

**LHEA – Business Studies Department, Key Stage 4 Curriculum Map 2018-19**

	<i>Term 1</i>	<i>Term 1.5</i>	<i>Term 2</i>	<i>Term 2.5</i>	<i>Term 3</i>	<i>Term 3.5</i>
<p><b>Year 10:</b></p> <p><b>Theme 1:</b></p> <p><b>Investigating small business</b></p>	<p>An introduction to Business Studies</p> <p>1.1.1 The dynamic nature of Business</p> <p>1.1.2 Risk and reward</p> <p>1.1.3 The role of business Enterprise</p> <p>1.2.1 Customer needs</p> <p>1.2.2 Market research</p>	<p>1.2.3 Market segmentation</p> <p>1.2.4 The competitive environment</p> <p>1.3.1 Business aims and Objectives</p>	<p>1.3.2 Business revenues, costs and profits</p> <p>1.3.3 Cash and cash-flow</p> <p>1.3.4 Sources of business finance</p>	<p>1.4.1 The options for start-up and small businesses</p> <p>1.4.2 Business location</p> <p>1.4.3 The marketing mix</p>	<p>1.4.4 Business plans</p> <p>1.5.1 Business stakeholders</p> <p>1.5.2 Technology and business</p>	<p>1.5.3 Legislation and business</p> <p>1.5.4 The economy and business</p> <p>1.5.5 External influences</p>

Key learning skills emphasized in lessons and in tests	<p><b>Non-routine problem solving</b></p> <p>Expert thinking, metacognition, creativity.</p> <p><b>Systems thinking</b></p> <p>Decision making and reasoning.</p>	<p><b>Critical thinking</b></p> <p>Definitions of critical thinking are broad and usually involve general cognitive skills such as analysing, synthesising and reasoning skills.</p>	<p><b>ICT literacy</b></p> <p>Access, manage, integrate, evaluate, construct and communicate.</p>	<p><b>Communication</b></p> <p>Active listening, oral communication, written communication, assertive communication and non-verbal communication.</p>	<p><b>Relationship-building skills</b></p> <p>Teamwork, trust, intercultural sensitivity, service Orientation, self-presentation, social influence, conflict resolution and negotiation.</p>	<p><b>Collaborative problem solving</b></p> <p>Establishing and maintaining shared understanding, Taking appropriate action, establishing and maintaining team organisation.</p>
Reading lists	<p>BBC Bitesize</p> <p>Edexcel GCSE Business (Pearson)</p> <p>Sky News App</p> <p>BBC News App</p>	<p>BBC Bitesize</p> <p>Edexcel GCSE Business (Pearson)</p> <p>Sky News App</p> <p>BBC News App</p>	<p>BBC Bitesize</p> <p>Edexcel GCSE Business (Pearson)</p> <p>Sky News App</p> <p>BBC News App</p>	<p>BBC Bitesize</p> <p>Edexcel GCSE Business (Pearson)</p> <p>Sky News App</p> <p>BBC News App</p>	<p>BBC Bitesize</p> <p>Edexcel GCSE Business (Pearson)</p> <p>Sky News App</p> <p>BBC News App</p>	<p>BBC Bitesize</p> <p>Edexcel GCSE Business (Pearson)</p> <p>Sky News App</p> <p>BBC News App</p>

Additional study materials/links/ activities to do outside of school	<p>BBC Bitesize: <a href="https://www.bbc.com/bitesize/subjects/zpsvr82">https://www.bbc.com/bitesize/subjects/zpsvr82</a></p> <p>BBC News: <a href="https://www.bbc.co.uk/news/business">https://www.bbc.co.uk/news/business</a></p> <p>Sky News: <a href="https://news.sky.com/business">https://news.sky.com/business</a></p>	<p>BBC Bitesize: <a href="https://www.bbc.com/bitesize/subjects/zpsvr82">https://www.bbc.com/bitesize/subjects/zpsvr82</a></p> <p>BBC News: <a href="https://www.bbc.co.uk/news/business">https://www.bbc.co.uk/news/business</a></p> <p>Sky News: <a href="https://news.sky.com/business">https://news.sky.com/business</a></p>	<p>BBC Bitesize: <a href="https://www.bbc.com/bitesize/subjects/zpsvr82">https://www.bbc.com/bitesize/subjects/zpsvr82</a></p> <p>BBC News: <a href="https://www.bbc.co.uk/news/business">https://www.bbc.co.uk/news/business</a></p> <p>Sky News: <a href="https://news.sky.com/business">https://news.sky.com/business</a></p>	<p>BBC Bitesize: <a href="https://www.bbc.com/bitesize/subjects/zpsvr82">https://www.bbc.com/bitesize/subjects/zpsvr82</a></p> <p>BBC News: <a href="https://www.bbc.co.uk/news/business">https://www.bbc.co.uk/news/business</a></p> <p>Sky News: <a href="https://news.sky.com/business">https://news.sky.com/business</a></p>	<p>BBC Bitesize: <a href="https://www.bbc.com/bitesize/subjects/zpsvr82">https://www.bbc.com/bitesize/subjects/zpsvr82</a></p> <p>BBC News: <a href="https://www.bbc.co.uk/news/business">https://www.bbc.co.uk/news/business</a></p> <p>Sky News: <a href="https://news.sky.com/business">https://news.sky.com/business</a></p>	<p>BBC Bitesize: <a href="https://www.bbc.com/bitesize/subjects/zpsvr82">https://www.bbc.com/bitesize/subjects/zpsvr82</a></p> <p>BBC News: <a href="https://www.bbc.co.uk/news/business">https://www.bbc.co.uk/news/business</a></p> <p>Sky News: <a href="https://news.sky.com/business">https://news.sky.com/business</a></p>
Cross-curricular links	IT-Producing charts/graphs using Excel.	English – Discussion techniques	Maths- Calculating Business Formulas	IT- Producing Power Point to present to the class.	Art- Designing a leaflet/poster	English – Presentation techniques.

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<p align="center"><b>Year 11</b></p> <p align="center"><b>Theme 2: Building a business</b></p>	<p>2.1.1 Business growth</p> <p>2.1.2 Changes in business aims and objectives</p> <p>2.1.3 Business and globalisation</p> <p>2.1.4 Ethics, the environment and business</p>	<p>2.2.1 Product</p> <p>2.2.2 Price</p> <p>2.2.3 Promotion</p> <p>2.2.4 Place</p> <p>2.2.5 Using the marketing mix to make business decisions</p>	<p>2.3.1 Business operations</p> <p>2.3.2 Working with suppliers</p> <p>2.3.3 Managing quality</p> <p>2.3.4 The sales process</p>	<p>2.4.1 Business calculations</p> <p>2.4.2 Understanding business Performance</p> <p>2.5.1 Organisational structures</p>	<p>2.5.2 Effective recruitment</p> <p>2.5.3 Effective training and Development</p> <p>2.5.4 Motivation</p>	<p>Revision</p> <p>Past Papers</p> <p>Exams</p>

Key learning skills emphasized in lessons and in tests	<b>Adaptability</b> Ability and willingness to cope with the uncertain, handling work stress, adapting to different personalities, communication styles and cultures, and physical Adaptability to various indoor and outdoor work environments.	Presentation Skills  Public Speaking Skills	<b>Self-management and self-development</b>  Ability to work remotely in virtual teams, work autonomously, be self-motivating and self-monitoring, willing and able to acquire new information and skills related to work.	Analysis Skills  Problem Solving Skills		Revision Skills  Knowledge  Exam practice
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Cross-curricular links	PSHCE- Ethical practices.	History- Behavior patterns.	I.T- Using Spreadsheets.	English – debating and argumentative skills	PSHCE- Ethical practices.	English- Exam writing.