

Term	Week	Focus	Summary	Learning Outcomes	Learning skills
Term 1.1	1	A.P1- Explain the features of two contrasting business organisations.	<ul style="list-style-type: none"> Ownership and liability: private, e.g. sole trader, partnership, private limited company, public limited company, cooperative, limited and unlimited liability public, e.g. government department or not-for-profit, e.g. charitable trust, voluntary. 	Learning aim A - : Explore the features of different business organisations and what makes them successful	A report that examines the features of two contrasting business organisations, looking at how each is organised, how their structures enable achievement of their aims and objectives and the relationship and communication with stakeholders
	2	A.P1- Explain the features of two contrasting business organisations.	Purposes, e.g. supply of products or services, difference between for-profit, not-for-profit business organisations. Sectors: primary, secondary, tertiary, quaternary. <ul style="list-style-type: none"> Scope of business activities: local, national, international. 	Learning aim A - : Explore the features of different business organisations and what makes them successful	A report that examines the features of two contrasting business organisations, looking at how each is organised, how their structures enable achievement of their aims and objectives and the relationship and communication with stakeholders
	3	A.P1- Explain the features of two contrasting business organisations.	<ul style="list-style-type: none"> Size: micro – up to nine staff, Small and Medium Enterprises (SMEs): small – between 10 and 49 staff, medium – between 50 and 249 staff; large: more than 250 staff. Reasons for success: how these differ depending on the type of business (profit or non-profit), and its aims and objectives, e.g. clarity of vision, innovative products or processes 	Learning aim A - : Explore the features of different business organisations and what makes them successful	A report that examines the features of two contrasting business organisations, looking at how each is organised, how their structures enable achievement of their aims and objectives and the relationship and communication with stakeholders

4	A.P2 - Explain how two contrasting business organisations are influenced by stakeholders	<ul style="list-style-type: none"> Stakeholders: o internal, e.g. managers, employees, owners o external, e.g. suppliers, lenders, competitors, trade receivables, trade payables, customers, government agencies and departments (local, national, international), communities (local, national, international), pressure groups, interest groups 	Learning aim A - : Explore the features of different business organisations and what makes them successful	A report that examines the features of two contrasting business organisations, looking at how each is organised, how their structures enable achievement of their aims and objectives and the relationship and communication with stakeholders
5	A.P2 - Explain how two contrasting business organisations are influenced by stakeholders	<ul style="list-style-type: none"> Stakeholders and their influence – internal and external stakeholders Influence of stakeholders How to communicate with stakeholders 	Learning aim A - : Explore the features of different business organisations and what makes them successful	A report that examines the features of two contrasting business organisations, looking at how each is organised, how their structures enable achievement of their aims and objectives and the relationship and communication with stakeholders
6	B.P3 -Explore the organisation structures, aims and objectives of two contrasting business organisations.	<ul style="list-style-type: none"> Business organizational structure;Hierarchy, Flat, Matrix, Holacratic Functional/operational areas e.g finance, HR 	Learning aim B - Investigate how businesses are organised	A report that examines the features of two contrasting business organisations, looking at how each is organised, how their structures enable achievement of their aims and objectives and the relationship and communication with stakeholders
7	B.P3 - Explore the organisation structures, aims and objectives of two contrasting business organisations.	<ul style="list-style-type: none"> Aims of business in different sectors- mission, vision and values Private eg – making profit Public – eg service provision SMART objectives (Specific, Measureable, Achievable, Relevant, Time-bound) 	Learning aim B - Investigate how businesses are organised	A report that examines the features of two contrasting business organisations, looking at how each is organised, how their structures enable achievement of their aims and objectives and the relationship and communication with stakeholders

Term 1.2	1	C.P4-Discuss the internal, external and competitive environment on a given business.	<ul style="list-style-type: none"> External environment – PESTLE; Political, Economical, Social, Technological, Legal, Environmental Internal environment – corporate culture, CSR Competition Benefits and risks associated with innovation 	Learning aim C - Examine the environment in which business organisations operate	A report that examines the effects of the internal and external environment on a large business organisation and how the business has, and will, respond to changes
	2	C.P5- Select a variety of techniques to undertake a situational analysis of a given business.	<ul style="list-style-type: none"> Different situational analysis tools that business' can use SWOT, PESTLE, 5Cs – Company, Competitors, Customers, Collaborators, Climate, Porter's 5 forces 	Learning aim C - Examine the environment in which business organisations operate	A report that examines the effects of the internal and external environment on a large business organisation and how the business has, and will, respond to changes
	3	Assignment workshop	<ul style="list-style-type: none"> A.P1, A.P2, 	For Pass standard , learners will carry out research that allows them to clearly link familiar and obvious features of the business organisations and the stakeholder influence to success factors.	A report that examines the effects of the internal and external environment on a large business organisation and how the business has, and will, respond to changes
	4	Assignment workshop	B.P3, C.P4, C.P5	For Pass standard , learners will carry out research that allows them to clearly link familiar and obvious features of the business organisations and the stakeholder influence to success factors.	
	5	Assignment workshop	A.M1, B.M2, C.M3	For Merit standard , learners will present a careful consideration of each of the business organisations' relationship	

				and communication with its stakeholders, and arrive at conclusions about how well each business communication impacts on its relationship with stakeholders. Learners will give a breakdown of the organisational structure including the different functional areas within the structure, what each does and how the areas interrelate or work together to contribute to each business's aims and objectives.	
	6	Assignment workshop	AB.D1	For Distinction standard, learners' evaluations will be well-supported by relevant evidence of how differing features, and the complex relationship and communications with its internal and external stakeholders, make business organisations successful. Their evaluations will be thorough and well-reasoned.	

	7	Assignment workshop	C.D2	<p>For Distinction standard, learners' evaluations will be well-supported by relevant evidence of how differing features, and the complex relationship and communications with its internal and external stakeholders, make business organisations successful. Their evaluations will be thorough and well-reasoned.</p>	
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