Programme of study for Year 12 BTEC Business

Extended certificate students only complete Unit 1 and Unit 3

Autumn (1st term)	Autumn (2nd term)	Spring (1st term)	Spring (2nd Term)	Summer (1st term)	Summer (2nd term)
Topic / Big Question: Unit 1 – Exploring Business	Topic / Big Question: Unit 5 – International Business	Topic / Big Question: Unit 3 – Personal and Business Finance		Topic / Big Question: Unit 4 – Managing an event	
Key Learning Outcomes (students should know): A Explore the features of different businesses and analyse what makes them successful B Investigate how businesses are organised C Examine the environment in which businesses operate D Examine business markets E Investigate the role and contribution of innovation and enterprise to business success.	Key Learning Outcomes (students should know): A Explore the international context for business operations B Investigate the international economic environment in which business operates C Investigate the external factors that influence international businesses	Key Learning Outcomes (students should know): A Understand the importance of managing personal finance B Explore the personal finance sector C Understand the purpose of accounting D Select and evaluate different sources of business finance E Break-even and cash flow forecasts F Complete statements of comprehensive income and financial position and evaluate a business's performance		Key Learning Outcomes (students should know): A Explore the role of an event organiser B Investigate the feasibility of a proposed event C Develop a detailed plan for a business or social enterprise event D Stage and manage a business or social enterprise event E Reflect on the running of the event and evaluate own skills development.	

	D Investigate the cultural factors that influence international businesses E Examine the strategic and operational approaches to developing international trade.		
Autumn Term- centrally planned, standardised and teacher marked piece(s) of work Unit 1 A report that examines the features of two contrasting businesses, looking at how each is organised, how their structures enable achievement of their aims and objectives and the relationship and communication with stakeholders. A report that examines the effects of the internal and external environment on a large business and how the business has, and will, respond to changes. A presentation that investigates the use of enterprise and innovation in an existing business	Autumn Term - Term centrally planned, standardised and teacher marked piece(s) of work Unit 5 A report on the factors that influence the decision making of businesses when operating internationally; it will look at how international business is financed and the support given to it.	Spring – Term centrally planned, standardised and teacher marked piece(s) of work Unit 3 Learners will be able to demonstrate knowledge and understanding of the principles of personal and business finance, and determine appropriate courses of action. They will be able to rationalise the data available in different personal and business situations. Learners can appreciate the challenges faced by individuals and businesses and how these have been influenced by the financial situation. They will be able to apply accounting processes, and	Summer Term – centrally planned, standardised and teacher marked piece(s) of work Unit 4 An individual report identifying tasks that would need to be carried out by an event organiser. Summary of skills needed by an event organiser and identification of own personal skills, highlighting areas for development An individual summary report and group presentation, following a detailed investigation into a range of large and small successful events, to include a justification of the chosen proposal. A detailed plan of

	A journal article/case study giving a situational analysis of contrasting markets supported with a report on the results of the analysis. A presentation examining the strategies and resources used by a business operating internationally.	show understanding of the factors influencing the financial performance of a business. They will show an understanding of the need to prepare and analyse statements of comprehensive income and statements of financial position. Learners can propose and justify recommendations for personal finances and business improvement based on analysis of financial information. Learners will be able to apply principles of personal and business finance in order to critically evaluate real-life situations and determine appropriate courses of action. They can apply relevant concepts, models and theories in order to present reasoned evaluations in realistic personal and business scenarios. Learners make appropriate judgements and present fully justified recommendations for courses of action based on the analysis of financial data. They will understand the importance of statements of	the event, identifying critical success factors. Learners must take an active part in staging and managing the event. Evidence of this, such as photographic evidence, witness statements, assessor records, must be presented. A written report recording and evaluating the success of the event in terms of: • meeting event objectives • achieving targets • satisfaction survey or feedback from participants • analysis and evaluation of own event-management skill

		comprehensive income and statements of financial position and can analyse these statements methodically and critically. Learners can fully justify recommendations for personal finances and business improvement based on thorough analysis of financial information.	

Building understanding: Rationale / breakdown for your sequence of lessons:

BTEC Level 3 Nationals are career-based qualifications designed to give learners the skills and practical knowledge they need to move on to higher education or go straight into employment. They can be taught alongside other level 3 qualifications as part of a wider programme of study or as the main focus of study over two years.

In Year 12, students learn the foundations of Business starting with Exploring business where students research a large Plc and not for profit business and explore the effects of the external environment. Thise is then built upon in Unit 5 where students learn about international business and explore benefits and drawbacks of trading internationally.

Unit 3 Finance is an external exam and this is completed in Year 12 to allow the external assessments to be spread out in a timely manner. This is a 2 hour written paper where students learn concepts of personal and business finance. By completing this unit in January, it allows students to resit in May if required. Unit 4 is completed in the summer term as this unit requires students to plan and execute an event. We work closely with the PE department for students who wish to run sporting events and this coincides with National sports week.

Home – Learning: Unit 1: LAA, LAB, LAC, LAD, LAE	Home – Learning: Unit 5: LAA, LAB, LAC, LAD	Home – Learning: Unit 3 Workbook questions Past paper questions Recall of formula	Home – Learning: Unit 4: LAA, LAB, LAC, LAD, LAE

Reading / High Quality Text:
Students read various text including case studies, articles and have access to BTEC textbooks. Students are encouraged to read/watch news for flip learning.

Numeracy:
Numeracy is intervened into coursework and Unit 3 primarily focuses on analysing financial data and completing cash flow, break even, statement of financial position and comprehensive income statements.

Enrichment / opportunities to develop cultural capital (including careers, WRL and SMSC):

Business studies allows students to build cultural capital and leadership skills as well as put theory from lessons into practice. In each unit, various careers are discussed and HR is focussed on the importance of people and why it is important for businesses to have diverse workforce.

Our hope is for FHS Business students to become informed consumers, employees, managers, and entrepreneurs of the future. The transferable skills gained through studying business would equip them to enter a wide range of careers. Studying business will lead to students becoming more informed citizens, consumers, employees, future employers and entrepreneurs. Studying Business can lead to specific job roles in:
● Business Development ● Marketing ● Recruitment ● Banking and finance ● Administration ● Accounting and Finance ●

Enrichment is promoted in lessons and students have the opportunity to attend careers fairs and talks from speakers for schools to learn about various businesses and roles. In the summer term, students plan and run and event which some students choose to plan during National sports week in collaboration with the PE department.