

# Subject Overview Business – Year 11

Year 11 shifts to coursework: R068 "Design a Business Proposal" requires students to conduct market research, develop a product idea, and assess its financial viability, while R069 "Market and Pitch a Business Proposal" challenges them to create a brand, plan a promotional campaign, and deliver a professional business pitch, consolidating their theoretical knowledge with real-world application.

	Half Term 1	Half Term 2	Half Term 3	Half Term 4	Half Term 5	Half Term 6	
<b>Knowledge &amp; Skills</b>	<p><b>Unit 5 Finance</b></p> <ul style="list-style-type: none"> <li>The role of the Finance Function</li> <li>Sources of Finance</li> <li>Revenues, costs, profit and loss</li> <li>Break-Even</li> <li>Cash and Cash Flow</li> </ul> <p>Calculate and complete financial information.</p> <div style="border: 1px solid black; padding: 5px;"> <p><b>Assessment 1</b></p> <ul style="list-style-type: none"> <li>Goods and Services</li> <li>Entrepreneurs</li> <li>Risk and Reward</li> <li>Aims and Objectives</li> <li>Business Plan</li> <li>Ownership</li> <li>Stakeholders</li> <li>Business Growth</li> <li>Marketing</li> <li>Human Resources</li> <li>Recruitment</li> <li>Motivation</li> <li>Employment law</li> <li>Production process</li> <li>Quality</li> <li>Consumer Law</li> <li>Suppliers</li> <li>Fianance</li> </ul> </div>	<p><b>Unit 4 Operations and Finance – Managing Production and Money</b></p> <ul style="list-style-type: none"> <li>Production processes</li> <li>Quality of goods and services</li> <li>Customer service and the sales process</li> <li>Consumer law</li> <li>Business location</li> <li>Working with suppliers</li> </ul> <p>Analyse effects on businesses of operational choices and technological impacts.</p> <div style="border: 1px solid black; padding: 5px;"> <p><b>Assessment 2</b></p> <ul style="list-style-type: none"> <li>Goods and Services</li> <li>Entrepreneurs</li> <li>Risk and Reward</li> <li>Aims and Objectives</li> <li>Business Plan</li> <li>Ownership</li> <li>Stakeholders</li> <li>Business Growth</li> <li>Marketing</li> <li>Human Resources</li> <li>Recruitment</li> <li>Motivation</li> <li>Employment law</li> <li>Production process</li> <li>Quality</li> <li>Consumer Law</li> <li>Suppliers</li> <li>Fianance</li> </ul> </div>	<p><b>Unit 6 Influences on Business</b></p> <ul style="list-style-type: none"> <li>Ethical and Environmental considerations</li> <li>The economic climate</li> <li>Globalisation</li> </ul> <p>Evaluate the impact of the external environment on businesses activities.</p> <div style="border: 1px solid black; padding: 5px;"> <p><b>Assessment 3</b></p> <ul style="list-style-type: none"> <li>Goods and Services</li> <li>Entrepreneurs</li> <li>Risk and Reward</li> <li>Aims and Objectives</li> <li>Business Plan</li> <li>Ownership</li> <li>Stakeholders</li> <li>Business Growth</li> <li>Marketing</li> <li>Human Resources</li> <li>Recruitment</li> <li>Motivation</li> <li>Employment law</li> <li>Production process</li> <li>Quality</li> <li>Consumer Law</li> <li>Suppliers</li> <li>Fianance</li> <li>Globalisation</li> <li>The Economy</li> </ul> </div>	<p><b>Unit 7 The independent nature of Business</b></p> <ul style="list-style-type: none"> <li>the interdependent nature of business operations, finance, marketing and human resources within a business context</li> <li>how interdependencies underpin business decision making</li> <li>the impact of risk and reward</li> <li>the use of financial information</li> </ul> <p>Synthesis of learning to bring all learning together and evaluate concepts in context.</p>	<p><b>Revision</b></p> <p>Unit 1 Business Activity - Starting and Growing a Business</p> <p>Unit 2 Marketing - Understanding Customers and the Marketing Mix</p> <p>Unit 3 People - Managing Human Resources</p> <p>Unit 4 Operations and Finance – Managing Production and Money</p> <p>Unit 5 Finance</p> <p>Unit 6 Influences on Business</p> <p>Unit 7 The independent nature of Business</p>		
							<p>See next page for “Beyond The Curriculum”</p>

<p style="text-align: center;"><b>Beyond The Curriculum</b></p>	<p><b>Places to Visit:</b> Local bank branches: Accountancy firms: Stock Exchange (e.g., London Stock Exchange)</p> <p><b>Websites to Explore:</b> BBC Bitesize Business - Finance The Bank of England</p> <p><b>Websites to Explore:</b> FCA (Financial Conduct Authority).</p> <p><b>Wider Reading / Periodicals:</b> "Rich Dad Poor Dad" by Robert Kiyosaki Financial Times, Wall Street Journal The Economist</p>	<p><b>Places to Visit:</b> Manufacturing plants/factories Logistics/distribution centres Local service providers (e.g., a car garage, a restaurant kitchen)</p> <p><b>Websites to Explore:</b> Lean Manufacturing Institute / Toyota Production System Amazon fulfillment centre videos (YouTube)</p> <p>Which? (consumer reviews Companies' corporate social responsibility (CSR) reports</p> <p><b>Wider Reading / Periodicals:</b> "The Goal" by Eliyahu M. Goldratt "Factory Physics" by Wallace J. Hopp and Mark L. Spearman</p>	<p><b>Places to Visit:</b> Local council offices: Environmental agencies/organisations: Charity shops or ethical businesses</p> <p><b>Websites to Explore:</b> The UK Parliament website: The World Bank / IMF (International Monetary Fund) UN Global Compact:</p> <p><b>Wider Reading / Periodicals:</b> Oxfam, Fairtrade Foundation Wider Reading / Periodicals: "Doughnut Economics" by Kate Raworth: "No Logo" by Naomi Klein:</p>	<p><b>Places to Visit:</b> Large, integrated businesses</p> <p><b>Websites to Explore:</b> Case study websites (e.g., Harvard Business Review case studies, Business Case Studies LLP Company annual reports:</p> <p><b>Wider Reading / Periodicals:</b> General business magazines (e.g., The Economist, Business Week Books on strategic management:</p>	<p><b>Places to Visit:</b> Manufacturing plants/factories: Logistics/distribution centres Local service providers (e.g., a car garage, a restaurant kitchen)</p> <p><b>Websites to Explore:</b> Lean Manufacturing Institute / Toyota Production System Amazon fulfillment centre videos (YouTube)</p> <p>Which? (consumer reviews</p> <p><b>Wider Reading / Periodicals:</b> "The Goal" by Eliyahu M. Goldratt "Factory Physics" by Wallace J. Hopp and Mark L. Spearman Supply Chain Management Review, Quality Progress</p>	
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