

Term	Week	Focus	Summary	Learning Outcomes	Learning skills
Term 1	1	Course Introduction Overview Business objectives	Businesses can have several objectives: • financial aims and objectives - survival, profit, sales, market share, financial security • non-financial aims and objectives - social objectives, personal satisfaction, challenge, independence, and control. Why business aims and objectives change as businesses evolve: • in response to market conditions, technology, performance, legislation, internal reasons	Introduction and overview of business activity. How and why are small businesses created? Overview of key features of businesses and recognition that small businesses operate in all economic and geographical areas. Overview of assessment structure of the course.	Creativity - identifying data and creating mind-map and display materials. Teamwork -Working with other students in a business-based problem solving/ business strategy exercise. Interpersonal Communication -Able to communicate the business concepts behind a given scenario to peers and teachers and be able to answer questions using business language
	2	Types of Organisations	The main types of business ownership: • sole trader • partnerships • limited companies (private and public) • public corporations. Characteristics relating to size: • concepts of risk, ownership, and limited liability • public corporations – reasons for and against public ownership	To evaluate the main types of business ownership: sole trader, partnerships, limited companies (private and public), public corporations.	Critical thinking - Using many pieces of information (sometimes seemingly unrelated) and synthesising this information to make judgements in the types of Organisations Analysis - Being able to link business concepts together into logical and cohesive chains that answer a question.
	3	Types of Organisations	ownership, control, sources of finance, use of profits, stakeholders, and shareholders • appropriateness of different forms of ownership. Different forms of business organisation: • franchises • social enterprises • multinationals	To analyse different forms of business organisation: franchise, social enterprise, multinationals.	Analysis - Being able to link business concepts together into logical and cohesive chains that answer a question. Teamwork -Working with other students in a business-based problem solving/ business strategy exercise. Interpersonal

					Communication -Able to communicate the business concepts behind a given scenario to peers and teachers and be able to answer questions using business language
	4	Classification of businesses	Primary, secondary, and tertiary activities: • primary sector – extracting raw materials from the earth • secondary sector – converting raw materials into finished or semi-finished goods • tertiary sector – provision of a wide variety of services.	To apply the knowledge and differentiate between types of sectors on the basis of activities	Creativity Adaptability Intellectual interest and curiosity ... through examining different types of businesses
	5	Decisions on location & Half Term assessment	The main factors influencing location decisions and relocation of a business: • proximity to market, labour, materials, and competitors • nature of the business activity • the impact of the internet on location decisions - e-commerce and/or fixed premises • legal controls and trade blocs.	To analyse the factors affecting location of a business and to assess the students to check whether assessment objectives are met or not	Decision making Executive function ... through looking at different factors influencing a location decision and arriving at a decision.
	7	Business and the international economy	Globalisation: • concept of globalisation • opportunities and threats of globalisation for businesses. The importance and growth of multinationals: • benefits of a business becoming a multinational • benefits to a country and/or economy where a multinational company is located • possible drawbacks to a country	To evaluate the importance & growth of multinationals	Creativity Teamwork Interpersonal Communication ... through debating different possible locations by weighing up factors. Work Ethic - Responsibility -Recognition that in business mistakes are made and that they are a crucial element of continuous improvement

	8	Business and the international economy	Exchange rate calculation. The impact of exchange rate changes: • on international competitiveness • on importers and exporters.	To apply the knowledge and calculate exchange rate and analyse its impact.	Problem solving Reasoning Interpretation Decision making ... from exchange rate data Self-direction Perseverance ... through tackling different exchange rate situations.
	9 & 10	Government Objectives and policies	Government spending: • to provide public service • taxation and constraints on public spending. How governments can affect business activity: • infrastructure provision • legislation • trade policy - membership of trading blocs, tariffs. The effect of interest rates on: • businesses • consumer spending.	To explore how governments can affect business activities	Interpretation Analysis ... presented with different data from business and government. Teamwork Interpersonal Communication ... through debating different options for government decisions.
	11 & 12	External factors & PC1	The external factors affecting business decisions: • social • technological • environmental • political.	To examine the external factors affecting business decisions	Critical thinking ... using different information and synthesising this information to make judgements. Self-direction Initiative - through individual web research. Metacognition - Recognition over time that the same business principles can be applied to countless different scenarios and that high levels of risk can also generate high levels of reward