



NOTTINGHAM BRITISH SCHOOL – CURRICULUM DEVELOPMENT 2019



Year 9 Business

	October Assessment	December Assessment	March Assessment	June Assessment	Age Related Expectation By the end of the year every student will be able to
	<p><u>Understanding business activity</u></p> <p>Business activity.</p> <p>The purpose and nature of business activity:</p> <ul style="list-style-type: none"> • Concepts of needs, wants, scarcity and opportunity cost • Importance of specialisation • Purpose of business activity • The concept of adding value and how added value can be increased <p>Classification of businesses.</p> <p>Business activity in terms of primary, secondary and tertiary sectors:</p> <ul style="list-style-type: none"> • Basis of business classification, e.g. by using examples • Reasons for the changing importance of business 	<p><u>Understanding business activity</u></p> <p>Enterprise, business growth and size.</p> <p>Enterprise and entrepreneurship:</p> <ul style="list-style-type: none"> • Characteristics of successful entrepreneurs • Contents of a business plan and how business plans assist entrepreneurs • Why and how governments support business start-ups, e.g. grants, training <p>The methods and problems of measuring business size:</p> <ul style="list-style-type: none"> • Methods of measuring business size, e.g. number of people employed, value of output, capital employed (<i>profit is not a method of</i> 	<p><u>People in business</u></p> <p>Motivating workers.</p> <p>The importance of a well-motivated workforce:</p> <ul style="list-style-type: none"> • Why people work and what motivation means • The concept of human needs – Maslow’s hierarchy • Key motivational theories: Taylor and Herzberg <p>Methods of motivation:</p> <ul style="list-style-type: none"> • Financial and non-financial rewards and methods • Recommend and justify appropriate method(s) of motivation in given circumstances <p>Recruitment, selection and training of workers.</p>	<p>Internal and external communication.</p> <p>Why effective communication is important and the methods used to achieve it:</p> <ul style="list-style-type: none"> • Effective communication and its importance to business • Benefits and limitations of different communication methods including those based on information technology (IT) • Recommend and justify which communication method to use in given circumstances <p>Demonstrate an awareness of communication barriers:</p> <ul style="list-style-type: none"> • How communication barriers arise and problems of ineffective communication; how communication barriers can be reduced or removed <p>Organisation and management.</p> <p>Draw, interpret and understand simple organisational charts:</p> <ul style="list-style-type: none"> • Simple hierarchical structures: span of control, hierarchy, chain of command and delegation 	<p>Make effective use of relevant terminology, concepts and methods, and recognise the strengths and limitations of the ideas used in business.</p> <p>Apply their knowledge and critical understanding to current issues and problems in a wide range of business contexts.</p> <p>Distinguish between facts and opinions, and evaluate qualitative and quantitative data in order to help build arguments and make informed judgements.</p> <p>Appreciate the perspectives of a range of stakeholders in relation to the business environment, individuals, society, government and enterprise.</p> <p>Develop knowledge and understanding of the major groups and organisations within and outside business, and consider ways in which they are able to influence objectives, decisions and activities.</p>



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	<p>classification, e.g. in developed and developing economies Classify business enterprises between private sector and public sector in a mixed economy</p> <p>Types of business organisations.</p> <p>The main features of different forms of business organisation:</p> <ul style="list-style-type: none"> • Sole traders, partnerships, private and public limited companies, franchises and joint ventures • Differences between unincorporated businesses and limited companies • Concepts of risk, ownership and limited liability • Recommend and justify a suitable form of business organisation to owners/management in a given situation • Business organisations in the public sector, e.g. public corporations 	<p><i>measuring business size)</i></p> <ul style="list-style-type: none"> • Limitations of methods of measuring business size <p>Why some businesses grow and others remain small:</p> <ul style="list-style-type: none"> • Why the owners of a business may want to expand the business • Different ways in which businesses can grow • Problems linked to business growth and how these might be overcome • Why some businesses remain small <p>Why some (new or established) businesses fail:</p> <ul style="list-style-type: none"> • Causes of business failure, e.g. lack of management skills, changes in the business environment • Why new businesses are at a greater risk of failing 	<p>The methods of recruiting and selecting workers:</p> <ul style="list-style-type: none"> • Recruitment and selection • Difference between internal and external recruitment • Main stages in recruitment and selection of staff • Benefits and limitations of part-time and full-time workers <p>The importance of training and the methods of training:</p> <ul style="list-style-type: none"> • Importance of training to a business and workers • Benefits and limitations of induction training, on-the-job training and off-the-job training <p>Why reducing the size of the workforce might be necessary:</p> <ul style="list-style-type: none"> • Difference between dismissal and redundancy with examples to illustrate the difference 	<ul style="list-style-type: none"> • Roles, responsibilities and inter-relationships between people in organisations <p>The role of management:</p> <ul style="list-style-type: none"> • Functions of management – planning, organising, co-ordinating, commanding and controlling • Importance of delegation; trust versus control <p>Leadership styles:</p> <ul style="list-style-type: none"> • Features of the main leadership styles – autocratic, democratic and laissez-faire • Recommend and justify an appropriate leadership style in given circumstances <p>Trade unions:</p> <ul style="list-style-type: none"> • What a trade union is and the benefits of workers being union members 	<p>Develop knowledge and understanding of how the main types of businesses are organised, financed and operated, and how their relations with other organisations, consumers, employees, owners and society are regulated.</p> <p>Develop skills of numeracy, literacy, enquiry, selection and use of relevant sources of information, presentation and interpretation.</p> <p>Develop an awareness of the nature and significance of innovation and change within the context of business activities.</p>
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		<p>Business objectives and stakeholder objectives.</p> <p>Businesses can have several objectives – and the importance of these can change:</p> <ul style="list-style-type: none">• Need for business objectives and the importance of them• Different business objectives, e.g. survival, growth, profit and market share• Objectives of social enterprises <p>The role of stakeholder groups involved in business activity:</p> <ul style="list-style-type: none">• Main internal and external stakeholder groups• Objectives of different stakeholder groups• Use examples to illustrate these objectives and how they might conflict <p>Demonstrate an awareness of the differences in the aims and objectives of private sector and public sector enterprises</p>	<ul style="list-style-type: none">• Understand situations in which downsizing the workforce might be necessary, e.g. automation or reduced demand for products• Recommend and justify which workers to recruit/make redundant in given circumstances <p>Legal controls over employment issues and their impact on employers and employees:</p> <ul style="list-style-type: none">• Legal controls over employment contracts, unfair dismissal, discrimination, health and safety, legal minimum wage		
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