

Apprenticeships: You could complete an apprenticeship with some of our local businesses or move further afield to work for big businesses in a city, applying your business knowledge to help bring success.

University: You could study for a degree in: Business Management; Marketing; Accounting & Finance; Supply Chain Management; Economics; Consumer Psychology; Human Resources and many more...

The world of work; You could leave and gain a job straight away, confidently speaking in interviews about how business run, how they can be improved and how you could help bring success.

NEXT STEPS

How can a business respond to the opportunities and threats presented by globalization and international trade?

How does constant technological advancement impact business operations and decisions?

How does the state of local, national and global economies affect decision making within business?

Can a business be certain a risk is worth taking?

Which factors can cause change within a business?

How does a business know whether or not a particular investment should be made?

Business in a changing world

How does the UK's complex relationship with the European Union impact a business and its stakeholders?

How does a business ensure it acts in ethical, legal and environmentally responsible manner at all times?

How do societal changes, including shifting demographic patterns and varying fashion and lifestyle trends impact business decisions?

How do changes in the political environment impact the decisions a business makes?

How can a business prepare for and effectively manage change?

How can a business measure the success of an investment?

Why is effective decision making so important and how can we ensure the best decisions are made?

YEAR 13

Business Analysis & Strategy

How can we control our stock rooms so we can always meet demand?

What are economies of scale?

How do all business functions influence one another?

How is data presented in Business?

How can we best predict future sales levels?

How can we measure and analyse non-financial business performance?

How does a business choose its long and short term objectives?

How important are good supplier relationships?

What does good research and development look like?

How can businesses exploit economies of scale?

How can we use data to better understand the position of a business within its market?

What are the various methods we can use to analyze financial performance?

How can we use the results from performance analysis to influence strategy?

How can a business best ensure its aims and objectives are met?

Business Functions

How can we ensure quality products are always produced?

How can technology improve the production of goods and services?

How do businesses add so much value to raw materials?

How important is a good organizational structure?

How do business ensure the right people are chosen and hired for the right jobs?

What is the purpose of Ratio Analysis?

How can we ensure an enterprise maintains a healthy cash flow?

What's a budget?

What are best pricing strategies for different situations?

What's the marketing mix?

How can we ensure our enterprise turns a profit?

BSI Kitemark™ for Commercial Lighting

What makes a successful business enterprise?

Why do people set up enterprises?

How important are enterprises in society?

How can we successfully segment a marketplace?

How can we beat our competitors?

How does demand meet supply?

What's the difference between the public and the private sector?

How do we settle on the right legal structure for our enterprise?

YEAR 12

Business Opportunities

What does a good business opportunity look like?

What is an entrepreneur responsible for?

What does a good business plan look like?

How competitive (or not) can markets get?

How can we protect consumers?

How do businesses support a nation?

Where should we locate our various business operations?

Where can we source the finance for our enterprise and how can we make an informed choice?

AC 4.1/4.2/4.3 Identify issues to resolves, suggest actions in response and justify your suggestions.

AC 2.1 Assess methods used by businesses to encourage sales

AC 1.3 Summarises the responsibilities of retail employees.

AC 1.1 Describe the activities of retail functional areas.

How do we effectively write our conclusions for others to read?

What are the different types of data and information we can use to help a retail business choose the best methods to meet its objectives?

What are the different methods available to help a retail business achieve its objectives?

Unit 3: Retail Operations

AC 3.2 Explain measures retail businesses can take to prepare for unplanned situations

AC 2.2 Explain how technology is used to interact with customers

AC 1.4 Describe the effects of legislation on retail operations.

AC 1.2 Describe the rights of retail employees.

How can we read and analyse data to draw conclusions?

How can we analyse data to help a retail business choose the best methods to meet its objectives?

How does a retail business' individual situation affect the methods it chooses?

What are the factors affecting a retail business' choice of location?

How do social factors affect retail businesses?

How do environmental factors affect retail businesses?

AC 2.1 Describe the needs of different types of retail customers.

AC 2.2 Explain how retail businesses meet expectations of different types of customers

AC 3.1 Process information to come to conclusions.

AC 3.4 Draw conclusions from research and make recommendations

Growth

What are the different forms of ownership available to retail businesses?

How do economic factors affect retail businesses?

Unit 1: Customer Experience

Unit 2: Retail Business

AC 1.3 Describe how customer service delivery differs across retail channels.

AC 1.2 Describe situation, when customers interact with retail businesses.

AC 3.1 Design research tools such as: Mystery shopper checklists Questionnaires Interviews Secondary research logs.

AC 3.3 Present information in a variety of ways.

What are the different types of retail businesses?

What are the different objectives a retail business could aim to achieve?

How do economic factors affect retail businesses?

Start of course

You will complete your WJEC Retail Business qualification in one year and you may approach each of the units in a slightly different order to that presented above. Nonetheless, each unit ties together to help you prepare for the world of work or to transition into The Marches Sixth form to study Business.

AC 1.1 Describe the principles of customer service.