

## **BUSINESS STUDIES CURRICULUM STATEMENT**

The Business Studies curriculum at The Trafalgar School at Downton will develop students' curiosity and appreciation of the business world so that they grow as critical thinkers, risk takers, and begin to develop skills of entrepreneurship which will impact them and their communities in their later life. This will encompass learning about business concepts, terminology, the differences in types and sizes of businesses and the impact of business on individuals and wider society. Pathways will lead students to Business Studies A Level, Economics A Level or vocational awards in Business and Enterprise.

## CURRICULUM INTENT - \*CURRICULUM IMPACT

- a. Students will demonstrate knowledge and understanding of business concepts, terminology, business objectives, and the integrated nature of business activity so that \*they understand and appreciate the impacts of business on individuals and the wider community.
- b. Students will learn to apply their knowledge to contemporary business issues and to different types and sizes of business, so that \*they understand how business shapes different communities at a local, national and international level.
- c. Students will develop skills within enterprise, begin to think commercially, and express themselves creatively, so that \*they begin to develop their business acumen, begin to make informed business decisions, and solve business problems.
- d. Students will be taught about real businesses and real business opportunities so that \*they can construct well-argued, evidenced, balanced arguments demonstrating their critical thought about business successes.
- e. Students will develop and apply quantitative skills relevant to the business sectors so that \*they can confidently use and interpret data to inform and analyse business decisions.

Terms	1	2	3	4	5	6
Yr10 Units	1.1: Enterprise and	1.2: Spotting a Business	1.3: Putting a business idea into		1.5: Understanding external	Revision of topics within theme and
	entrepreneurship	Opportunity	practice	1.4: Making the business effective	influences on business	Year 10 PPE
					Revision of topics within theme and	<ol><li>1 Growing the business</li></ol>
					Year 10 PPE	
Key learning	1.1.1: The dynamic nature of	1.2.1: Customer needs	1.3.1: Business aims and objectives	1.4.1: The options for start-up and	1.5.3: Legislation and business	2.1.1: Business growth
	business	1.2.2: Market research	1.3.2: Business revenues, costs and	small businesses	1.5.4: The economy and business	2.1.2: Changes in business aims
	1.1.2: Risk and reward	1.2.3: Market segmentation	profits 1.3.3: Cash and cash-flow	1.4.2: Business location	1.5.5: External Influences	and objectives
	1.1.3: The role of business	1.2.4: The competitive	1.3.4: Sources of business finance	1.4.3: The marketing mix		2.1.3 Business and globalisation
	enterprise	environment		1.4.4: Business plans		2.1.4 Ethics, the environment and
						business
Assessment	Exam practice questions End of	Exam practice questions End of 1.1	Exam practice questions End of			
	1.1 topic assessment	and 1.2 topic assessment	1.3 topic assessment	1.4 topic assessment	1.5 topic assessment	2.1 topic assessment
	MCQ Quizzes for each sub-topic					
	All lessons include at least 1	Market research undertaken live	All lessons include at least 1			
	exam question to complete	and data analysed.	exam question to complete			
Homework	Fortnightly Smart Revise tasks –					
	including questions from a range of					
	grade boundaries					

## CURRICULUM IMPLEMENTATION (SEQUENCING)

Terms	1	2	3	4	5	6
Yr11 Units	2.2 Making marketing decisions	2.3 Making operational decisions	2.4 Making financial decisions	Exam revision	Exam revision	Exam Revision
		2.4 Making financial decisions	2.5 Making human			
Key learning	2.2.1 Product	2.3.1 Business operations	2.4.2 Understanding business	Smart revise self-guided revision	Smart revise self-guided revision	Smart revise self-guided
	2.2.2 Price	2.3.2 Working with suppliers	performance			revision
	2.2.3 Promotion	2.3.3. Managing quality	2.5.1 Organisational structures	Practice papers	Practice papers	
	2.2.4 Place	2.3.4 The sales process	2.5.2 Effective recruitment			Practice papers
	2.2.5 Using the marketing mix to	2.4.1 Business Calculations	2.5.3 Effective training &	Topic round tables	Topic round tables	
	make decisions		development			Topic round tables
			2.5.4 Motivation	Exam question approach (exam	Exam question approach (exam	
				bible)	bible)	Exam question approach (exam
Assessment	Evam practice questions End of	Evam practice questions End of	Evam practice questions End of	Practice papers	Dractico papors	bible)
Assessment	Exam practice questions End of	Exam practice questions End of	Exam practice questions End of	Practice papers	Practice papers	Practice papers
	2.2 topic assessment	2.3/2.4 topic assessment	2.4/2.5 topic assessment	Smart Davisa tasks Al marked	Smart Revise tasks – Al marked	Smart Revise tasks – Al
	MCO Quizzos for each sub topic	MCQ Quizzes for each sub-topic	MCO Quizzos for each sub tonis	Smart Revise tasks – AI marked	Smart Revise tasks – Al markeu	marked
	MCQ Quizzes for each sub-topic		MCQ Quizzes for each sub-topic	MCOs all tanias	MCOs all tapias	markeu
	All lessons include at least 1	All lessons include at least 1	All lessons include at least 1 exam	MCQs all topics	MCQs all topics	MCQs all topics
						wicds an topics
	exam question to complete	exam question to complete	question to complete			
Homework	Fortnightly Smart Revise tasks –	Fortnightly Smart Revise tasks –				
	including questions from a range of	including questions from a				
	grade boundaries	range of grade boundaries				