Glenthorne High School
Achievement for all

Business Learning Journey

Skills

Year 11 "Becoming KS5 Ready"

- apply knowledge and understanding to business decision making
- develop problem-solving and decision-making skills relevant to business
- investigate, analyse and evaluate business opportunities and issues
- make justified decisions using both qualitative and quantitative data, including its selection, interpretation, analysis and evaluation, and the application of appropriate quantitative skills.

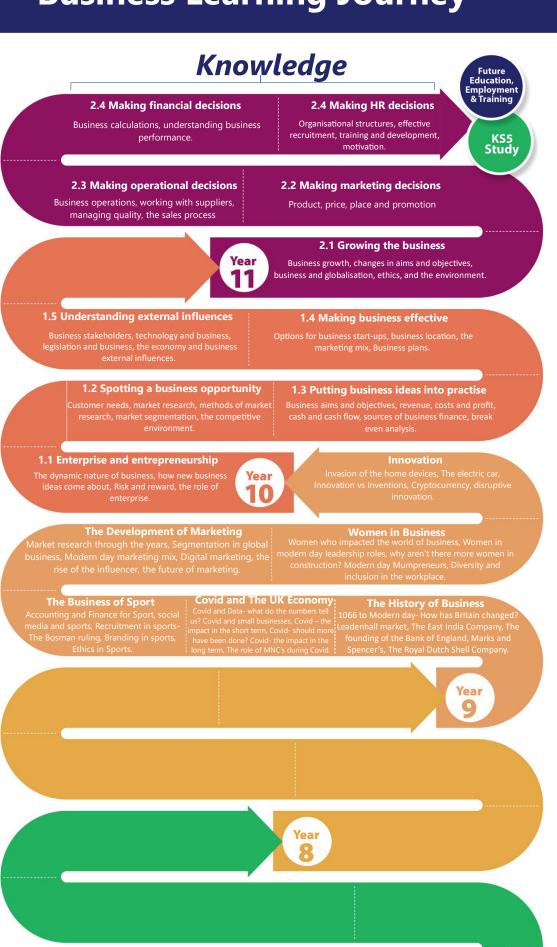### Year 10 "Developing into Independent Learners"

Students to know and understand business concepts, business terminology, and the impact of business on individuals and wider society

- Apply knowledge and understanding to different issues business issues different types and sizes of businesses in local, national, and global contexts
- Develop as enterprising individuals with the ability to think commercially and creatively to demonstrate business acumen, and draw on evidence to make informed business decisions and solve business problems
- Develop as effective and independent students, and as critical and reflective thinkers with enquiring minds
- Use an enquiring, critical approach to make informed judgements
- Investigate and analyse real business opportunities and issues to construct well-argued, well-evidenced, balanced, and structured arguments, demonstrating their depth and breadth of understanding of business
- Develop and apply quantitative skills relevant to business, including using and interpreting data.

Year 9 "Developing Skills to Enhance Learning"

To be able to Analyse and evaluate
- How business has evolved
- Why sports is considered to be a business
- Covid and its short and long term impact
- Women and innovation in business
- The evolution of marketing

Year 8 "Taking Responsibility for Learning"

Year 7 "Transition to High School"

Knowledge

Future Education, Employment & Training

KS5 Study

2.4 Making financial decisions
Business calculations, understanding business performance.

2.4 Making HR decisions
Organisational structures, effective recruitment, training and development, motivation.

2.3 Making operational decisions
Business operations, working with suppliers, managing quality, the sales process

2.2 Making marketing decisions
Product, price, place and promotion

2.1 Growing the business
Business growth, changes in aims and objectives, business and globalisation, ethics, and the environment.

Year 11

1.5 Understanding external influences
Business stakeholders, technology and business, legislation and business, the economy and business external influences.

1.4 Making business effective
Options for business start-ups, business location, the marketing mix, Business plans.

1.2 Spotting a business opportunity
Customer needs, market research, methods of market research, market segmentation, the competitive environment.

1.3 Putting business ideas into practise
Business aims and objectives, revenue, costs and profit, cash and cash flow, sources of business finance, break even analysis.

1.1 Enterprise and entrepreneurship
The dynamic nature of business, how new business ideas come about, Risk and reward, the role of enterprise.

Year 10

Innovation
Invasion of the home devices, The electric car, Innovation vs Inventions, Cryptocurrency, disruptive innovation.

The Development of Marketing
Market research through the years, Segmentation in global business, Modern day marketing mix, Digital marketing, the rise of the influencer, the future of marketing.

Women in Business
Women who impacted the world of business, Women in modern day leadership roles, why aren't there more women in construction? Modern day Mumpreneurs, Diversity and inclusion in the workplace.

The Business of Sport
Accounting and Finance for Sport, social media and sports, Recruitment in sports- The Bosman ruling, Branding in sports, Ethics in Sports.

Covid and The UK Economy
Covid and Data- what do the numbers tell us? Covid and small businesses, Covid – the impact in the short term, Covid- should more have been done? Covid- the impact in the long term, The role of MNC's during Covid.

The History of Business
1066 to Modern day- How has Britain changed? Leadenhall market, The East India Company, The founding of the Bank of England, Marks and Spencer's, The Royal Dutch Shell Company.

Year 9

Year 8

Year 7

Year 6 Induction

Skills

Year 12   Year 13

"Are you Fit for FEET?"

"Introduction to A-Level Mindset"

Cognitive skills

- ☑ Non-routine problem solving – expert thinking, metacognition, creativity.
- ☑ Systems thinking – decision making and reasoning.
- ☑ Critical thinking – definitions of critical thinking are broad and usually involve general cognitive skills such as analysing, synthesising and reasoning skills.
- ☑ ICT literacy – access, manage, integrate, evaluate, construct and communicate.

Interpersonal skills

- ☑ Communication – active listening, oral communication, written communication, assertive communication and non-verbal communication.
- ☑ Relationship-building skills – teamwork, trust, intercultural sensitivity, service orientation, self-presentation, social influence, conflict resolution and negotiation.
- ☑ Collaborative problem solving – establishing and maintaining shared understanding, taking appropriate action, establishing and maintaining team organisation.

Intrapersonal skills

- ☑ Adaptability – ability and willingness to cope with the uncertain, handling work stress, adapting to different personalities, communication styles and cultures, and physical adaptability to various indoor and outdoor work environments.
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Knowledge

End of year exams

Future Education, Employment & Training

Paper 1 and 2 revision   **Paper 3 preparation**

Theme 4- 4.4 (SLA)
Global industries and countries, global ethics and Multinational
Theme 3- 3.3 (LMG)
Business decision making techniques, investment appraisals, decision trees, critical path analysis.

End of unit assessment 3.3 and 4.4

End of unit assessment 3.2 and 4.3

Theme 4- 4.3 (SLA)
Global marketing, niche marketing, mass marketing
Theme 3- 3.2 (LMG)
Business growth, mergers and takeovers, organic growth, reasons for staying small.

Theme 4- 4.2 (SLA)
Global markets, Country assessments, global mergers and joint ventures, global competitiveness
Theme 3- 3.1 (LMG)
Business objective, SWOT analysis,

End of unit assessment 3.1 and 4.2

End of unit assessment 3.4 and 4.1

Theme 4- 4.1 (SLA)
Growing economies, international trade and growth, globalisation, protectionism, trading blocs
Theme 3- 3.4 (LMG)
Business objectives and strategy Influences on business decisions, Corporate culture

Year 13

End of unit assessment 1.5 and 2.5   **Theme 1 and 2 revision for end of year exams**   **End of year project**

Theme 1- 1.15(SLA)
Role of an entrepreneur, Entrepreneurial motives and characteristics, moving from entrepreneur to leader, business objectives, forms of business, business choices
Theme 2- 2.5 (LMG)
Resource management, capacity utilisation, stock control, quality management, external influences

Financial investment / The Royal Household/ Project

Theme 1- 1.4 (SLA)
Approaches to staffing, recruitment, selection and training, Organisational design, motivation, leadership
Theme 2- 2.4 (LMG)
Profit, liquidity and Business failure

End of unit assessment 1.4 and 2.4

Year 12 mock revision / mocks   **End of unit assessment 1.3 and 2.3**

Theme 1- 1.3 (SLA)
Product design, branding and promotion, pricing strategies, distribution.
Theme 1- 1.3 (SLA)
Sales forecasting, revenue, costs, break even and budgets

Nike project

End of unit assessment 1.2 and 2.2   **Amazon project**

Theme 1- 1.2 (SLA)
Supply and demand, PED and YED
Theme 2- 2.1 (LMG)
Internal and External finance, financial planning

End of unit assessment 1.1 and 2.1

Year 12

Assessment of prior knowledge and skills accumulated during KS3 & KS4.

Theme 1- 1.1 (SLA)
The market, Market research, market positioning
Theme 2- 2.1 (LMG)
Internal and External finance, financial planning

Instagram project