

## Curriculum Intent Statement for **Business**

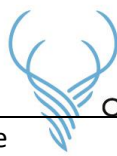
At Chase Terrace Academy we aspire for all of our students to achieve greater things than they ever thought possible.

We pride ourselves on being a warm and welcoming school that places community at the heart of everything we do. Our ambitious curriculum is enriching and inclusive, providing challenge and breadth for all. This empowers our students to become compassionate, confident and creative individuals who are resilient, respectful and equipped with a desire to take up a fulfilling role in society and the wider world.

In Business we aspire to enrich students with a varied and deep understanding of key skills, such as problem solving, research, decision making, innovation, project management, planning and communication. Ultimately, we aim to give students the knowledge and experience they need to study Business to degree level, to use in their day to day lives or careers and to compliment almost any future study or job.

### Year 11 Curriculum Implementation Plan (Business)

Business				
Knowledge and Skills – Students will be have studied...	Reading, Literacy and Numeracy	Formative Assessment	Summative Assessment	Link to GCSE Content
<b>4. Operations</b> In this section, learners explore what business operations involve, their role within the production of goods and the provision of services, and how they influence business activity  <b>4.1 Production processes</b> <ul style="list-style-type: none"> <li>• Different production processes and their impact on businesses</li> <li>• The influence of technology on production and the impact on businesses - job, batch, flow</li> <li>- automation, computers and robotics</li> </ul> <b>4.2 Quality of goods and services</b> <ul style="list-style-type: none"> <li>• The concept of quality</li> <li>• Methods of ensuring quality</li> </ul>	Reading: <ul style="list-style-type: none"> <li>• Regular use of on screen sources of information</li> <li>• Research and online reading and extracts</li> </ul>	Regular exam questions and assessment against mark scheme criteria  Regular opportunities to revisit previous tasks and improve based on feedback  Verbal feedback on an individual basis  Whole class feedback  Extended end of unit assessment feedback	Three end of topic assessments  One mock exam – Unit 2	2.1.1 Production Processes 2.1.2 Quality of goods and services 2.1.3 The sales process 2.1.4 Consumer law 2.1.5 Business Location 2.1.6 Working with Suppliers 2.2.1 The role of finance 2.2.2 Sources of finance 2.2.3 Revenue, costs, profit, loss 2.2.4 Break even 2.2.5 Cash and cash flow 2.3.1 Ethical and environmental considerations 2.3.2 The economic climate 2.3.3 Globalisation
	Literacy: <ul style="list-style-type: none"> <li>• Extended written responses across units</li> <li>• In depth research and referencing of sources</li> <li>• Use of spelling and grammar tools</li> <li>• Regular review of in class work focussed on level of written response</li> <li>• Modelling of appropriate level of written response</li> </ul>			
	Numeracy:			



<ul style="list-style-type: none"><li>• The importance of quality in both the production of goods and the provision of services<ul style="list-style-type: none"><li>- quality control, quality assurance</li><li>- reputation of the business, to gain and retain customers, reduce product returns and recalls</li></ul></li></ul> <p>4.3 The sales process and customer service</p> <ul style="list-style-type: none"><li>• Methods of selling</li><li>• The influence of e-commerce on business activity</li><li>• The importance to a business of good customer service including after-sales service</li><li>• The contribution of product knowledge and customer engagement to good customer service<ul style="list-style-type: none"><li>- e-commerce, face to face, telesales</li><li>- to gain and retain customers</li></ul></li></ul> <p>4.4 Consumer law</p> <ul style="list-style-type: none"><li>• The impact of consumer law on businesses - reputation of the business, safety and satisfactory quality of goods</li></ul> <p>4.5 Business location</p> <ul style="list-style-type: none"><li>• Factors influencing business location - costs, the proximity to market, labour and materials</li></ul> <p>4.6 Working with suppliers</p> <ul style="list-style-type: none"><li>• The role of procurement</li><li>• The impact of logistical and supply decisions on businesses</li></ul>	<ul style="list-style-type: none"><li>• Percentage increase/decrease</li><li>• Percentage change</li><li>• Basic interpretation of data</li><li>• Interpreting charts and graphs</li><li>• Ratios</li></ul>			
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<p>- identifying goods and services to buy, choosing suppliers, ordering goods and services, receiving deliveries from suppliers</p> <p>- time, length of supply chain, reliability of supply, costs, customer service</p> <p><b>5. Finance</b></p> <p>In this section, learners explore the purpose of the finance function, its role in business and how it influences business activity.</p> <p>5.1 The role of the finance function</p> <ul style="list-style-type: none"><li>• The purpose of the finance function</li><li>• The influence of the finance function on business activity</li></ul> <p>- provide financial information, support business planning and decision making</p> <p>5.2 Sources of finance</p> <ul style="list-style-type: none"><li>• The reasons businesses need finance</li><li>• Ways of raising finance</li><li>• How and why different sources of finance are suitable for new and established businesses</li></ul> <p>- establishing a new business, funding expansion, to run the business, recruitment, marketing</p> <p>- loan, overdraft, trade credit, retained profit, sale of assets, owners' capital, new partner, share issue, crowdfunding</p> <p>5.3 Revenue, costs, profit and loss</p> <ul style="list-style-type: none"><li>• The concept of revenue, costs and profit and loss in business and their importance in business decision making</li></ul>				
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<ul style="list-style-type: none"><li>• The different costs in operating a business</li><li>• Calculation of costs and revenue</li><li>• Calculation of profit/loss</li><li>• Calculation and interpretation of profitability ratios</li><li>• Calculation and interpretation of average rate of return<ul style="list-style-type: none"><li>- fixed, variable, total</li><li>- gross profit, net profit</li><li>- gross profit margin, net profit margin</li></ul></li></ul> <p>5.4 Break-even</p> <ul style="list-style-type: none"><li>• The concept of break-even</li><li>• Simple calculation of break-even quantity</li><li>• The usefulness of break-even in business decision making<ul style="list-style-type: none"><li>- total costs = total revenue</li><li>- informs marketing and planning decisions</li></ul></li></ul> <p>5.5 Cash and cash flow</p> <ul style="list-style-type: none"><li>• The importance of cash to a business</li><li>• The difference between cash and profit</li><li>• The usefulness of cash flow forecasting to a business</li><li>• Completion of cash flow forecasts<ul style="list-style-type: none"><li>- providing liquidity, enables business to meet short-term debts/expenses</li><li>- planning tool, anticipates periods of cash shortage, enables remedies to be put in place for shortages, provides targets</li></ul></li></ul> <p><b>6. Influences on business</b></p> <p>In this section, learners explore the importance of external influences on business and how businesses change in response to these influences</p>				
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<p>6.1 Ethical and environmental considerations</p> <ul style="list-style-type: none"><li>• Ethical considerations and their impact on businesses</li><li>• Environmental considerations and their impact on businesses</li></ul> <p>- treatment of workers/suppliers/customers, sourcing of materials, marketing decisions</p> <p>- sustainability, waste disposal, pollution, climate change</p> <p>6.2 The economic climate</p> <ul style="list-style-type: none"><li>• The economic climate and its impact on businesses - changing levels of consumer income and unemployment</li></ul> <p>6.3 Globalisation</p> <ul style="list-style-type: none"><li>• The concept of globalisation</li><li>• The impact of globalisation on businesses</li></ul> <p>- the growth of multinational companies, influences on business location, international branding, how businesses compete internationally</p>				
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