Eckington School

KS4 Curriculum Roadmap

Business

Y11

Effective recruitment	Training & developing employees	Business calculations	Understanding business performance
Job description & personal specifications, key job roles, careers learning	Use of technology	* Gross, Net, *ARR, * Profit margin	Business decisions * Analysing data
Motivation & leadership	Organisational structures	The sales process	Managing quality
Remuneration, * Productivity	Tall & flat, effective communication	Customer engagement, product knowledge	Competitive advantage
What is productivity?	Business operations & suppliers	Just in case V's Just in time	Logistics & decision making
* Efficiency, capacity	Job, batch, flow	Stock control	Relationships with suppliers
Making operational decisions	Ethics & the environment	International trade	Globalisation
Impact on costs	Pressure groups, trade offs	Trade bloc	Exports, Imports

Y10

Who are stakeholders	Technology in business	Legislation (consumer & employment	External factors
Stakeholder conflict	Digital communication, E-commerce	Impact on activity	Business cycle, economic climate
Bricks or clicks-location	interest	Sources of finance	Writing a business plan
E-commerce	* Credit, interest rates	Long term, short term	
Business aims & objectives	Types of businesses	Business growth	Cash/revenue, cost & profits
Survival, * calculate market share	Limited liability, incorporation	PLC's, merger & takeover	* Cashflow, breakeven
Spotting a business opportunity	Enterprise & entrepreneurship	The 4 P's of marketing	Business basics
* Interpret & evaluate data	Risk & reward	The marketing mix, product, price, place, promotion	Added value, product & service

* Business calculation skills

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