

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...

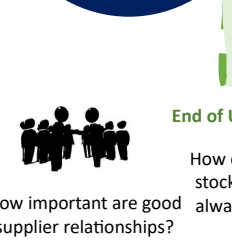
Year 12 Mock 1

Year 12 Mock 2

Year 13 Mock 1

Year 13 Mock 2

NEXT STEPS



How important are good supplier relationships?

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

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?

What makes a successful business enterprise?

How do changing finances impact business decisions?

How do levels of risk and reward alter business decisions?

Why is design and innovation so important?

How can we persuade customers to buy our products?

What is the product life cycle?

How can we deliver our products to the customer?

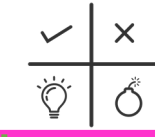
What are the different pricing strategies that a business can use?

Why is it so important to choose the price of a product so carefully?

What are "The 4 P's"?

What is market segmentation?

£1.99



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?

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?

End of Unit Assessment

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?

YEAR 13

Business Analysis & Strategy

What does good research and development look like?



How can businesses exploit economies of scale?

How can we identify areas of improvement within a workforce and provide opportunities for improvement?

How has the workplace changed?

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?

How can businesses ensure machines and workers are producing as much as they can?

How can we lead, motivate and retain a workforce?

How can we complete an income statement?

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

How do 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?

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

BSI Kitemark™ for Commercial Lighting

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?

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YEAR 12

Interdependent Nature of Business

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?

How do changing finances impact business decisions?

What impact does a change in the amount people earn have on a business?

What impact does acting sustainably have on a business?

How can a business act sustainably and protect the planet?

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?

What does the Finance function do?

Influences on Business

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?

How can we persuade customers to buy our products?

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?

How can production make use of robotics and automation?

What are the different ways we can sell our products and services?

How does the law protect a consumer from being ripped off?

How does a business choose its suppliers and get them on time?

People

Operations

What are the 4 stages of the life cycle?

What is the purpose of the Human Resources Function?

What are the different hours that people can work?

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 its products?

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 its location?

How can we deliver our products to the customer?

How can we segment a market and why is it useful?

What are the different methods of market research?

How do businesses grow?

What is a stakeholder?

What should a good business aim to achieve?

What are the different ownership structures?

What are the risks and rewards in setting up a business?

What is an enterprise?

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 the purpose of marketing?

Why do different businesses have different aims?

What is liability and why is it important?

What should be included in a Business Plan?

What makes an effective entrepreneur?

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YEAR 10

Year 10 Mock

Year 11 Mock 1

Year 11 Mock 2