

**Plan Of Learning For The Year (Unit/Topic/Project Context)**
**Half Term 1**

- Unit 1 – What is Business – business forms
- Unit 2 – Managers, Leaders and Decision Making – roles of leaders, managers, stakeholders

**Half Term 2**

- Unit 3 – Decision Making to improve marketing performance – markets, customers, positioning
- Unit 6 – Decision Making to improve human resource performance – HR flows, motivation strategies

**Half Term 3**

- Unit 3 – Decision Making to improve marketing performance – using the marketing mix
- Unit 6 – Decision Making to improve human resource performance – employer employee relationships, communication

**Half Term 4**

- Unit 5 – Decision Making to improve financial performance – ways of analysing financial performance
- Unit 4 – Decision making to improve operational performance – efficiency, quality, supply chains

**Half Term 5**

- Unit 8 – Choosing strategic direction – mission, objectives and strategy
- Unit 9 - Strategic methods: how to pursue strategies – business growth and retrenchment

**Half Term 6**

- Unit 8 – Choosing strategic direction – market in which to compete
- Unit 9 - Strategic methods: how to pursue strategies – business retrenchment
- Revision, mock exams and feedback

**Feedback, Retrieval & Assessment**

- In class recap quizzes, questions
- Self and peer assessment
- Termly teacher assessed tasks
- Termly formal assessment (term 3 exam)
- Regular assessment of homework tasks

**Super curriculum opportunities / extra-curricular activities**

- Reading of articles from newspapers or Business Review
- Using BBC Business News to keep up-to-date with current business issues

**Cultural Capital, SMSC, Careers and Futures**

- Business examples drawn from wider world
- Careers opportunities highlighted in scheme of learning

**Common misconceptions**

- Key concepts of profit, capital, employment law regularly revisited
- Interpretation of graphs
- Data interpretation

**Connecting New Knowledge**

- Regular revisiting of prior learning to add to new topics
- Linking of our general knowledge from own life and prior learning

**Challenge for all**

- Regular use of modelling of answers and planning of questions
- Pair and group work
- Extension reading