



## Teign School Curriculum Overview



### Business Studies

Year	Cycle 1 -12 Weeks (10 weeks teaching, 1 week assessment, 1 impact week)	Cycle 2 -12 Weeks (10 weeks teaching, 1 week assessment, 1 impact week)	Cycle 3 -12 Weeks (10 weeks teaching, 1 week assessment, 1 impact week)
7	See KS3 ROATION SOL, Year 7 careers/enterprise		
8	N/A		
9	N/A		
10	<u>Unit 2 Understanding resources for business and enterprise planning</u>	<u>Unit 2 Understanding resources for business and enterprise planning</u>	<u>Unit 2 Understanding resources for business and enterprise planning</u>
	<i>LO1 Understand research, resource planning, growth and development for business and enterprise</i>	<i>LO2 Understand human resource requirements for a business start-up</i>	<i>LO3 understand sources of enterprise funding and business finance</i>
			<i>LO4 understand business and enterprise planning</i>

	<p><b><u>1.1 Business Research</u></b></p> <p>Areas of research</p> <p>Students will be able to</p> <ul style="list-style-type: none"> <li>•List the reasons for business research</li> <li>•Identify the benefits for business research</li> <li>•Recognise the ways it can be applied to a business start up</li> <li>•Describe the reasons for business research</li> <li>•Explain the benefits for business research</li> <li>•Describe the ways it can be applied to a business start up</li> <li>•Explain the reasons for business research</li> <li>•Describe the benefits for business research</li> <li>•Give examples of the ways it can be applied to a business start up</li> </ul> <p><b><u>1.2 Resource Planning</u></b></p> <p><i>1.2.1 Physical Resources</i></p> <ul style="list-style-type: none"> <li>•Identify the physical planning required for a new business</li> <li>•Recognise the ways it can be applied to a business start up</li> <li>•Describe the physical planning required for a new business</li> <li>•Describe the ways it can be applied to a business start up</li> </ul>	<p><b><u>2.1 Human resources</u></b></p> <p>2.1.1 Methods of recruitment</p> <ul style="list-style-type: none"> <li>•Identify the methods of internal recruitment</li> <li>•Explain how methods of recruitment can be applied to a business</li> <li>•Describe the methods of internal recruitment</li> <li>•Explain in detail how methods of recruitment can be applied to a business</li> <li>•Evaluate the methods of internal recruitment</li> <li>•Describe how methods of recruitment can be applied to a business</li> <li>•Identify the methods of external recruitment</li> <li>•Explain how methods of recruitment can be applied to a business</li> <li>•Describe the methods of external recruitment</li> <li>•Explain in detail how methods of recruitment can be applied to a business</li> <li>•Evaluate the methods of external recruitment</li> <li>•Describe how methods of recruitment can be applied to a business</li> </ul> <p>2.1.2 Stages of recruitment</p> <ul style="list-style-type: none"> <li>•Identify how businesses identify a need for a new employee</li> <li>•Explain how businesses develop person specifications and job descriptions</li> <li>•Explain how businesses identify a need for a new employee</li> </ul>	<p><b><u>3.1 Business and Enterprise Funding</u></b></p> <p>3.1.1 Funding types</p> <p>. Learners will be able to evaluate the suitability of funding types when applied to business, including:</p> <ul style="list-style-type: none"> <li>• Personal savings</li> <li>• Bank loan</li> <li>• Credit card</li> <li>• Loan from friends or family</li> <li>• Prince's Trust loan</li> <li>• Grants</li> <li>• Credit agreements</li> <li>• Business Angels</li> <li>• Overdrafts</li> <li>• Crowdfunding</li> <li>• Trade credit.</li> </ul> <p><b><u>3.2 Business and Enterprise Finance</u></b></p> <p>3.2.1 Financial concepts and calculations</p> <p>Learners will know and understand financial concepts, how to calculate them and the impact they have on business and enterprise, including:</p> <ul style="list-style-type: none"> <li>• Sales revenue</li> <li>• Gross and net profit.</li> </ul> <p>3.2.2 Costs, liabilities and assets</p> <p>Learners will know and understand costs, liabilities and assets. Learners will know and understand how these affect business and enterprise, including:</p> <ul style="list-style-type: none"> <li>• Start-up costs</li> </ul>
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	<ul style="list-style-type: none"> <li>•Evaluate the physical planning required for a new business</li> <li>•Give examples of the ways it can be applied to a business start up</li> </ul> <p><i>1.2.2 Technological resources</i></p> <ul style="list-style-type: none"> <li>•Identify the technological resource planning for a business start up</li> <li>•Recognise the ways it can be applied to a business start up</li> <li>•Describe the technological resource planning for a business start up</li> <li>•Describe the ways it can be applied to a business start up</li> <li>•Evaluate technological resource planning for a business start up</li> <li>•Describe the ways it can be applied to a business start up</li> </ul> <p><b><u>1.3 Business Growth</u></b></p> <p>1.3.1 Internal Growth</p> <ul style="list-style-type: none"> <li>•List the methods internal growth - diversification and geographical expansion</li> <li>•Identify the benefits of growth and how it can be applied to a business</li> <li>•Explain the methods internal growth - diversification and geographical expansion</li> <li>•Describe the benefits of growth and how it can be applied to a business</li> <li>•Discuss the methods internal growth - diversification and geographical expansion</li> </ul>	<ul style="list-style-type: none"> <li>•Describe how businesses develop person specifications and job descriptions</li> <li>•Analyse how businesses identify a need for a new employee</li> <li>•Evaluate how businesses develop person specifications and job descriptions</li> <li>•Identify how businesses conduct interviews and the selection process</li> <li>•Explain how businesses conduct interviews and the selection process</li> <li>•Analyse how businesses conduct interviews and the selection process</li> <li>•Identify how businesses obtain references and offer positions</li> <li>•Explain how businesses obtain references and offer positions</li> <li>•Analyse how businesses obtain references and offer positions</li> </ul> <p>2.1.3 Legal considerations</p> <ul style="list-style-type: none"> <li>•Identify the different types of employment contracts</li> <li>•Explain the different types of employment contracts</li> <li>•Demonstrate the application of different types of employment contracts</li> <li>•Define redundancies and disciplinary actions</li> <li>•Recognise the legislation ensuring equality in recruitment</li> <li>•Explain redundancies and disciplinary actions</li> <li>•Identify the legislation ensuring equality in recruitment</li> <li>•Demonstrate the application of redundancies and disciplinary actions</li> </ul>	<ul style="list-style-type: none"> <li>• Running costs</li> <li>• Fixed costs</li> <li>• Variable costs</li> <li>• Current liabilities and non-current (long-term) liabilities</li> <li>• Current and non-current (fixed) assets.</li> </ul> <p>3.2.3 Financial documents</p> <p>Learners will know and understand financial documents, their structure and the information they contain, including:</p> <ul style="list-style-type: none"> <li>• Break-even chart</li> <li>• Cash flow forecast</li> <li>• Income statement (profit and loss account)</li> <li>• Statement of financial position (balance sheet).</li> </ul> <p>3.2.4 Ratio analysis</p> <p>Learners will know and understand ratio analysis, how to undertake ratio analysis calculations and how to interpret results. This includes:</p> <ul style="list-style-type: none"> <li>• Profitability <ul style="list-style-type: none"> <li>◦ net profit percentage</li> <li>◦ gross profit percentage</li> </ul> </li> <li>• return on capital employed.</li> <li>• Liquidity</li> <li>• current ratio</li> <li>• acid-test ratio.</li> </ul> <p>Learners will not be expected to recall the formulae.</p>
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	<ul style="list-style-type: none"> <li>•Evaluate the benefits of growth and how it can be applied to a business</li> <li>•List the methods of internal growth - vertical and horizontal growth</li> <li>•Identify the benefits of growth and how it can be applied to a business</li> <li>•Explain the methods of internal growth - vertical and horizontal growth</li> <li>•Describe the benefits of growth and how it can be applied to a business</li> <li>•Discuss the methods of internal growth - vertical and horizontal growth</li> <li>•Evaluate the benefits of growth and how it can be applied to a business</li> </ul> <p>1.3.2 External Growth</p> <ul style="list-style-type: none"> <li>•List the methods external growth <ul style="list-style-type: none"> <li>• joint ventures</li> <li>• mergers</li> <li>• takeovers</li> </ul> </li> <li>•Identify the benefits of external growth and how it can be applied to a business</li> <li>•Explain the methods external growth – <ul style="list-style-type: none"> <li>• joint ventures</li> <li>• mergers</li> <li>• takeovers</li> </ul> </li> <li>•Describe the benefits of external growth and how it can be applied to a business</li> <li>•Discuss the methods internal growth-external growth – <ul style="list-style-type: none"> <li>• joint ventures</li> <li>• mergers</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>•Evaluate the legislation ensuring equality in recruitment</li> </ul> <p>2.1.4 Staff development</p> <ul style="list-style-type: none"> <li>•Identify the key components of staff induction</li> <li>•Identify the key components for staff appraisals</li> <li>•Explain the key components of staff induction</li> <li>•Explain the key components for staff appraisals</li> <li>•Evaluate the key components of staff induction</li> <li>•Evaluate the key components for staff appraisal</li> <li>•Identify the key components of internal staff training</li> <li>•Identify the key components for external staff training</li> <li>•Explain redundancies and disciplinary actions</li> <li>•Identify the legislation ensuring equality in recruitment</li> <li>•Evaluate the key components of internal staff training</li> <li>•Evaluate the key components for external staff training</li> </ul> <p>2.1.5 Pay and remuneration</p> <ul style="list-style-type: none"> <li>•Recognise the aspects of pay and remuneration, including wages, salaries and piece rate</li> <li>•Describe the aspects of pay and remuneration, including wages, salaries and piece rate</li> </ul>	<p>3.2.5 Cash flow management</p> <p>Learners will know and understand the importance of cash flow management and how businesses can improve their cash flow position.</p> <p style="text-align: center;"><b><u>4.1 planning</u></b></p> <p>4.1.1 Purpose of business planning</p> <p>Learners will know and understand why businesses develop a business plan and be able to apply this to business, including:</p> <ul style="list-style-type: none"> <li>• Inform personal development needs</li> <li>• Operational planning</li> <li>• Gaining funding and finance</li> <li>• Receiving external business support.</li> </ul> <p>4.1.2 Benefits of business planning</p> <p>Learners will know and understand the benefits of business planning and be able to apply these in business, including:</p> <ul style="list-style-type: none"> <li>• Support bidding processes</li> <li>• Manage change</li> <li>• Financial strategy</li> <li>• Identification of potential problems.</li> </ul>
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	<ul style="list-style-type: none"> <li>• takeovers</li> </ul> <ul style="list-style-type: none"> <li>• Evaluate the benefits of external growth and how it can be applied to a business</li> </ul> <p>Putting theory into practice Mock Course work</p>	<ul style="list-style-type: none"> <li>• Evaluate the aspects of pay and remuneration, including wages, salaries and piece rate</li> <li>• Recognise the aspects of pay and remuneration, including performance related pay, bonuses, commission, profit sharing.</li> <li>• Describe the aspects of pay and remuneration, including performance related pay, bonuses, commission, profit sharing.</li> <li>• Evaluate the aspects of pay and remuneration, including performance related pay, bonuses, commission, profit sharing.</li> </ul> <p>Putting theory into practice Mock Course work</p>	<p>4.1.3 A business plan</p> <p>Learners will know and understand the sections of a business plan and how it applies to business, including:</p> <ul style="list-style-type: none"> <li>• Company description – name, business summary, aims and objectives, legal structure</li> <li>• Market analysis – target market, industry profile, competitive environment, potential suppliers</li> <li>• Marketing – product/service, place, price, promotion</li> <li>• People and operations – people considerations, operational considerations</li> <li>• Financial plan – start-up costs, running costs, break even, gross and net profit.</li> </ul> <p>Putting theory into practice Mock Course work</p>
<b>11</b>	No Year 11 option this year		
<b>12</b>			

13			

You need to demonstrate how you are interleaving and returning to previously met knowledge to deepen and strengthen children's retention and understanding over time over time. This should be more than simply through the Do Nows at the beginning of lessons.