



St George's School
BUSINESS
KS5 Curriculum

PREREQUISITE KNOWLEDGE & SKILLS <i>The foundations needed to thrive in this subject.</i>	<p>Who should study this subject? Students who have an interest in the world of business. By taking a holistic approach to the subject, students can demonstrate the interrelated nature of business using business models, theories and techniques to support analysis of contemporary business issues and situations to provide a dynamic understanding of business.</p> <p>The content is designed to engage students through topics and issues that are relevant in today's society – they will study key contemporary developments such as digital technology and business ethics and globalisation, which are covered throughout the topics. Students will develop the knowledge and skills needed to analyse data, think critically about issues and make informed decisions – all skills that are needed for further study and employment.</p> <p>Key Skills developed during KS4: Numeracy and literacy skills, together with knowledge and understanding of key concepts.</p> <p>St George's course entry requirements: In addition to the Sixth Form entry requirements a grade 6 or above if the subject has been studied at GCSE. You do not have to have studied GCSE Business to do the A Level Course.</p>
QUALIFICATION <i>Exam Board, aims and objectives</i>	<p>A Level Business AQA 7132 AQA question papers use a variety of assessment styles including multiple choice, short answer, data response, essay and case studies so that students feel more confident and engage with the questions. Real life case studies will be used wherever possible to make it easier for students to relate to and apply their knowledge and skills developed throughout the course.</p>
ASSESSMENT <i>Internal monitoring and final assessment.</i>	<p>Internal Assessment: End of unit assessments, key term and calculation tests and other continued timed tests throughout the course duration.</p> <p>Final assessment: Three two hour exams equally weighted at the end of the course</p> <ul style="list-style-type: none">• Paper 1 Business 1 33% 100 Marks Three compulsory sections: Section A has 15 multiple choice questions (MCQs) worth 15 marks. Section B has short answer questions worth 35 marks. Sections C and D have two essay questions (choice of one from two and one from two) worth 25 marks each.• Paper 2 Business 2 33% 100 Marks Three data response compulsory questions worth approximately 33 marks each and made up of three or four part questions .• Paper 3 Business 3 33% 100 Marks One compulsory case study followed by approximately six questions .
ENRICHMENT <i>Trips & Visits, wider reading, etc.</i>	<p>Visits and Events</p> <ul style="list-style-type: none">• In class Enterprise Christmas Entrepreneur• Specialist guest speakers from the world of business and finance• Assisting with Activity Week Enterprise Day's• External Revision Workshops• Inter county entrepreneur competition• Business related trips

	<p>Wider reading: Students should read numerous broadsheet newspapers to enhance vocabulary and knowledge of the wider world. The Business Review is available via library copy and via student subscription. The Grocer, The Harvard Review together with The Economist or Economic Review are all excellent sources of in-depth real world business articles and applicable information.</p>
<p>NEXT STEPS <i>Where this subject can take you.</i></p>	<p>Related University Courses: All universities offer Business related courses, either as a pure discipline or as a combined option with another discipline for example 'Business and Product Design' or 'Business and Fashion Media'.</p> <p>Career Paths: The subject can lead to numerous different careers as all roles require some knowledge of business either as an employee or future business owner. The subject enables a wide range of opportunities in Finance, Marketing, Human Relations or Operations either within the private or public sector.</p>

Year 12	
Autumn Term	<p>Topic - What is business? <i>The nature and purpose of business/Understanding different forms of business/Operating in the external environment</i></p>
	<p>Topic - Decision making to improve operational performance <i>Setting operational objectives/Analysing operational performance/Efficiency and productivity/Improving quality/Managing inventory and supply chains</i></p>
Spring Term	<p>Topic - Managers, leadership and decision making <i>Understanding management, leadership and decision-making/Understanding the role and importance of stakeholders</i></p>
	<p>Topic - Decision making to improve financial performance <i>Setting financial objectives, analysing financial performance/ sources of finance/ improving cash flow and profits</i></p>
Summer Term	<p>Topic - Decision making to improve marketing performance <i>Setting marketing objectives/ understanding markets and customers/ segmentation, targeting and positioning and using the marketing mix</i></p>
	<p>Topic - Decision making to improve human resource performance <i>Setting human resource objective/ analysing human resource performance / improving organisational design and human resource flow / improving motivation and engagement and improving employer-employee relations</i></p>

Year 13	
Autumn Term	<p>Topic - Analysing the strategic position of a business: internal factors <i>Mission, corporate objectives and strategy; analysing internal position – financial ratio analysis; analysing internal position – overall position</i></p>
	<p>Topic - Strategic methods: how to pursue strategies <i>Assessing a change in scale/ assessing innovation/ assessing internationalisation/ assessing greater use of digital technology</i></p>
Spring Term	<p>Topic - Analysing the strategic position of a business: external factors and strategic options <i>Analysing the external environment- political and legal change/economic change/ social and technological change/ the competitive environment and investment appraisal</i></p>

	Topics - Managing strategic change Managing change/ managing organisational culture/ managing strategic implementation/problems with strategy and why strategies fail
Summer Term	Topic - choosing strategic direction <i>Strategic direction: choosing which markets to compete in and what products to offer/ strategic positioning: choosing how to compete</i>