

# Business Learning Journey

## Skills

### Year 11 "Becoming KS5 Ready"

- apply knowledge and understanding to business decision making
- develop problem-solving and decision-making skills relevant to business
- investigate, analyse and evaluate business opportunities and issues
- make justified decisions using both qualitative and quantitative data, including its selection, interpretation, analysis and evaluation, and the application of appropriate quantitative skills.

### Year 10 "Developing into Independent Learners"

- Students to know and understand business concepts, business terminology, and the impact of business on individuals and wider society
- Apply knowledge and understanding to different issues business issues different types and sizes of businesses in local, national, and global contexts
  - Develop as enterprising individuals with the ability to think commercially and creatively to demonstrate business acumen, and draw on evidence to make informed business decisions and solve business problems
  - Develop as effective and independent students, and as critical and reflective thinkers with enquiring minds
  - Use an enquiring, critical approach to make informed judgements
  - Investigate and analyse real business opportunities and issues to construct well-argued, well-evidenced, balanced, and structured arguments, demonstrating their depth and breadth of understanding of business
  - Develop and apply quantitative skills relevant to business, including using and interpreting data.

### Year 9 "Developing Skills to Enhance Learning"

- To be able to Analyse and evaluate
- How business has evolved
  - Why sports is considered to be a business
  - Covid and its short and long term impact
  - Women and innovation in business
  - The evolution of marketing

### Year 8 "Taking Responsibility for Learning"

### Year 7 "Transition to High School"

## Knowledge

Future Education, Employment & Training

KS5 Study

#### 2.4 Making financial decisions

Business calculations, understanding business performance.  
PD: 12

#### 2.4 Making HR decisions

Organisational structures, effective recruitment, training and development, motivation.  
PD: 7, 12, 24

#### 2.3 Making operational decisions

Business operations, working with suppliers, managing quality, the sales process  
PD: 12

#### 2.2 Making marketing decisions

Product, price, place and promotion  
PD: 12, 25, 26

#### 2.1 Growing the business

Business growth, changes in aims and objectives, business and globalisation, ethics, and the environment  
PD: 6, 11, 12, 13, 17, 18, 19, 22.

Year 11

#### 1.5 Understanding external influences

Business stakeholders, technology and business, legislation and business, the economy and business external influences  
PD: 1, 7, 11, 12, 13, 17, 19.

#### 1.4 Making business effective

Options for business start-ups, business location, the marketing mix, Business plans.  
PD: 12

#### 1.2 Spotting a business opportunity

Customer needs, market research, methods of market research, market segmentation, the competitive environment.  
PD: 8, 9, 21, 22

#### 1.3 Putting business ideas into practise

Business aims and objectives, revenue, costs and profit, cash and cash flow, sources of business finance, break even analysis  
PD: 12.

#### 1.1 Enterprise and entrepreneurship

The dynamic nature of business, how new business ideas come about, Risk and reward, the role of enterprise.  
PD: 1, 2, 7, 13, 24

Year 10

#### Completing and Pitching the Business Plan

Writing and producing a professional business plan

PD 6, 7, 8, 9, 11, 13

Pitch the Business Plan PD: 6, 7, 8, 9, 10, 11, 12, 13, 14, 21

#### Bank of England

Interest rates, inflation, Personal Finance, Gold, the value of money  
PD: 11, 17, 27

#### Developing a Business Idea.

Product Development, Branding, market research, Adding Value, Costs, revenues and profits, break-even  
PD: 7, 8, 9, 10, 11, 12, 13, 14, 21, 25

#### Research Skills

How to effectively research, use of the library  
PD: 9, 10, 13, 14, 16, 22, 25, 26

#### Entrepreneurs

Qualities and Characteristics, Personal Branding, impact on society

#### The Origins of Business

The Industrial revolution to the modern day, British Empire through the ages, role of moneyover time, globalisation  
PD: 1, 7, 11, 13, 16, 17, 18, 19, 20, 22

Year 9

Year 8

Year 6 Induction

Year 7

## Skills

### Year 12 Year 13

"Are you Fit for FEET?"

"Introduction to A-Level Mindset"

#### Cognitive skills

- ✓ Non-routine problem solving – expert thinking, metacognition, creativity.
- ✓ Systems thinking – decision making and reasoning.
- ✓ Critical thinking – definitions of critical thinking are broad and usually involve general cognitive skills such as analysing, synthesising and reasoning skills.
- ✓ ICT literacy – access, manage, integrate, evaluate, construct and communicate.

#### Interpersonal skills

- ✓ Communication – active listening, oral communication, written communication, assertive communication and non-verbal communication.
- ✓ Relationship-building skills – teamwork, trust, intercultural sensitivity, service orientation, self-presentation, social influence, conflict resolution and negotiation.
- ✓ Collaborative problem solving – establishing and maintaining shared understanding, taking appropriate action, establishing and maintaining team organisation.

#### Intrapersonal skills

- ✓ Adaptability – ability and willingness to cope with the uncertain, handling work stress, adapting to different personalities, communication styles and cultures, and physical adaptability to various indoor and outdoor work environments.
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## Knowledge

