

## Programme of Learning – Business Studies

	Years 9 & 10	Year 11	Post 16
<b>Knowledge &amp; Understanding</b>	<p><b>Edexcel GCSE:-</b> Students will be introduced to the world of small businesses and will look at what makes someone a successful business person. Students will find out how to develop an idea and spot an opportunity, and turn that into a successful business. They will understand how to make a business effective and manage money.</p> <p><b>Cambridge National:-</b> This course will provide students with knowledge and understanding of how different forms of business ownership operate. It will cover how businesses are run in terms of their form of ownership, the impact of external factors on business success, understanding the different objectives businesses may have, and the key functional areas within a business. It will also help students to plan for their future career and preparing for entering the world of work.</p>	<p><b>Edexcel GCSE:-</b> Students will learn more about how small businesses are developed and discover how businesses promote themselves and keep their customers happy. They will learn how businesses manage both their finances and the people who work for them.</p> <p><b>Cambridge National:-</b> It will provide students with an understanding of enterprise activities in a business context. They will develop skills which will help to: identify and plan enterprise activities, contribute towards the implementation of an enterprise activity, and review both their own contribution to the enterprise and how successful the enterprise activities were.</p>	<p><b>AS</b> Unit 1 covers business start-up as well as factors that determine success. Unit 2 focuses on how established business might prove their effectiveness by making tactical and functional decisions.</p> <p><b>A2</b> Unit 3 focuses on large businesses which may trade in international markets, and managers measure the performance of the business. Unit 4 assesses the external factors that can act as a catalyst for change.</p> <p><b>BTEC National:-</b> The four core units give students an introduction to and understanding of the business environment, management of resources, marketing and communication – all fundamental to the success of business organisations. Further details of these may be found on <a href="http://www.pgsllearningzone.co.uk">www.pgsllearningzone.co.uk</a>.</p>
<b>Skills &amp; Application</b>	<p><b>Edexcel GCSE:-</b> Students will gain the following skills:- - practical skills – time management, personal organisation and action planning •presentational skills – addressing audiences using a variety of media and forms •personal skills – showing evidence of progression • interpersonal skills – communication and group work • cognitive skills – reflection and review of own and others' performances.</p>	<p><b>Edexcel GCSE:-</b> Students will become skilled in making decisions, being creative, solving problems, understanding finance, dealing with data, communicating and working as part of a team.</p> <p><b>Cambridge National:-</b> This course will offer opportunities to develop business skills demanded by employers in the UK today. It will enhance the student's readiness for the world of work by developing transferable skills such as planning, research and analysis, working with others and effective communication.</p>	<p><b>A Level:-</b> This course helps students to develop a number of skills: • How to assemble data and assess it • How to investigate facts and use deduction • How to put over your point of view fluently • How to work as a team to achieve results.</p> <p><b>BTEC National:-</b> Students will develop knowledge, understanding and skills required by businesses, including marketing, business environment and essential employability skills and apply them in real work contexts.</p>

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### Learning Approaches

Courses in Business Studies at KS4 and KS5 offer two different approaches and it is for the student to decide which course matches their learning needs. The Cambridge National Level 1/2 in Business and Enterprise is a practical course, which is mostly assessed through coursework. The BTEC National course in Business, offered in the sixth-form, is fully assessed through coursework. The alternative approach is to take the examined courses in GCSE Business Studies at KS4 and A level Business Studies in the sixth-form. The use of ICT is important in all businesses courses, but particularly with the Cambridge National and BTEC courses. Students are given individual feedback on a regular basis, on all courses, to help them improve their performance.

### Student Support & Development

All staff within the Business Studies Dept have been trained to teach Business Studies. They have a variety of experiences, ranging from retail banking to working at Toyota. Each member of staff firmly believes that the subject should be accessible to students of all abilities and will differentiate work to allow all students to understand and contribute positively to lessons. On vocational courses it is imperative that students keep up to date with deadlines, and on academic courses we expect all students to carry out homework on time.

### Subject vision

Business courses prepare our students to take active roles in businesses, develop essential communication, planning and evaluation skills and make students more aware of their roles as consumers, workers, citizens and ultimately as business owners.

### Progression

Both the Cambridge National and the GCSE Business Studies courses at KS4 lead onto appropriate courses in BTEC National in Business and A level Business Studies respectively, in the sixth-form. A significant number of students choose to continue their education at Universities and colleges on business related courses, such as Accountancy, Marketing and Human Resources Management.

**Assessment & Monitoring of Progress:** Students are given regular feedback upon their performance and advice upon how they can improve their work. On the vocational courses, there is much individual feedback, both orally and in writing, to support students and to help them achieve at the highest level possible. The BTEC courses and the Cambridge National course are mostly coursework driven. On the academic courses, students are given an examination style question each

### Development of Subject Specific language

Students are encouraged to use subject specific language, right from the beginning, on all courses. Help is provided with spelling, punctuation and grammar. Errors are corrected and communicated back to the student, on a regular basis. There is also a link to a business dictionary on the Business homepage on [www.peslearning.co.uk](http://www.peslearning.co.uk)