



Business Studies Scheme of Learning

Unit 3 Business Operations

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"> • Units costs • Functional areas • External influences on a business • Basic calculations 	<ul style="list-style-type: none"> • Units 4, 5 & 6 - Marketing and Finance and their impact and interdependence on the other functional areas of the business • Y11 terms 4 & 5 – revision of topic and associated key skills
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 – global supply chain management • Economics – specialisation through flow production • Mathematics – unit cost calculations 	<ul style="list-style-type: none"> • Ability to reflect on own development through end of booklet assessment (SP1) • Understanding of teamwork through production methods exercise (GB4g) • Development of social skills through production methods exercise (SO1)
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"> • Calculation of unit costs when studying efficiency in production • Percentage change calculations to measure changes in output • 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?	
<p><u>Know</u></p> <ul style="list-style-type: none"> Be able to display both <u>knowledge</u> and <u>understanding</u> of key concepts from Business Operations Unit of specification. To include Production: methods and efficiency in production Procurement:, stock management, JIT vs, JIC, effective supply chain management Quality: measures, TQM and customer service 	
<p><u>Apply</u></p> <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 	
<p><u>Extend</u></p> <ul style="list-style-type: none"> Most might be able to start evaluating their argument and provide a 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"> Production – the process of changes inputs into goods and services that can be sold Job production – a method of production in which a product is supplied to meet the exact requirements of the customer Flow production – this takes place when an item moves continuously form one stage of the process to another Efficiency – refers to how well a business manages its resources – measured by average unit cost Lean production – an approach to production that aims to minimise waste Just in time production – an approach where as little stock as possible is held and items are only ordered just in time to be used Just in case production – buffer stock is held in case there is a delay from suppliers Buffer stock – the minimum amount of stock that a firm wishes to keep Procurement – the process by which suppliers are chosen Supply chain – all the businesses, people and activities that take part on the production processes form the start until it gets to the customer Logistics – the movement of goods and services through the production process Quality – is about meeting the needs and expectations of the customer M-commerce – procurement of goods and services using a mobile/handheld device 	<ul style="list-style-type: none"> Weekly homework – assessed in line with exam board assessment criteria Verbal feedback Test 4: – Knowledge and understanding from terms 5 & 6 and development of application, analysis and evaluation



Intent – Concepts

Lesson title	Learning challenge	Higher level challenge	Suggested activities and resources
Methods of production	Can I explain the different methods of production?	Can I evaluate the effectiveness of a method of production on a given business?	End of chapter questions Multiple choice questions Past paper questions
Efficiency in production	Can I explain the importance of efficiency in production?	Can I explain the impact of lean production on efficiency?	End of chapter questions Multiple choice questions Past paper questions
Managing stock	Can I explain the difference between 'just in time' and 'just in case stock' management?	Can I evaluate the suitability of using JIT for an given business	End of chapter questions Multiple choice questions Past paper questions
Choosing suppliers	Can I explain the factors that a business needs to consider when choosing suppliers?	n/a	End of chapter questions Multiple choice questions Past paper questions
Supply chain management	Can I explain the terms 'procurement' and 'logistics'?	Can I explain the trade-off between reduced costs and quality of service?	End of chapter questions Multiple choice questions Past paper questions
Quality	Can I identify the consequences to a business of poor quality?	Can I explain the quality issues that might arise as a business grows?	End of chapter questions Multiple choice questions Past paper questions
Methods of maintaining quality	Can I explain the methods that a business might use to manage a business?	Can I explain the benefits and drawbacks of using total quality management?	End of chapter questions Multiple choice questions Past paper questions
Customer service (and technology)	Can I explain the benefits to a business of providing good customer service and the danger of poor customer service?	Can I decide the appropriateness of customer service techniques for a given business?	End of chapter questions Multiple choice questions Past paper questions