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…

Year 12 Mock 1 | Year 12 Mock 2 | Year 13 Mock 1 | Year 13 Mock 2

NEXT STEPS

Business in a changing world

- 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?
- End of Unit Assessment
- How does a business know whether or not a particular investment should be made?
- How does the UK's complex relationship with the European Union impact a business and it's 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?
- End of Unit Assessment
- How important are good supplier relationships?
- 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?
- End of Unit Assessment
- 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 it's long and short term objectives?

YEAR 13

Business Analysis & Strategy

- What does good research and development look like?
- How can businesses exploit economies of scale?
- End of Unit Assessment
- How can we use data to better understand the position of a business within it 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 it's aims and objectives are met?
- How can businesses ensure machines and workers are producing as much as they can?
- How can we identify areas of improvement within a workforce and provide opportunities for improvement?
- How can we lead, motivate and retain a workforce?
- How has the workplace changed?
- How do we complete an income statement?
- Where can we source the finance for our enterprise and how can we make an informed choice?
- End of Unit Assessment
- What are best pricing strategies for different situations?
- How can we promote our business to maximize sales?
- How can we navigate the product life cycle to maximize revenue?

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?
- End of Unit Assessment
- What is the purpose of Ratio Analysis?
- How can we ensure an enterprise maintains a healthy cash flow?
- What's a budget?
- How can we exploit technological changes to ensure our products and promotions reach the consumer?
- What's the marketing mix?
- End of Unit Assessment
- 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?
- How can we ensure our enterprise turns a profit?

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 can we collect good quality data that creates informative market research?
- 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?
- How do changing finances impact business decisions
- How do levels of risk and reward alter business decisions?
- What impact does a change in the amount people earn have on a business?
- What is globalisation?
- What impact does acting sustainably have on a business?
- How can a business act sustainably and protect the planet?
- End of Unit Assessment
- Why is managing cash flow so important?
- What is "cash flow"?
- How does a business make a profit?
- How can a business manage its costs?
- W Finance function do?

YEAR 11

Finance

- How do all business functions impact on each other?
- What impact has globalisation had on UK businesses?
- What is an economy?
- What impact does acting ethically have on a business?
- What are ethics and how can a business act ethically?
- Why is cash flow different to profit?
- What does it mean to "break-even" and why is it so important?
- How can a business record the money it takes?
- Where can a business source the finance it needs?
- End of Unit Assessment
- Why is design and innovation so important?
- What is the product life cycle?
- How can we persuade customers to buy our products?
- How are people in businesses organized?
- How are people paid?
- How do employees communicate with each other?
- How do businesses select the right employees?
- How can we train workers to produce their best work?
- End of Unit Assessment
- How can production make use of robotics and automation?
- What are the different ways we can sell our products and services?
- How does a business choose it's suppliers and get them on time?
- How does the law protect a consumer from being ripped off?

Operations

People

- What are the 4 stages of the life cycle?
- How can we deliver our products to the customer?
- What are the different pricing strategies that a business can use?
- What is the purpose of the Human Resources Function?
- How are people held responsible for their decisions?
- What are the different methods of market research?
- How can we segment a market and why is it useful?
- End of Unit Assessment
- What are the different hours that people can work?
- How can businesses find employees?
- How can we motivate employees to work their hardest and produce their best work?
- How does employment law protect employees?
- What are the different ways a business can produce it's products?
- What are the different ownership structures?
- How can we ensure high quality products are produced?
- How do we provide great customer service?
- What rights does a consumer have?
- How does a business choose it's location?
- What is an enterprise?

YEAR 10

Marketing

Business Activity

- Why is it so important to choose the price of a product so carefully?
- What are "The 4 P's?"
- What is market segmentation?
- What is the purpose of marketing?
- Why do different business have different aims?
- What is liability and why is it important?
- What should be included in a Business Plan?
- What makes an effective entrepreneur?
- How do businesses grow?
- What is a stakeholder?
- What should a good business aim to achieve?
- What are the risks and rewards in setting up a business?
- Why do the opinions of different stakeholders matter?

Year 10 Mock | Year 11 Mock 1 | Year 11 Mock 2