# Business
## LEARNING JOURNEY

NLS

**A Level Exams**

Revision

**Revision for Paper 3**
External Influences & PE
(Price Elasticity of Demand)

**3.4 Influences on business decisions**
Corporate influences, Corporate culture, Shareholders versus stakeholders, Business ethics/CSR

**Mock Exam**

**3.5 Assessing competitive**
Interpretation of financial statements, Ratio analysis, Human resources, Key factors in change, Causes and effects of change, Scenario planning

**4.4 Global industries and companies**
The impact of MNCs, Ethics, Controlling MNCs

**4.3 Global marketing**
Marketing, Niche markets, Cultural and social factors in new markets

**3.2 Business Growth**
Growth, Mergers and Takeovers, Organic growth, Reasons for staying small

**Mock Exam**

**3.3 Decision-making techniques**
Quantitative sales, Investment appraisal, Decision trees, Critical Path Analysis

**4.2 Global markets and business expansion**
Conditions that prompt trade/production location, Assessment of country/production location, Offshoring, Global Mergers and joint ventures, Global competitiveness

**4.1 Emerging markets**
Growing economies, International trade/globalisation, Factors contributing to increased globalisation Protectionism, Trading blocs

**1.5 Entrepreneur**
Entrepreneurial Characteristics, Forms of ownership, Moving from Entrepreneur to Leader, Business Objectives, Business choices

**Progression Exam**

**3.1 Business objectives and strategy**
Corporate objectives, Theories of corporate strategy, SWOT analysis, Impact of external influences

**Year 13**
Theme 3
Theme 4

**2.5 External influences**
Economic influences, Legislation, Competitive environment, PESTLE, Porter's generic strategy, Porter's Five Forces

**2.4 Resource management**
Production, productivity and efficiency, Capacity Utilisation, Stock control, Quality Management

**1.3 Marketing mix and strategy**
Boston/Product, Promotion branding, Price Distribution, Marketing strategy

**Mock Exam**

**1.4 Managing people**
Approaches to staff, Recruitment/training, Organisational design, Leadership, Motivation theory, Motivation practice

**2.3 Managing finance**
Profit, Liquidity, Business Failure

**2.2 Financial planning**
Sales forecast, Sales, revenue and costs, Break - Even, Budgets

**1.2 The markets**
Demand & Supply, Markets Price elasticity, Income elasticity

**2.1 Raising finance**
Internal/external finance, Liability, Planning

**1.1 Meeting customer needs**
The market, Market research, Market positioning

**GCSE Exams**

**Year 12**
Theme 1
Theme 2

**Calculating Interest**

**ARR**

**Gross profit margins**

**Profit margins**

**Topic 2.4 - Gross & Net Profit**

**Effective training & development**

**Effective recruitment**

**Different ways of working**

**Motivation**

**Managing quality**

**Working with suppliers & stock control**

**Mock Exam**

**Effective communication**

**Topic 2.5 - Human Resources**

**Working with suppliers & stock control**

**The role of procurement Logistics**

**Sales process**

**Organisational structures**

**Progression Exam**

**Topic 2.3 - Business operations**

**Year 11**

**The role of procurement Logistics**

**Business and globalisation**

**Product**

**Promotion**

**Topic 2.2 – Making marketing decisions**

**Price**

**Place**

**Sources of finance (growth)**

**The economy and business**

**Legislation and business**

**Topic 2.1 Methods of business growth**

**Ethics, the environment and business**

**Changes in business aims and objectives**

**External /internal growth**

**Technology and business**

**Year 10**

**Topic 1.5 Understanding the external influences on business**

**Stakeholders**

**Yr 9 Prior Learning**
Topic 1.1 - Enterprise and entrepreneurship
Topic 1.2 – Spotting an opportunity
Topic 1.3 – Putting a business idea into practice
Topic 1.4 – Making the business effective

**Year 13**
External Speaker – Paul Clark
Skills Development Club

**Year 12**
Opportunity to lead Mini Enterprise
Work Experience & Careers Day Reviews
Skills Development Club

**Year 11**
Skills Development Club

**Year 10**
Work Experience & Careers Day Reviews
Mini Enterprise
Skills Development Club

**Wider Curriculum**

BUSINESS
Commitment, Opportunity, Respect, Excellence