

NKS Business Curriculum Map 2021



The purpose of studying Business at NKS is to develop an understanding of how businesses work and be able to, independently, analyse and evaluate businesses positions thoroughly. Students will know key concepts, key calculations and key business terminology. This can lead to many options for the student including further Education or indeed going into industry itself. The course studies real life businesses and is alive and moving with the business world.

For further information please contact:

Mrs J Pyatt

Subject Leader for Business Studies

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Year 12

Prior to commencing A Level students will have studied core subjects such as English, Maths and Science. There will be no expectation for students to have studied Business at GCSE level. The course is set up to introduce essential topics at the start, thereby those who haven't studied GCSE Business are not at a disadvantage

An understanding of students' starting points are achieved by issuing a task-based lesson at the beginning of the course. Students will be asked to do a Presentation on what they have come up with in response to this task, which generally covers hypothetically starting a business. Students will also be formally assessed in the first few weeks of the course, which will include Reading and mathematical assessment via a case study and simple business calculations

Our Business Studies department provides a safe learning environment for students to feel confident to take on informed, educational risks and rise to challenges. We take a holistic approach to each topic, demonstrating the interrelated nature of business using business models, theories and techniques to support analysis of contemporary business issues and situations.

	Term 1	Term 2	Term 3	Term 4	Term 5	Term 6
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<p>Content – Knowledge and Understanding</p>	<p>Understanding the nature and purpose of business. Understanding different business forms. Understanding that businesses operate within an external environment.</p>	<p>Understanding management, leadership and decision making. Understanding management decision making. Understanding the role and importance of stakeholders. Setting marketing objectives</p>	<p>Understanding markets and customers. Making marketing decisions: segmentation, targeting, positioning. Making marketing decisions: using the marketing mix. Setting operational objectives Analysing operational performance</p>	<p>Making operational decisions to improve performance: managing inventory and supply chains Setting financial objectives Analysing financial performance</p>	<p>Making financial decisions: sources of finance Making financial decisions: improving cash flow and profit Setting human resource objectives Analysing human resource performance</p>	<p>Making human resource decisions: improving organisational design and managing the human resource flow Making human resource decisions: improving motivation and engagement Making human resource decisions: improving employer-employee relations Mission, corporate objectives and strategy Revision</p>
<p>Skills and concepts</p>	<p>- - - - - - Reading Skills with ability to highlight and pick out key concepts form case studies. -Mathematical (In Terms of calculations of Revenue, Costs and profit) AO1: Demonstrate knowledge of terms, concepts, theories, methods and models to show an understanding of how individuals and organisations are affected by and respond to business issues AO2: Apply knowledge and understanding to various business contexts to show how individuals and organisations are affected by and respond to issues AO3: Analyse issues within business, showing an understanding of the impact on individuals and organisations of external and internal influences AO4: Evaluate quantitative and qualitative information to make informed judgements and propose evidence-based solutions to business issues</p>	<p>- - - - - - Reading Skills with ability to highlight and pick out key concepts form case studies. -Mathematical (In Terms of calculations of probability) AO1: Demonstrate knowledge of terms, concepts, theories, methods and models to show an understanding of how individuals and organisations are affected by and respond to business issues AO2: Apply knowledge and understanding to various business contexts to show how individuals and organisations are affected by and respond to issues AO3: Analyse issues within business, showing an understanding of the impact on individuals and organisations of external and internal influences AO4: Evaluate quantitative and qualitative information to make informed judgements and propose evidence-based solutions to business issues</p>	<p>- - - - - - Reading Skills with ability to highlight key and pick out concepts form case studies. Mathematical (In Terms of calculations of Market share, sales growth and Market Growth) AO1: Demonstrate knowledge of terms, concepts, theories, methods and models to show an understanding of how individuals and organisations are affected by and respond to business issues AO2: Apply knowledge and understanding to various business contexts to show how individuals and organisations are affected by and respond to issues AO3: Analyse issues within business, showing an understanding of the impact on individuals and organisations of external and internal influences</p>	<p>PPE assessment - - - - - - Reading Skills with ability to highlight key concepts form case studies. -Mathematical (In Terms of calculations of operational efficiency calculations) AO1: Demonstrate knowledge of terms, concepts, theories, methods and models to show an understanding of how individuals and organisations are affected by and respond to business issues AO2: Apply knowledge and understanding to various business contexts to show how individuals and organisations are affected by and respond to issues AO3: Analyse issues within business, showing an understanding of the impact on individuals and organisations of external and internal influences AO4: Evaluate quantitative and qualitative information to make informed judgements and propose evidence-based solutions to business issues</p>	<p>- - - - - - Reading Skills with ability to highlight key and pick out concepts form case studies. - Mathematical (Productivity calculations) AO1: Demonstrate knowledge of terms, concepts, theories, methods and models to show an understanding of how individuals and organisations are affected by and respond to business issues AO2: Apply knowledge and understanding to various business contexts to show how individuals and organisations are affected by and respond to issues AO3: Analyse issues within business, showing an understanding of the impact on individuals and organisations of external and internal influences AO4: Evaluate quantitative and qualitative information to make informed judgements and propose evidence-based solutions to business issues</p>	<p>- - - - - Reading Skills with ability to highlight key concepts form case studies. - Mathematical (Labour turnover and productivity calculations) AO1: Demonstrate knowledge of terms, concepts, theories, methods and models to show an understanding of how individuals and organisations are affected by and respond to business issues AO2: Apply knowledge and understanding to various business contexts to show how individuals and organisations are affected by and respond to issues AO3: Analyse issues within business, showing an understanding of the impact on individuals and organisations of external and internal influences</p>

			AO4: Evaluate quantitative and qualitative information to make informed judgements and propose evidence-based solutions to business issues			AO4: Evaluate quantitative and qualitative information to make informed judgements and propose evidence-based solutions to business issues
Assessment	Exam style questions taken from past papers and Progress knowledge test. Case studies will be used as part of the assessment method to ensure effective reading skills are assessed each topic.	Exam style questions taken from past papers and Progress knowledge test. Case studies will be used as part of the assessment method to ensure effective reading skills are assessed each topic.	Exam style questions taken from past papers and Progress knowledge test. Case studies will be used as part of the assessment method to ensure effective reading skills are assessed each topic.	PPE assessment: Paper 1	Exam style questions taken from past papers and Progress knowledge test. Case studies will be used as part of the assessment method to ensure effective reading skills are assessed each topic.	Exam style questions taken from past papers and progress knowledge test. Case studies will be used as part of the assessment method to ensure effective reading skills are assessed each topic.
Enrichment and extension	Year 12 trip to a London University Extra Curricular – TBC					

NKS Business Curriculum Map 2020

Year 13

Our Y13 curriculum builds on and extends the work done in Y12 by developing skills Ao1, Ao2, A03 and A04 further as well as building on and introducing new key Business concepts. Students will experience the challenges businesses face with external pressures and how they may choose to respond. Challenges will be posed to students on how they would recommend businesses to assess the risks presented by both internal and external factors. Students will learn to justify their well-informed thoughts both verbally and written.

	Term 1	Term 2	Term 3	Term 4	Term 5	Term 6
<p>Content – Knowledge and Understanding</p>	<p>Mission, corporate objectives and strategy Analysing the existing internal position of a business to assess strengths and weaknesses: financial ratio analysis Analysing the existing internal position of a business to assess strengths and weaknesses: overall performance</p>	<p>Analysing the external environment to assess opportunities and threats: political and legal change Analysing the external environment to assess opportunities and threats: economic change Analysing the external environment to assess opportunities and threats: social and technological Analysing the external environment to assess opportunities and threats: the competitive environment</p>	<p>Analysing strategic options: investment appraisal Strategic direction: choosing which markets to compete in and what products to offer Strategic positioning: choosing how to compete Assessing a change in scale Assessing innovation</p>	<p>Assessing internationalisation Assessing greater use of digital technology Managing change Managing organisational culture Managing strategic implementation Problems with strategy and why strategies fail</p>	<p>Revision/Exam Prep</p>	
<p>Skills and concepts</p>	<p>- - - - - -Reading Skills with ability to highlight and pick out key concepts from case studies. -Mathematical (In Terms of calculations of Various Ratios) AO1: Demonstrate knowledge of terms, concepts, theories, methods and models to show an understanding of how individuals and organisations are affected by and respond to business issues AO2: Apply knowledge and understanding to various business contexts to show how individuals and organisations are affected by and respond to issues AO3: Analyse issues within business, showing an understanding of the impact on individuals and organisations of external and internal influences</p>	<p>- - - - - Reading Skills with ability to highlight and pick out key concepts from case studies. AO1: Demonstrate knowledge of terms, concepts, theories, methods and models to show an understanding of how individuals and organisations are affected by and respond to business issues AO2: Apply knowledge and understanding to various business contexts to show how individuals and organisations are affected by and respond to issues AO3: Analyse issues within business, showing an understanding of the impact on</p>	<p>- - - - - Reading Skills with ability to highlight and pick out key concepts from case studies. AO1: Demonstrate knowledge of terms, concepts, theories, methods and models to show an understanding of how individuals and organisations are affected by and respond to business issues AO2: Apply knowledge and understanding to various business contexts to show how individuals and organisations are affected by and respond to issues AO3: Analyse issues within business, showing an understanding of the impact on individuals and organisations of external and internal influences</p>	<p>- - - - - Reading Skills with ability to highlight and pick out key concepts from case studies. AO1: Demonstrate knowledge of terms, concepts, theories, methods and models to show an understanding of how individuals and organisations are affected by and respond to business issues AO2: Apply knowledge and understanding to various business contexts to show how individuals and organisations are affected by and respond to issues AO3: Analyse issues within business, showing an understanding of the impact on individuals and organisations of external and internal influences</p>	<p>- - - - - Reading Skills with ability to highlight and pick out key concepts from case studies. Mathematical- Various AO1: Demonstrate knowledge of terms, concepts, theories, methods and models to show an understanding of how individuals and organisations are affected by and respond to business issues AO2: Apply knowledge and understanding to various business contexts to show how individuals and organisations are affected by and respond to issues AO3: Analyse issues within business, showing an understanding of the impact on individuals and organisations of external and internal influences</p>	<p>- - - - -</p>

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Enrichment and extension	London trip exploring the Financial District and the LIBF university Additional Finance qualification: The Diploma in Financial Studies					