## **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:

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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

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## Term 6

Content –	Understanding the nature and	Understanding management,	Understanding markets and	Making operational decisions	Making financial
Knowledge and	purpose of business.	leadership and decision	customers.	to improve performance:	sources of finance
Understanding	Understanding different business forms.	making. Understanding management	Making marketing decisions: segmentation, targeting,	managing inventory and supply chains	Making financial improving cash f
	Understanding that businesses	decision making.	positioning.	Setting financial objectives	profit
	operate within an external	Understanding the role and	Making marketing decisions:	Analysing financial	Setting human re
	environment.	importance of stakeholders.	using the marketing mix.	performance	objectives
		Setting marketing objectives	Setting operational objectives		Analysing huma
			Analysing operational performance	PPE assessment	performance
			Making operational decisions to		
			improve performance: increasing		
		- <b>Reading Skills</b> with ability	efficiency and productivity	- <b>Reading Skills</b> with ability to	
	- Reading Skills with ability to	to highlight and pick out key concepts form case studies.	Making operational decisions to	highlight key concepts form case studies.	Deading Shill
Skills and	highlight and pick out key	concepts form case studies.	improve performance:		- <b>Reading Skill</b> to highlight key
concepts	concepts form case studies.	-Mathematical (In Terms of	improving quality	-Mathematical (In Terms of	concepts form ca
	-Mathematical (In Terms of	calculations of probability)		calculations of operational	-
	calculations of Revenue, Costs	AO1: Demonstrate knowledge		efficiency calculations)	- Mathematical
	and profit)	of terms, concepts, theories,		AO1: Demonstrate knowledge of	(Productivity cal
	AO1: Demonstrate knowledge of	methods and models to show an		terms, concepts, theories,	AO1: Demonstrate
	terms, concepts, theories, methods	understanding of how individuals	- Reading Skills with ability to	methods and models to show an	of terms, concepts
	and models to show an	and organisations are affected by	highlight key and pick out	understanding of how individuals	methods and mod
	understanding of how individuals	and respond to business issues	concepts form case studies.	and organisations are affected by	an understanding
	and organisations are affected by		Mathematical (In Terms of	and respond to business issues	individuals and or
	and respond to business issues	AO2: Apply knowledge and	calculations of Market share,	AO2: Apply knowledge and	are affected by an
	and respond to business issues	understanding to various	sales growth and Market	understanding to various business	business issues
	AO2: Apply knowledge and	business contexts to show how	Growth)	contexts to show how individuals	AO2: Apply knowl
	understanding to various business	individuals and organisations are	AO1: Demonstrate knowledge of	and organisations are affected by	understanding to v
	contexts to show how individuals	affected by and respond to issues	terms, concepts, theories, methods	and respond to issues	business contexts
	and organisations are affected by		and models to show an		individuals and or
	and respond to issues	AO3: Analyse issues within	understanding of how individuals		are affected by an
		business, showing an	and organisations are affected by	AO3: Analyse issues within	issues
	AO3: Analyse issues within	understanding of the impact on	and respond to business issues	business, showing an	135065
	business, showing an	individuals and organisations of		understanding of the impact on	
	understanding of the impact on	external and internal influences	AO2: Apply knowledge and	individuals and organisations of	AO3: Analyse issu
	individuals and organisations of		understanding to various business	external and internal influences	business, showing
	external and internal influences		contexts to show how individuals		understanding of t
		AO4: Evaluate quantitative and	and organisations are affected by	AO4: Evaluate quantitative and	individuals and or
		qualitative information to make	and respond to issues	qualitative information to make	external and interr
	AO4: Evaluate quantitative and	informed judgements and		informed judgements and propose	
	qualitative information to make	propose evidence-based	AO3: Analyse issues within	evidence-based solutions to	AOA: Evolucto a
	informed judgements and propose	solutions to business issues	business, showing an		AO4: Evaluate qualitative info
	evidence-based solutions to		understanding of the impact on	business issues	and qualitative info
	business issues		individuals and organisations of		make informed jud
			external and internal influences		propose evidence
					solutions to busine

Making human resource ncial decisions: decisions: improving nance ncial decisions: organisational design and ash flow and managing the human resource flow Making human resource an resource decisions: improving motivation and engagement uman resource Making human resource decisions: improving employer-employee relations Mission, corporate objectives and strategy **Skills** with ability Revision key and pick out m case studies. ical calculations) **Reading Skills** with ability to highlight key concepts strate knowledge form case studies. cepts, theories, - Mathematical (Labour models to show turnover and productivity ding of how calculations) d organisations y and respond to AO1: Demonstrate knowledge of terms, concepts, theories, nowledge and methods and models to show to various an understanding of how exts to show how individuals and organisations d organisations

y and respond to

issues within wing an g of the impact on d organisations of nternal influences

te quantitative e information to d judgements and ence-based usiness issues AO2: Apply knowledge and understanding to various business contexts to show how individuals and organisations are affected by and respond to issues

are affected by and respond to

business 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			AO4: Evaluate quantitative
			qualitative information to make			and qualitative information to
			informed judgements and propose			, make informed judgements and
			evidence-based solutions to			propose evidence-based
			business issues			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.
	Veen 12 trin to a London Universit					
Enrichment	Year 12 trip to a London University					
and						
extension	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 Busin challenges businesses face with external pressures and how they may choose to respond. Challenges will be posed to students on how they would recommend business 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	Terr
Content – Knowledge and Understanding	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 -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	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 <b>Reading Skills</b> 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	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 <b>Reading Skills</b> 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	Assessing internationalisation Assessing greater use of digital technology Managing change Managing organisational culture Managing strategic implementation Problems with strategy and why strategies fail <b>Reading Skills</b> 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	Revision/Exam I Reading Skill to highlight and concepts from ca Mathematical- AO1: Demonstration of terms, concepts methods and mod an understanding individuals and or are affected by an business issues AO2: Apply knowl understanding to business contexts individuals and or are affected by an issues AO3: Analyse issue business, showing understanding of to individuals and or are affected by an issues

-	udents will experience the risks presented by both
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m Prep	
<b>fills</b> with ability ad pick out key a case studies.	
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organisations	
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Enrichment and extension	reading skills are assessed each effective reading skills are assessed each effective reading skills are assessed each   topic. assessed each topic. effective reading skills are assessed each effective reading skills are assessed each topic.   London trip exploring the Financial District and the LIBF university Additional Finance qualification: The Diploma in Financial Studies					
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	informed judgements and propose evidence-based solutions to business issues Exam style questions taken from past papers and progress knowledge test. Case studies will be used as part of the assessment method to ensure	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	Exam style questions taken from past papers and progress knowledge test. Case studies will be used as part of the assessment method to ensure		
	AO4: Evaluate quantitative and qualitative information to make informed judgements and propose evidence-based solutions to	individuals and organisations of external and internal influences AO4: Evaluate quantitative and qualitative information to make	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	AO4: Evaluate quantitative and qualitative information to make informed judgements and propose evidence-based solutions to business issues	