

**Key Stage 5 Curriculum Map 2020 - 2021**

**Term 2**

<b>Subject: Edexcel Business</b>		<b>Year: 12</b>
<b>Focus/Topic</b>	<b>UAE Links</b> 	<b>Home Learning / HPL</b>
<ul style="list-style-type: none"> <li>Jan 3<sup>rd</sup>-7<sup>th</sup> Week 1 <b>PLANNING A BUSINESS AND RAISING FINANCE</b> To understand the concept of a Business Plan.</li> <li>Identify and describe the relevance and uses of a Business Plan</li> </ul> <p><b>INTERNAL FINANCE</b> -a) Owner’s capital: personal savings b) Retained profit c) Sale of assets</p> <p><b>EXTERNAL FINANCE</b> – Learners are able to analyse and differentiate between the Sources of Finance and Methods of Finance.</p> <p><b>FORMS OF BUSINESS</b> – Learners are able to demonstrate their understanding of Sole trader, Partnership, Private Limited Companies, Franchising, Social enterprise, Lifestyle Businesses.</p>	<p>UAE encouraging budding entrepreneurs in 2020-2021</p> <p>Expo 2020-21 - Opportunity theme links- how the coming EXPO will provide new opportunities to local businesses</p> <p>Giving examples of businesses from the UAE and how the business environment has changed among businesses in the UAE.</p> <p>Scenarios could be produced where the decision of having limited/unlimited liability is debatable and students could be asked to see if any of the sticky notes could be moved to the other side of</p>	<p>The pupils will research a range of business examples, such as local or national businesses.</p> <p>Here you are practicing the ACP of Metathinking by self-evaluating and self-correcting you work</p> 

	the board and the reasons why.	
Jan 10-14th Week -2	REVISION	
<ul style="list-style-type: none"> <li>Jan 17-21st Week 3</li> </ul>	MOCK EXAMS	
Jan 24 <sup>th</sup> -28th Week 4	MOCK EXAMS	
<p>Jan 31st – 4th Feb Week 5</p> <p><b>FORMS OF BUSINESS:PLCs</b> – To understand the concept of growth in pls, stock market flotation.</p> <p><b>LIABILITY</b> – To discuss the implications of limited and unlimited liability, finance appropriate for limited and unlimited businesses.</p> <p><b>FINANCIAL PLANNING</b> To discuss <b>SALES, REVENUE AND COSTS</b></p> <ul style="list-style-type: none"> <li>To understand the purpose of <b>Sales forecasts</b></li> </ul> <p>To apply knowledge to understand factors affecting sales forecasting, difficulties of sales forecasting</p>	<p>Students could be given a business scenario in the UAE and then have to decide which factors could cause sales to increase or decrease and the reasons why. With the UK economy in the recovery phase of the economic cycle, businesses such as Poundland or Aldi could be used to illustrate how changes in economic variables could cause sales to fall.</p> <p>EXPO links- Mobility – The movement of money within the UAE during the EXPO – how local businesses and contractors will contribute and benefit from the market conditions during the EXPO</p>	<p>Today we are focusing on the VAA <u>AGILE</u> by practising the ability to be flexible and open-minded when exploring new content in relation to a previous topic</p> 

<p>• Feb 7<sup>th</sup>-11<sup>th</sup></p> <p>Week 6</p> <ul style="list-style-type: none"> <li>To discuss the interpretation of <b>BREAKEVEN CHARTS</b>, limitations of Break even analysis(<b>2 lessons</b>)</li> </ul> <p>ASSESSMENT(1 LESSON)</p> <p><b>CASHFLOW</b> – Able to construct Cash flow forecasts, uses and limitations (<b>2 lessons</b>)</p>	<p>Identify the growth of Businesses in the UAE and research on any 2 businesses in the same industry and find out how the Cash flow forecast benefits businesses.</p>	<p>Students to carry out their own surveys using both open and closed questions to enable them to gather information about the Break even of any 2 businesses of their choice.</p> <p>Students could calculate the variances in the following table by filling in the missing gaps (a) to (c). They then have to decide in the final column if the variances identified are favourable to the business or adverse.</p>
<p>Half Term</p>		
<p>Feb 21<sup>st</sup>-25<sup>th</sup></p> <p>Week 1 <b>FINANCIAL PLANNING - BUDGETS</b> To apply knowledge to understand the difficulties of Budgeting, the purpose of Budgets, types of Budgets, variance analysis.</p> <p><b>MANAGING FINANCE – PROFIT</b> To apply knowledge to understand ways to increase profits, statement of comprehensive income, calculations of gross profit margin, operating profit margin (<b>2 lessons</b>)</p>	<p>Research on any 1 Business in the UAE and discuss how they manage their finances when compared to their competitors</p>	<p>Students could consider possible reasons why these variances could have occurred. Students could also calculate the budgeted and actual profit and the variance in profit and whether the variance identified is adverse or favourable, providing a link with Topic</p> <p>Here you are practicing the ACP of Metathinking by self-evaluating and self-correcting your work</p> 
<p>Feb 28<sup>th</sup> – March 4<sup>th</sup></p> <ul style="list-style-type: none"> <li>Week 2 <b>LIQUIDITY</b> – To demonstrate the understanding of profit and cash; statement of financial position; calculating ratios; working capital and its management (<b>2 lessons</b>)</li> <li><b>BUSINESS FAILURE</b> - To discuss causes of Business failure – internal and external(<b>1 lesson</b>)</li> <li><b>RESOURCE MANAGEMENT – PRODUCTION, PRODUCTIVITY AND EFFICIENCY</b></li> </ul>	<p><b>Business failure</b></p> <p>Financial: link to cash, profit and liquidity</p> <p>Non-financial: link to the market and people, relate to <a href="#">Expo 2020 - link to Opportunity theme – losses incurred by businesses due to the postponement of the</a></p>	<p>Students could be asked to use the internet to research the causes of failure for two different businesses, eg Modelzone and Blockbuster. They could complete two ‘diamond 9’ grids to highlight the differing importance of factors that have caused both businesses to fail. This would encourage students to recognise that</p>

<ul style="list-style-type: none"> <li>To apply knowledge to understand Competitive Advantage; methods of Production; distinction between capital intensive and labour intensive To stress the precise use of terminology throughout this section. <b>(2 lesson)</b></li> </ul>	<p>EXPO in the UAE- small/local businesses impacted</p>	<p>some causes of failure are more/le important than others and that ultimately the causes of failure can be business specific. Today we are focusing on the ACP <u>ANALYSING</u> by practising the ability to break down the research task and decide a suitable approach to ensure you complete the task</p> 
<p>Week 3</p> <ul style="list-style-type: none"> <li>MARCH 7<sup>th</sup>-11th</li> <li><b>CAPITAL UTILISATION</b> – To be able to understand the implications of under and over-utilisation of capacity, ways to improving capacity utilization <b>(1 lesson)</b></li> <li><b>INVENTORY CONTROL</b> – To discuss the interpretation of inventory control, buffer inventory, JIT, Waste minimization, competitive advantage from lean production<b>(1lesson)</b></li> <li><b>QUALITY MANAGEMENT</b> – To discuss TQM, Kaizen, Quality assurance and circles <b>(1lesson)</b></li> <li><b>EXTERNAL INFLUENCES – ECONOMIC INFLUENCES</b> -To be able to discuss the effect on businesses of Inflation, Exchange rates, taxation and government spendings and business cycle.<b>(2 lessons)</b></li> </ul>	<p>Encouraging new businesses in the UAE and generate income, and Businesses in the UAE improve capital utilization. EXPO Opportunity /UAE links to examine cases like Emirates Airlines catering services creating sites like foodcraft.ae to continue the sale of airline meals to the public?</p>	<p>The following <i>YouTube</i> clip can be used by students to understand the purpose of the exercise:  <a href="https://www.youtube.com/watch?v=3N89JJ991pE">www.youtube.com/watch?v=3N89JJ991pE</a></p> 

		<p>Today we are focusing on the ACP <u>LINKING</u> by practising the ability to use connections from past experiences to seek possible generalisations</p>
<p>MARCH 14th-18th</p> <ul style="list-style-type: none"> <li>• Week 4 To apply knowledge to understand <b>LEGISLATION</b> – the effects of businesses on consumer protection, employee protection, environmental protection, health and safety (<b>2lessons</b>)</li> <li>• <b>THE COMPETITIVE ENVIRONMENT</b></li> <li>• To apply knowledge to understand the effects on businesses of competition in terms of competitors, numbers, size and behavior.</li> </ul> <p>To analyze the different ways for a small business to compete in a competitive market</p>	<p>To incorporate and establish entrepreneurial ideas into a successful enterprise</p> <p>EXPO Opportunity links to study how small/local businesses bid for EXPO contracts – building the UAE pavillion etc</p>	<p>case studies (from legacy papers for IAL Business Studies) to highlight the concepts of product portfolio and Boston Matrix:</p> <p>Apple – iPhone, iPods, Apple Watch McDonald’s – changing its menus to bring in more healthier options</p>  <p>Today we are focusing on the ACP <u>CREATING</u> by practising the ability to think fluently while generating ideas and applying it to a familiar concept</p>
<p>MARCH 21st-25th</p> <p>Week 5</p> <p>REVISION</p>	<p>Revision and exam practice for AS level examinations and/or mock</p>	<p>Today we are focusing on the ACP <u>CREATING</u> by practising the ability to</p>

examinations for Theme 1 and Theme 2.  
Introduction to the broad pre-released context (available from June) for A level Paper 3. Set summer research project for A level students. Link to Extended Project Qualification if applicable.

**think fluently while generating ideas and applying it to a familiar concept**

Easter Break