



<b>Department Name:</b>	Business
<b>Head of Department:</b>	Mr T Smith
<b>Subject Teachers:</b>	Mr T Spoerry Mrs Edwards Mr Fenton Mr Smith
<b>Accommodation and Resources:</b>	The Business and ICT department has three newly refurbished ICT suites. Each ICT suite is equipped with 30 computers per room and all have access to the latest office packages.
<b>What will students learn in each year?</b>	
<b>Year 9 (3 Yr. Sow)</b>	Term 1: <b>3.1 Business in the real world (3.1.1-3.1.7)</b> The purpose and nature of businesses Business Ownership Setting business aims and objectives
	Term 2: Stakeholders Business location
	Term 3: Business location Business planning
	Term 4: Expanding a business
	Term 5: <b>3.4 Human resources (3.4.1-3.4.4)</b> Organisational structures Recruitment and selection of employees
	Term 6: Motivating employees Training
<b>Year 10 (2 Yr. Sow)</b>	Term 1: <b>3.1 Business in the real world (3.1.1-3.1.7)</b> Business in the real world Business Ownership Setting business aims and objectives
	Term 2: Stakeholders Business location Business planning



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	Expanding a business
	Term 3: <b>3.2 Influences on business (3.2.1-3.2.6)</b> Technology Ethical and environmental considerations
	Term 4: The economic climate on businesses Globalisation
	Term 5 : Legislation Competitive environment <b>3.4 Human resources (3.4.1-3.4.4)</b> Organisational structures
	Term 6 : Recruitment and selection of employees Motivating employees Training
Year 11 (2 Yr. Sow)	Term 1: <b>3.3 Operations management (3.3.1-3.3.4)</b> Production processes The role of procurement The concept of quality
	Term 2: Good customer services <b>3.5 Marketing (3.5.1-3.5.4)</b> Identifying and understanding customers Segmentation
	Term 3: <b>3.5 Marketing (3.5.1-3.5.4)</b> The purpose and methods of market research The elements of the marketing mix: price, product, promotion and place (4Ps)
	Term 4: <b>3.6 Finance (3.6.1-3.6.4)</b> Sources of finance Cash flow Financial terms and calculations
	Term 5: Analysing the financial performance of a business Recap of key topics
Year 12	Term 1: <b>Unit 3 Personal and Business Finance</b> Students will be preparing for their finance exam that will be taken in January.



	<p>Areas that will be covered:</p> <ul style="list-style-type: none"><li>Understand the importance of managing personal finance.</li><li>Explore the personal finance sector</li><li>Understand the purpose of accounting</li><li>Select and evaluate different sources of business finance.</li><li>Break even and cash flow forecasts</li><li>Complete statements of comprehensive income and financial position and evaluate a business's performance.</li></ul>
	<p>Term 2:</p> <p><b>Unit 3 Personal and Business Finance</b></p> <p>Students will be preparing for their finance exam that will be taken in January.</p> <p>Areas that will be covered:</p> <ul style="list-style-type: none"><li>Understand the importance of managing personal finance.</li><li>Explore the personal finance sector</li><li>Understand the purpose of accounting</li><li>Select and evaluate different sources of business finance.</li><li>Break even and cash flow forecasts</li><li>Complete statements of comprehensive income and financial position and evaluate a business's performance.</li></ul>
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	<p>Term 4:</p> <p><b>Unit 3 Developing a Marketing Campaign</b></p> <p>Students will be preparing for their controlled assessment. Students will be learning about:</p> <ul style="list-style-type: none"><li>The principles and purpose of marketing that underpin the creation of a rationale for a marketing campaign.</li><li>Using information to develop the rationale for a marketing campaign</li><li>Planning and developing a marketing campaign</li></ul>



	<p>Term 5:</p> <p><b>Unit 3 Developing a Marketing Campaign</b></p> <p>Students will be preparing for their controlled assessment. Students will be learning about:</p> <p>The principles and purpose of marketing that underpin the creation of a rationale for a marketing campaign.</p> <p>Using information to develop the rationale for a marketing campaign</p> <p>Planning and developing a marketing campaign</p>
	<p>Term 6:</p> <p><b>Unit 1: Exploring Business</b></p> <p>Explore the features of different businesses and what makes them successful</p> <p>Investigate how businesses are organised</p>
<b>Year 13</b>	<p><b>Exam Board:</b> Edexcel</p> <p><b>Qualification:</b> BTEC Level National Level Certificate in Business</p>
	<p>Term 1:</p> <p><b>Unit 1: Exploring Business</b></p> <p>Explore the features of different businesses and what makes them successful</p> <p>Investigate how businesses are organised</p>
	<p>Term 2:</p> <p><b>Unit 1: Exploring Business</b></p> <p>Explore the features of different businesses and what makes them successful</p> <p>Investigate how businesses are organised</p> <p>Examine the environment in which businesses operate</p> <p>Examine business markets</p>
	<p>Term 3:</p> <p><b>Unit 8 – Recruitment and selection process.</b></p> <p>Students will learn about recruitment and selection process, producing a report to evidence this.</p> <p>Taking part in recruitment and selection process.</p> <p>Learning to review yours and peers own performance, justify how improvements could be made.</p>
	<p>Term 4:</p> <p><b>Unit 8 – Recruitment and selection process.</b></p> <p>Students will learn about recruitment and selection process, producing a report to evidence this.</p> <p>Taking part in recruitment and selection process.</p> <p>Learning to review yours and peers own performance, justify how improvements could be made.</p>
	<p>Term 5:</p> <p><b>Unit 3 Developing a Marketing Campaign &amp; Unit 3</b></p>



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	<b>Developing a Marketing Campaign</b> Retake preparation. Students recover key concepts prior to retakes in both exams.
	Term 6 N/A
<b>Extra-Curricular Activities:</b>	Year 10/11 – Revision club Mondays, Tuesdays and Wednesdays  Year 12/13 – Mon – Thursday Coursework Club