



KESTEVEN AND SLEAFORD HIGH SCHOOL

Business Studies Scheme of Learning

Year 11 – Term 1 Growing the business

Intent – Rationale

We aim to create the very best Business students, who engage with the world around them and are equipped with the knowledge needed to develop their entrepreneurial, commercial and employability skills and identify business problems and opportunities. We want students to be able to think analytically, reach logical conclusions based on their effective interpretation of data, and make judgements strategic and tactical business decisions. Cultural capital is embedded throughout the curriculum. Our students are constantly introduced to a wide variety of viewpoints from some of the most entrepreneurs throughout history. We investigate the impact that their work has had on the world we live in and students are encouraged to make links between their studies and real life examples



Sequencing – what prior learning does this topic build upon?	Sequencing – what subsequent learning does this topic feed into?
<ul style="list-style-type: none"> • Theme 1 Investigating small businesses 	<ul style="list-style-type: none"> • Y11 terms 2 – Making marketing decisions • Y11 terms 3 – Making operational decisions • Y11 term 4 – Making human resource decisions
What are the links with other subjects in the curriculum?	What are the links to SMSC, British Values and Careers?
<ul style="list-style-type: none"> • Geography – globalisation and environmental awareness • Economics – Globalisation • Mathematics – percentage change calculations, data handling 	<ul style="list-style-type: none"> • Understanding of tolerance of those with different faiths and beliefs through ethics in business (BV5) • Appreciation of democracy through competition in the market (BV1) • Learning from career and labour market information through economic factors (GB2) • Understanding of the functional areas of the business (GB2 & GB6) • Development of initiative through ethics (GB4c) • Cultural development through the study of ethical behaviour (C1) • Moral development through the study of ethical behaviour (M1) • Appreciation of individual liberty in a market economy and the concept of consumer sovereignty (BV3) • Appreciation of the ‘choice’ concept, particularly in relation to needs and wants (SP2) • Understanding of the functional areas of the business (GB2 & GB6) • Development of problem solving competencies through simple business calculations (GB4e)
What are the opportunities for developing literacy skills and developing learner confidence and enjoyment in reading?	What are the opportunities for developing mathematical skills?
<ul style="list-style-type: none"> • Communication – development of structured arguments to support clear judgements • Comparison – ability to compare and weight the strength of opposing arguments 	<ul style="list-style-type: none"> • Addition and subtraction when competing basic business calculations • Percentage change calculations to measure changes in markets • Graph and data interpretation



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Intent – Concepts

What knowledge will students gain and what skills will they develop as a consequence of this topic?	
<ul style="list-style-type: none"> Be able to display both <u>knowledge</u> and <u>understanding</u> of key concepts from Influences on Business Unit of specification. To include methods of growth, finance for growth, changes in aims and objectives, business and globalisation, ethics and business, environment and business 	
<u>Apply</u>	
<ul style="list-style-type: none"> <u>Application</u> of business concepts identified in context to a variety of given businesses, including unincorporated businesses, incorporated businesses, public sector business and not for profit organisations. Development of a coherent <u>chain of reasoning</u> that can explain both the concept and the rationale supporting its application to a given business. Interdependence between the functional areas is clearly established 	
<u>Extend</u>	
<ul style="list-style-type: none"> All should be able to confidently <u>evaluating</u> their argument and provide a weighted judgement, based upon the arguments already developed 	
What subject specific language will be used and developed in this topic?	What opportunities are available for assessing the progress of students?
<ul style="list-style-type: none"> Internal growth External growth Takeover Merger Public limited company Flotation Globalisation Imports/exports Tariffs and trade blocs Ethics Trade offs Sustainability Environmental considerations 	<ul style="list-style-type: none"> Weekly homework – assessed in line with exam board assessment criteria Verbal feedback Assessment 1: term 1 Knowledge and understanding and application from Year 10



Intent – Concepts

Lesson title	Learning challenge	Higher level challenge	Suggested activities and resources
Methods of growth	Developing the knowledge of Growing a Business. Understanding the concepts of Growth, Research & development (R&D)	Being able to apply key terminology and understanding to specific business examples, explaining and justifying.	<ul style="list-style-type: none"> • Textbook 148-152 • Discussion in groups regarding takeovers and mergers • Use of glossary to develop understanding • End of Chapter questions • Practice Questions
Finance for growth	To understand the key terms: Profits, growth, Loan Capital, stock market floatation, PLCs risk & expansion.	Applying the key terminology to case studies and demonstrating understanding, application through the study of existing businesses.	<ul style="list-style-type: none"> • Textbook pg 153-156 • Investigate existing businesses; discover initial set up, investment and explore the stock market
Changes in aims and objectives	Linking previous learning of aims & objectives to understanding why & how these may change; through technology, performance, legislation and internal matters.	Will be able to apply learning to demonstrate why business may change its aims & objectives, the use of fact, links and examples	<ul style="list-style-type: none"> • Textbook pg 157-160 • Group study of businesses that have changed aims & objectives • End of Chapter questions • Practice Questions
Business and globalisation	To be able to understand the meaning of Globalisation and how these impacts on business. Being able to explain imports and exports, and the international competition.	To confidently explain, discuss and justify their understanding and application of knowledge and understanding to written responses.	<ul style="list-style-type: none"> • Textbook pg 162-167 • Use of case study / assessment questions
Ethics and business	To understand the importance of Ethical behaviour in business, with trade off between ethics & profits.	Be able to apply knowledge of pressure groups, the understanding of ethical matters and decisions on the other sectors of a business- finance, Marketing, Human Resources, sales	<ul style="list-style-type: none"> • Textbook pgs 168-171 • Study of businesses that have adapted strategies in line with Ethics – Leather, cigarettes, fur, Nike.
Environment and business	Developing knowledge, understanding and application of the Environmental issues faced by businesses- Sustainability, Trade-offs, Pressure Groups	Being able explain, describe and make links in responses to show how and why businesses adapt and change decisions/ strategies and plans in line with changing Environmental legislation and expectation.	<ul style="list-style-type: none"> • Textbook pgs 172 – 176 • Sustainability – produce a fact sheet • ‘what is the impact of Global Warming’ project • End of chapter questions • Practice questions