

# 2018/19 Curriculum Plan – Business Studies & Retail Business

	Term	Year 9&10 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>Operations</b> Students will learn about: <ul style="list-style-type: none"> <li>4.1 Production Process</li> <li>4.2 Quality of goods and services</li> <li>4.3 The sales process and customer service</li> <li>4.4 consumer law</li> <li>4.5 Business Location</li> <li>4.6 Working with suppliers</li> </ul>	4.6 Working with suppliers <b>Finance.</b> Students will learn about <ul style="list-style-type: none"> <li>5.1 The role of the finance function</li> <li>5.2 Sources of finance</li> <li>5.3 Revenue, costs, profit and loss</li> <li>5.4 Break-even</li> <li>5.5 Cash and cash flow</li> </ul>
	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>Business Activity.</b> Students will learn about <ul style="list-style-type: none"> <li>1.1 The role of business enterprise and entrepreneurship</li> <li>1.2 Business planning</li> <li>1.3 Business ownership</li> <li>1.4 Business aims and objectives</li> </ul>	<b>Finance.</b> Students will learn about <ul style="list-style-type: none"> <li>5.1 The role of the finance function</li> <li>5.2 Sources of finance</li> <li>5.3 Revenue, costs, profit and loss</li> <li>5.4 Break-even</li> <li>5.5 Cash and cash flow</li> </ul>	<b>Influence on Business:</b> Students will learn about <ul style="list-style-type: none"> <li>6.1 Ethical and environmental considerations</li> <li>6.2 The economic climate</li> <li>6.3 Globalisation</li> </ul>
Spring	3		<b>Business Activity</b> Cont <ul style="list-style-type: none"> <li>1.5 Stakeholders in business</li> <li>1.6 Business growth</li> </ul>	<b>Influence on Business:</b> Students will learn about <ul style="list-style-type: none"> <li>6.1 Ethical and environmental considerations</li> <li>6.2 The economic climate</li> <li>6.3 Globalisation</li> </ul>	<b>Investigating a business 1</b> Students will demonstrate an understanding of the course by studying one business in depth. Research should bring together all aspects of the of the business studies course
	4	<b>Retail Operations</b> LO1 Study how retail operations are organised	<b>People</b> <ul style="list-style-type: none"> <li>3.1 The role of human resources</li> <li>3.2 Organisational structures and</li> </ul>	<b>The interdependent nature of business</b> Students will demonstrate an	<b>Practice Examination technique</b>

Summer	5	LO2 Study interaction between customers and retail activities LO3 Study how retail businesses prepare for changes in the retail environment LO4 Propose changes to retail store operations	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	understanding of the course by studying one business in depth. Research should bring together all aspects of the of the business studies course	
	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>Marketing</b> <ul style="list-style-type: none"> <li>2.1 The role of marketing</li> <li>2.2 Market research</li> <li>2.3 Market segmentation</li> <li>2.4 The marketing mix</li> </ul>	<b>Practice Examination technique</b>	Course Completed
Useful Websites and Texts	<p>Google classroom (all teaching resources are stored here)</p> <p><a href="http://businessed.co.uk/">http://businessed.co.uk/</a></p> <p><a href="http://www.tutor2u.net/business">http://www.tutor2u.net/business</a></p> <p><a href="http://www.bbc.co.uk/news/business">http://www.bbc.co.uk/news/business</a></p> <p>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></p>				