

# 2017/18 Curriculum Plan – Business Studies & Retail Business

	Term	Year 9 Retail Business	Year 9	Year 10	Year 11
Autumn	1	<b>Retail Business (LO1)</b> <ul style="list-style-type: none"> <li>Learn about forms of retail businesses</li> <li>Learn about forms of ownership for retail businesses</li> <li>Suggest objectives of retail businesses</li> </ul>	<b>Theme Park Project.</b> Skills developed in this project are: <ul style="list-style-type: none"> <li>Research</li> <li>Interpretation of Data</li> <li>Planning</li> <li>Organising</li> <li>Analysis of Ideas</li> <li>Evaluation</li> </ul>	<b>Marketing</b> 2.1 The role of marketing 2.2 Market research 2.3 Market segmentation 2.4 The marketing mix	<b>Controlled Assignment</b>
	2	<b>Customer Experience</b> Students will LO1 Study customer service standards of retail businesses LO2 Study how retail businesses meet the expectations of customers LO3 Investigate the quality of customer experience in retail businesses		<b>People</b> 3.1 The role of human resources 3.2 Organisational structures and different ways of working 3.3 Communication in business 3.4 Recruitment and selection 3.5 Motivation and retention 3.6 Training and development 3.7 Employment law	
Spring	3	LO3 Investigate the quality of customer experience in retail businesses	<b>Business Activity.</b> Students will learn about 1.1 The role of business enterprise and entrepreneurship 1.2 Business planning 1.3 Business ownership 1.4 Business aims and objectives 1.5 Stakeholders in business 1.6 Business growth		<b>Business Theory 2:</b> <ul style="list-style-type: none"> <li>Stakeholders</li> <li>Employment Rights.</li> <li>Risks and ICT</li> <li>Ethics.</li> </ul>
	4	<b>Retail Operations</b> LO1 Study how retail operations are organised LO2 Study interaction between customers and retail activities LO3 Study how retail businesses prepare for changes in the retail environment	<b>Influence on Business:</b> Students will learn about 6.1 Ethical and environmental considerations 6.2 The economic climate 6.3 Globalisation	<b>Operations</b> 4.1 Production processes 4.2 Quality of goods and services 4.3 The sales process and customer service 4.4 Consumer law 4.5 Business location 4.6 Working with suppliers	<b>Revision and Practice Exam Papers.</b>
Summer	5	LO4 Propose changes to	<b>Finance.</b> Students will learn about 5.1 The role of the finance function 5.2 Sources of finance 5.3 Revenue, costs, profit and loss		

		retail store operations	5.4 Break-even 5.5 Cash and cash flow		
	6	<b>Retail Business (LO2)</b> <ul style="list-style-type: none"> <li>Learn how the UK business environment affect retail businesses</li> <li>Learn about the effect of location characteristics on retail businesses in different locations</li> <li>Learn about the methods used by retail businesses to achieve objectives</li> </ul>		<b>The interdependent nature of business</b>	Course Completed
Useful Websites and Texts			Google classroom (all teaching resources are stored here) <a href="http://businessed.co.uk/">http://businessed.co.uk/</a> <a href="http://www.tutor2u.net/business">http://www.tutor2u.net/business</a> <a href="http://www.bbc.co.uk/news/business">http://www.bbc.co.uk/news/business</a> How to tackle a 9 mark Business Question. <a href="https://www.youtube.com/watch?v=0g6J3HkFqrl">https://www.youtube.com/watch?v=0g6J3HkFqrl</a>		