

Year 12 Business Studies

OCR Cambridge Technical Extended Certificate in Business (equivalent to one A-Level).

Students will learn how a business might evolve. From a small start-up business to a large multinational organisation, students will consider a range of different business types and gain an understanding of how the choice of business type might affect the objectives that are set. Students will also look at the internal workings of businesses, including their internal structure and how different functional areas work together. Plus, by looking at the external constraints under which a business must operate, students will gain an understanding of the legal, financial and ethical factors that have an impact. Students will also explore ways in which businesses respond to changes in their economic, social and technological environment; and gain an appreciation of the influence different stakeholders can have upon a business.

Methods of deepening and securing knowledge:

Retrieval Practice	Retrieval is evident in the use of multiple choice and short answer case study questions at the start of lessons. Reflective plenaries also link to prior learning as well as current learning.
Interleaving	Interleaving allows students in Year 12 and Year 13 to incorporate knowledge from all units to improve their learning.

	Autumn term 1	Autumn term 2	Spring term 1
Topic(s)	UNIT 1: The Business Environment <ul style="list-style-type: none"> Understand different types of businesses and their objectives. Understand how the functional areas of businesses work together to support the activities of businesses. Understand the effect of different organisational structures on how businesses operate. 	UNIT 1: The Business Environment <ul style="list-style-type: none"> Be able to use financial information to check the financial health of businesses. Understand the relationship between businesses and stakeholders. Understand why businesses plan. 	UNIT 1: The Business Environment <ul style="list-style-type: none"> Understand the external influences and constraints on businesses and how businesses could respond. Be able to assess the performance of businesses to inform future business activities.
Assessment	Unit 1 exam May Year 12.	Unit 1 exam May Year 12.	Unit 1 exam May Year 12.
CEIAG <i>(Careers that are linked to that topic)</i>	This unit gives a general overview of working in business.	This unit gives a general overview of working in business.	This unit gives a general overview of working in business.

	Spring term 2	Summer term 1	Summer term 2
Topic(s)	UNIT 4: Customers and Communication <ul style="list-style-type: none"> Understand who customers are and their importance to businesses. Understand how to communicate with customers. Be able to establish a rapport with customers through non-verbal and verbal communication skills. 	UNIT 4: Customers and Communication <ul style="list-style-type: none"> Be able to convey messages for business purposes. Know the constraints and issues which affect the sharing, storing and use of information for business communications. 	UNIT 8: Introduction to Human Resources <ul style="list-style-type: none"> Know the factors that are involved in human resources planning. Be able to assess the effectiveness of training and development. Understand how and why businesses motivate employees.
Assessment	Coursework.	Coursework.	Coursework.
CEIAG <i>(Careers that are linked to that topic)</i>	This unit gives an insight into what a career in a customer orientated business would involve.	This unit gives an insight into what a career in a customer orientated business would involve.	This unit gives an insight into what a career in HR would involve.

Independent Study

For Unit 1 independent study will be tasks set each week and may involve research, short answer questions, multiple choice and past exam case studies. For Units 4 and 8 independent study will be a continuation of coursework.