

Business Year 12

Overall Curriculum Goals					
<ul style="list-style-type: none"> <li>Students will develop the knowledge and skills needed to analyse data, think critically about issues and make informed decisions – all skills that are needed for further study and employment.</li> <li>To engage students through topics and issues that are relevant in society – they will study key contemporary developments such as digital technology and business ethics, and globalisation is covered throughout the topics.</li> </ul>					
Half Term 1	Half Term 2	Half Term 3	Half Term 4	Half Term 5	Half Term 6
<ul style="list-style-type: none"> <li>Understanding the nature and purpose of business</li> <li>Understanding different business forms</li> <li>Understanding that businesses operate within an external environment</li> <li>Setting financial objectives</li> <li>Analysing financial performance</li> <li>Making financial decisions: improving cash flow and profits</li> </ul>	<ul style="list-style-type: none"> <li>Making financial decisions: sources of finance.</li> <li>Making financial decisions: improving cash flow and profits</li> <li>constructing and analysing budgets and cash flow forecasts</li> <li>PESTLE analysis</li> <li>Demographic change / Interest rates / Environmental issues and fair trade / Income / Market conditions / Competition</li> <li>Decision making to improve marketing performance</li> <li>Understanding markets and customer segmentation, targeting, positioning</li> </ul>	<ul style="list-style-type: none"> <li>Making marketing decisions: using the marketing mix</li> <li>Understanding management, leadership and decision making</li> <li>Understanding management decision making</li> <li>Understanding the role and importance of stakeholders</li> </ul>	<ul style="list-style-type: none"> <li>Setting operational objectives</li> <li>Analysing operational performance</li> <li>Making operational decisions to improve performance: increasing efficiency and productivity</li> <li>Decision making to improve human resource performance</li> </ul>	<ul style="list-style-type: none"> <li>Making operational decisions to improve performance: improving quality</li> <li>Making operational decisions to improve performance: managing inventory and supply chains</li> <li>Making human resource decisions: improving organisational design and managing the human resource flow</li> <li>Making human resource decisions: improving motivation and engagement</li> <li>improving employer-employee relations</li> </ul>	<ul style="list-style-type: none"> <li>Introduction to year 2</li> <li>Year 12 Finals feedback.</li> </ul>
Key Vocabulary/Concepts/Ideas	Key Vocabulary/Concepts/Ideas	Key Vocabulary/Concepts/Ideas	Key Vocabulary/Concepts/Ideas	Key Vocabulary/Concepts/Ideas	Key Vocabulary/Concepts/Ideas
Profit /growth / survival / social ethical objectives / revenue (also turnover and sales) / fixed costs / variable costs / total costs / objectives / mission statements / sole traders / private limited / companies and public limited companies / private sector and public sector organisations / non-profit organisations such as charities mutuals / unlimited and limited liability /ordinary share capital / market capitalisation / dividends / competition / market conditions / incomes /interest rates	sales volume and sales value / market size / market and sales growth / market share / brand loyalty / profit / cash flow problem / profitability / extrapolation / confidence intervals / correlation / price elasticity of demand / income elasticity of demand	Boston Matrix / Problem Child / Dog / Star / Cash Cow / Product life cycle / extension strategy / product development / multi-channel / Tannenbaum Schmidt continuum / the Blake Mouton grid	Costs / quality / speed of response and flexibility / dependability / environmental objectives / added value / labour productivity / unit costs (average costs) / capacity / capacity utilisation / employee engagement and involvement / talent development / training / diversity / alignment of values / number, skills and location of employees.	labour turnover and retention rates / labour productivity / employee costs as percentage of turnover / labour cost per unit / authority / span / hierarchy / delegation / centralisation and decentralisation / human / resource plan / recruitment / training / redeployment / redundancy / piece rate / commission / salary schemes / performance-related pay	Short termism / SWOT analysis / balanced scoreboard
CIAG	CIAG	CIAG	CIAG	CIAG	CIAG

