

Curriculum Map: Year 13 Business

	Half Term 1	Half Term 2	Half Term 3	Half Term 4	Half Term 5	Half Term 6
Topic	<p>Unit 2 Working in Business Understand protocols to be followed when working in business Understand factors that influence the arrangement of business meetings Be able to use business documents</p> <p>Unit 5 Marketing and market research P3 – measuring impact of marketing M1 – Analyse impact of marketing campaign P4 - Constraints on marketing</p>	<p>Unit 2 Working in Business Be able to prioritise business tasks Understand how to communicate effectively with stakeholders</p> <p>Unit 5 Marketing and market research P5 – Purpose, methods, tools, types of market research P6 – Develop a questionnaire BVGA Research project</p>	<p>Unit 8 Introduction to Human Resources P1 – HR functions & responsibilities P2 – Internal and external factors when HR planning P3 – Effectiveness of training and development P4- Benefits of training and development D1 - Evaluate the training & development offered and make recommendations for improvements</p> <p>Unit 5 marketing and Market Research BVGA Market research project P8 – Analysis of primary and secondary market research</p>	<p>Unit 8 Introduction to Human Resources M1 – Effect of reducing training and development P5 – Why and how business motivates employees P6 – Measuring success of employee motivation M2 – Benefits drawbacks of motivation methods P7 – Employee performance monitoring P8 - Benefits of performance management M3 - specific performance management tool analysis</p> <p>Unit 5 marketing and Market Research M2 – assessing effectiveness of market research D1 – Justifying choice and sequence of questions P7 – assessing validity of market research M3 – Using findings to recommend improvements</p>	<p>Unit 8 Introduction to Human Resources D2 – Recommend and justify tools business could implement to improve employee performance P9 – methods to maintain confidentiality P10 – consequences of failing to maintain confidentiality</p> <p>Unit 5 marketing and Market Research D2 - Recommend and justify marketing decisions Final corrections and external moderation</p>	
Intent	<p>Unit 2: This unit will cover the skills and understanding needed to work effectively within a business environment. This includes arranging meetings, working with business documents, making payments, prioritising business activities and communicating with stakeholders.</p>	<p>Unit 5: To gain an in-depth understanding of primary and secondary market research methods used to inform marketing decision-making and any constraints on marketing activities. To develop an understanding of the importance of selecting appropriate market research methods.</p>	<p>Unit 8 - In this unit, you will gain an overview of the HR function and learn about factors affecting human resources planning.</p>	<p>Unit 8 - You will understand the importance of motivating and training employees to achieve their potential and be able to assess the effectiveness of training and development. You will learn how to measure employee performance.</p>	<p>Unit 8 - You will also understand how and why confidentiality is important for the HR function.</p>	
Key Knowledge	<p>LO1 – protocols in business LO2 – Business meetings LO3 – Business documents</p>	<p>LO4 - Prioritise business tasks LO5 - Stakeholder communication</p>				

Key Skills	Oracy, Communication, Problem solving, Numeracy	Oracy, Communication, Problem solving, Numeracy	Oracy, Communication, Problem solving, Numeracy	Oracy, Communication, Problem solving, Numeracy	Oracy, Communication, Problem solving, Numeracy	
Key Vocabulary	Protocol, meeting criteria, personnel availability, purchase order, invoice, credit note, requisition form, marketing	Workload, conflicting demands, prioritisation, data sources, delegation Questionnaire	Human resources, monitoring, observation, training and development	Motivation theory, performance related pay, non-financial motivation, staff turnover	Confidentiality protocols Non-disclosure agreement Access rights	
Key Reading	BBC News OCR textbook	BBC News OCR textbook	BBC News OCR textbook	BBC News OCR textbook	BBC News OCR textbook	
End Point	Competent in providing a detailed response worthy of pass, merit or distinction level Competent in answering MPQ and longer response exam questions and complete topic assessment	Competent in providing a detailed response worthy of pass, merit or distinction level Competent in answering MPQ and longer response exam questions and complete topic assessment	Competent in providing a detailed response worthy of pass, merit or distinction level	Competent in providing a detailed response worthy of pass, merit or distinction level	Competent in providing a detailed response worthy of pass, merit or distinction level	
Form of Assessment	LO1, LO2 and Lo3 Assessment Completion of P3, P4 and M1	L04 ad Lo5 assessment Completion of unit 2 exam Completion of P5 and P6	Unit 8 – completion of P1, P2, P3, P4 and M1 + D1 Unit 5 – P8	Unit 8 – completion of P5, P6, P7, P8, M2 and M3 Unit 5 – P7, m2, M3 and D1	Unit 8 – completion of P9, P10 and D2 Unit 5 – D2	
Enrichment Opportunities	Market research project in Unit 5 on whole school current topic					
Leadership Opportunities						