

**Department Name: Business and Law**

**Department's vision:** To ensure that students have an effective understanding of the process of starting up and running a small business alongside being able to understand how large scale organisations operates. Students will be able to explore factors that impact on businesses of any size, leading them to develop a critical understanding of the world in which we live.

Year Group	Topic One	Topic Two	Topic Three	Topic Four	Topic Five
<b>Year 9</b>	<b>Enterprise and Entrepreneurship</b>	<b>Spotting a business opportunity</b>	<b>Putting a business idea into practice</b>	<b>Making the business effective</b>	
<b>What will students know by the end of the topic...</b>	Dynamic nature of business, risk and reward and the role of business enterprise	Customer needs, market research, market segmentation and the competitive environment	Business aims and objectives, revenues, costs and profits, cash, cash flow, and sources of business finance	Options for start-up and small businesses, business location, the marketing mix and business plans.	
<b>Year 10</b>	<b>Understanding the external influences in business</b>	<b>Growing the business</b>	<b>Making marketing decisions</b>	<b>Making operational decisions</b>	
<b>What will students know by the end of the topic...</b>	Business stakeholders, technology and business, legislation, the economy and external influences	Business growth, changes within business aims and objectives, business and globalisation, ethics environment and business	Product, price, promotion, place, and using the marketing mix to make decisions	Business operations, working with suppliers, managing quality and sales process	
<b>Year 11</b>	<b>Making human resource decisions</b>	<b>Making Financial Decisions</b>	<b>Revision</b>	<b>Revision</b>	
<b>What will students know by the end of the topic...</b>	Organisational structures, effective recruitment, effective training and development, motivation	Business calculations and understanding business performance			
<b>Year 12</b>	<b>A Level Business:</b> Marketing and people <b>Applied General:</b> Financial planning and analysis <b>Law:</b> Nature of Law and legal systems	<b>A Level Business:</b> Managing business activities <b>Applied General:</b> Business dynamics <b>Law:</b> The law of Tort	<b>Applied General:</b> Entrepreneurial opportunities <b>Law:</b> The practice of substantive law		
<b>Year 13</b>	<b>A Level Business:</b> Business decisions and strategy <b>Applied General:</b> Managing and leading people <b>Law:</b> Substantive law perspective	<b>A Level Business:</b> Global business <b>Applied General:</b> Developing a business proposal <b>Law:</b> Substantive law perspective	<b>Applied General:</b> Marketing communications <b>Law:</b> Substantive law perspective		

Key Stage Four Specification Link

Key Stage Five Specification Link

<b>What will students see in their books or folders?</b>	<b>This subject supports students' reading and literacy through...</b>	<b>This subject supports students' numeracy through...</b>	<b>This subject promotes the following revision strategies as the most effective means of retaining content...</b>	<b>Opportunities for exploring this subject further are available through ...</b>
<ul style="list-style-type: none"> <li>Detailed notes- some provided by the school and some taken by the students</li> <li>Explanations of how to structure work</li> <li>Example answers</li> <li>Completed activities</li> <li>Numerical and analytical questions exam style questions</li> <li>Self, peer and teacher assessment</li> </ul>	<ul style="list-style-type: none"> <li>Helping students annotate case studies and highlight key terms and context to help effectively answer questions</li> <li>Scaffolds are used to guide students to perfect their analytical and evaluation skills</li> <li>Example answers are provided</li> <li>Key terms are identified and defined</li> </ul>	<p>The calculation of:</p> <ul style="list-style-type: none"> <li>Percentages</li> <li>Cash flow</li> <li>Breakeven</li> <li>Average rate of return</li> <li>Interest rates</li> <li>Breakeven</li> <li>Ratio Analysis</li> </ul>	<ul style="list-style-type: none"> <li>Utilising look cover write check to effectively retain knowledge</li> <li>Completing past paper exam questions in time conditions</li> <li>Self quizzing</li> <li>Producing self made revision materials</li> </ul>	<ul style="list-style-type: none"> <li>Case studies on the VLE</li> <li>Tutor2u.co.uk</li> <li>BBC news</li> </ul>

The following trips run through this subject...

