/ResourceSingle.aspx?rId=872)

HOW THIS LEARNING WILL BE EMBEDDED ELSEWHERE IN THE CURRICULUM

Mathematics.

YEAR 13 | A LEVEL BUSINESS - COMPONENT 2

'Becoming a business, enterprising and economically aware young person with strong business acumen'

The curriculum and assessment of students at this stage of education has been carefully designed to promote deep learning of Business Analysis and Strategy and develop students into Enterprising and Economically aware students: Completion of component 2 EDUQAS.

The emphasis in this component is on understanding and using analytical techniques and developing appropriate business strategies. Learners need to understand, construct and analyse a range of decision-making models and investment appraisal methods used by businesses to decide on their strategy. Learners need to develop analytical skills to investigate business opportunities and problems in a number of different contexts and evaluate a range of quantitative and qualitative data to suggest possible strategic responses from businesses. Learners will be expected to use a range of numerical skills and make justifiable decisions using both quantitative and qualitative methods.

HALF TERM 1 BUSINESS ANALYSIS

All students will know:

- » Data analysis.
- » Market analysis.
- » Sales forecasting.
- » Analysing financial performance.
- » Analysing non-financial performance.

All students will be assessed:

Formative assessment, self assessment, self improvement.

- » Elasticity.
- » Sales forecasting.
- » Financial performance.

Reading skills needed for this unit:

- » Comprehension.
- » Inference.
- » Sourcing.

Key vocabulary:

Extrapolation, Time-series analysis, correlation, price/income elasticity, cyclical.

HALF TERM 2 STRATEGY

All students will know:

- » Aims and objectives
- » Strategy and implementation.
- » Corporate strategy, strategic direction, divisional strategy and functional strategy.
- » SWOT analysis.
- » Apply Porter's Five Forces framework.
- » Ansoff matrix.
- » Integration and growth.
- » Location/relocation and rationalisation.
- » Outsourcing.

All students will be assessed:

Formative assessment, self assessment, self improvement.
Mock examination.

- » Porter.
- » Ansoff Matrix.

Reading skills needed for this unit:

- » Comprehension.
- » Inference.
- » Sourcing.

Key vocabulary:

Retrenchment, integration, strategic fit.

ENRICHMENT OPPORTUNITIES

Aim higher opportunities, KS5 enterprise and student investor, Institute for Financial Education.

HALF TERM 3 BUSINESS DECISION-MAKING

All students will know:

- » Decision-making models.
 - decision trees.
 - network analysis.
 - cost-benefit analysis.
- » nature and approaches to decision-making (scientific or intuitive).

All students will be assessed:

Formative assessment, self assessment, self improvement.

- » Cost-benefit analysis
- » Decision-tree
- » Network analysis

Reading skills needed for this unit:

- » Comprehension.
- » Inference.
- » Sourcing.

Key vocabulary:

Network analysis, critical path, decision tree, externalities and internalities.

HALF TERM 4 INVESTMENT DECISIONS AND REVISION

All students will know:

- » Investment appraisal.
- » special orders.
- » Revision of topic areas ahead of mock examination.

All students will be assessed:

Formative assessment, self assessment, self improvement.
Mock examination.

- » Investment appraisal

Reading skills needed for this unit:

- » Comprehension.
- » Inference.
- » Sourcing.

Key vocabulary:

Discounted cash flow, payback period, net present value, average rate of return.

HALF TERM 5 CONSOLIDATION AND REVISION

All students will know:

Learners need to understand that, in order to succeed in a competitive market, all businesses have to consider the core functions of business.

Revision activities (Component 1 (from year 12) and 2).

Business Functions and Analysis and Strategy.

Half term 5 will encompass mock exam reflection and revision. Exam technique skills evaluation of performance. Knowledge, analysis and evaluative skills referring to the assessment objectives.

All students will be assessed:

Formative assessment, self assessment, self improvement.

Reading skills needed for this unit:

- » Comprehension.
- » Inference.
- » Sourcing.

Key vocabulary:

Exam command words.

HOW THIS LEARNING WILL BE EMBEDDED ELSEWHERE IN THE CURRICULUM

Mathematics, Geography, Technology.

HOW STUDENTS CAN BE SUPPORTED AT HOME

Content notes <https://resources.edugas.co.uk/Pages/ResourceSingle.aspx?rId=872>

YEAR 13 | A LEVEL BUSINESS - COMPONENT 3

'Becoming a business, enterprising and economically aware young person with strong business acumen'

The curriculum and assessment of students at this stage of education has been carefully designed to promote deep learning of macro-economic factors and develop students into skilled analysts of external factors that can affect the operation, strategy and success of businesses.

This component (Business in a Changing World) focuses on how businesses adapt to succeed in a dynamic external environment. Students will learn to understand that the business world never stands still and there are continuous opportunities and threats to businesses of all sizes. Students will build on year 12 modules to understand that regardless of size, businesses now operate in a global marketplace and they need to consider a wide range of external factors that affect their day-to-day activities, decision-making and strategy. Students will be required to integrate the knowledge, understanding and skills developed in all three components to display a holistic understanding of business activity and the environment in which they operate.

HALF TERM 1

All students will know:

Political Factors: The ways in which the government supports the business climate.

Political Factors: Taxation

The main forms of taxation forming the UK tax system. The impact of changing levels of taxation on businesses and their stakeholders. The strategic responses of businesses to changing taxation.

Economic Factors: Inflation

What inflation is. How it is measured: The causes of inflation. The impact of inflation on businesses and their stakeholders. The strategic responses of businesses to inflation.

Economic Factors: Interest rates

What interest is. The impact of changing interest rates on businesses and their stakeholders. The strategic responses of businesses to changing interest rates.

Economic Factors: Exchange rates

What exchange rates are. What causes exchange rates change. The impact of changing exchange rates on businesses and their stakeholders. The strategic responses of businesses to inflation.

Economic Factors: The business cycle

What the business cycle is. The impact of changes in the business cycle on businesses and their stakeholders. The strategic responses of businesses to changes in the business cycle.

All students will be assessed:

- » Taxation exam question
- » Inflation formative assessment task (Argos)
- » Interest rates formative assessment task (City Living Apartments)
- » Exchange rates formative assessment task (Betty's and Taylor's of Harrogate)

Reading skills needed for this unit:

- » Comprehension

Key vocabulary:

Direct taxation, Indirect taxation, Inflation, menu costs, Shoe leather costs, Base rate, Exchange rates.

HALF TERM 2

All students will know:

Economic Factors: Fiscal and monetary policy

What's meant by reflationary and deflationary fiscal and monetary policy. The impact of specific fiscal and monetary policies on businesses and their stakeholders. The strategic responses of businesses to fiscal and monetary policies.

Social Factors:

The range of social factors and trends that can affect businesses. The impact of specific social changes on businesses and their stakeholders. The strategic responses of businesses to social changes.

Technological Factors:

The major technological changes that have affected businesses. The impact of technological change on businesses and their stakeholders. The strategic responses of businesses to technological change.

Environmental Factors:

The potential environmental costs of business activity including air, water and noise pollution, climate change, congestion, destruction of the environment and waste disposal. How potential environmental costs can be controlled by government intervention, the influence of pressure groups and education. How businesses can respond to environmental issues. The impact of business activity on the environment. The impact on a business of implementing environmentally friendly policies.

Legal factors:

The main laws that concern businesses, including company law, employment and anti-discrimination law, consumer protection, competition policy, health and safety legislation, data protection, intellectual property and minimum wage. The impact of legislation on businesses and their stakeholders.

All students will be assessed:

- » Reckitt Benkiser exam question.
- » Social factors formative assessment task.

Reading skills needed for this unit:

- » Comprehension.

Key vocabulary:

Business cycle, Boom / recession / upturn / downturn, Reflationary fiscal policy, Deflationary fiscal policy , Reflationary monetary policy, Deflationary monetary policy.

HALF TERM 3

All students will know:

Business Ethics:

The meaning of business ethics. The types of ethical issues a business will face including environmental, animal rights, treatment of workers, suppliers and customers. The meaning of corporate social responsibility (CSR). The possible conflict between ethics and profitability. The Impact on the profitability of a business of having ethical objectives. The ethical stance of businesses from the point of view of different stakeholders.

International Trade:

The meaning of international trade. The different forms of protectionism that governments can use. The different forms of economic integration that exist in the global economy.

International Trade:

The impact of international trade on businesses and their stakeholders. The strategic responses of businesses to international trade opportunities.

Globalisation:

The meaning of globalisation. The causes of it.

Globalisation:

The impact of the emergence of the global market on businesses and their stakeholders. The strategic responses of the businesses to the emergence of the global market.

Multinationals:

What a multinational corporation is. The benefits and drawbacks of operating an organisation as a multinational.

All students will be assessed:

- » Business ethics exam question.
- » Technological factors exam question (amazon).
- » International trade formative assessment task (Bulldog).
- » International trade exam question.
- » Global market exam question.

Reading skills needed for this unit:

- » Comprehension.

Key vocabulary:

Corporate Social Responsibility, Tariff barriers, Non-tariff barriers, Quotas, Economic integration, Free trade area / single market/ customs union / monetary union / economic union, Global market / globalisation.

HALF TERM 4

All students will know:

Multinationals:

The social and economic costs and benefits of multinationals in the host countries they operate in.

The European Union:

What the EU is, Reasons for its existence. The benefits and drawbacks of the EU from different stakeholder perspectives. The impact of Brexit on UK businesses and their stakeholders.

The Euro:

What is meant by the 'Eurozone', The benefits and drawbacks of the Eurozone for member and non-member states.

Change Management:

The difference between internal and external causes of change, and planned / unplanned change. The different approaches to managing change. The impact of change on businesses and their stakeholders.

Risk Management:

The type of risks businesses are likely to face. What contingency planning and contingency planning is. The possible responses of businesses to the various risks they face.

All students will be assessed:

- » Multinationals formative assessment task.
- » Risk management exam question.
- » Brexit exam question.
- » Mock examination.

Reading skills needed for this unit:

- » Comprehension.

Key vocabulary:

European Union, Fiscal Transfers, Contingency planning

HALF TERM 5

All students will know:

Half term 5 will encompass mock exam reflection and revision.

Reading skills needed for this unit:

- » Comprehension.