

BTHCC Business Studies 2021 In the business department we instill in our learners the belief that they are capable of bringing about positive change in our world. We prepare them for adult life in a business environment, building confidence in their understanding of how to treat others fairly whilst becoming resilient citizens in an ever changing society. We inspire students to have the skills to be able to build their own successful business, solving problems, managing resources and reflecting on the impact of all stakeholders in the business.



Enterprise	Finance
Business Idea	Human Resources
External influences	Marketing
Business Growth	Operations

	HT 1	HT 2	HT 3	HT 4	HT 5	HT 6
YEAR 10 Theme 2 preparation	Aims and Objectives	Ethical & environmental Considerations	Pricing decisions	Place	Production processes	Business decisions
	Staff management	Product	Business revenue, costs and profit	Globalisation	Technology in businesses	ARR
	Suppliers and logistics	Sales process	Gross and Net profit	Growth	Training and motivation	Business performance
	Stock control	Quality		Funding growth		

YEAR 11 Forging links with Theme 1 and Theme 2	Business enterprise and planning	Pricing options	Cash management for growth	Training & motivation	Revise Theme 1	Exams
	Business aims & start up options	Financial Decisions	Organisational management	Business Laws		
	Market Research	Promotional options	Ethical & environmental issues	The economy & external influences	Revise Theme 2	
	Competition & quality	Place options	Suppliers & stock control	Business data to make decisions		
	Product	Globalisation & Business growth	Production process & Ways of working			

	A Level Business																
	HT1			HT2			HT3			HT4			HT5	HT6			
Year 12	Business Growth: objectives, ownership			External Influences: CPESTLE			Marketing: segmentation, positioning, the marketing mix			Operations: efficiency, productivity			Finance: analysing performance, sources of finance				
Teacher 1: Mrs Taylor																	
Year 13	Human Resources: objectives, influences			Human Resources: organisational design			Human Resources: relationships			Human Resources: motivation, engagement			Human Resources:	Business Growth: mission, SWOT			
Teacher 2: Miss Dolan																	
Year 13	Business Growth: objectives	Finance: analysing performance	External Influences: CPESTLE			Marketing: segmentation, positioning, the marketing mix	Operations: objectives	Business Growth: ownership	Operations: analysing performance- capacity, labour productivity, inventory			Human Resources: objectives, performance, motivation, relationships, leadership		Business Ideas: decision making, stakeholders	Bespoke Revision of the six units		
Teacher 1: Mrs Taylor																	
Year 13	Business idea: mission	Finance: ratio analysis	External Influences: economy, technology.	Business Ideas: social factors	Enterprise: Technology	Marketing: strategy, positioning	Enterprise: innovation	Business Growth: scale	Operations: internationalisation	Human Resources: managing	External Influences: technology	Business Growth: growth	Human Resources: culture	External Influences: change	Business Ideas: failures	Enterprise: strategic implementation	Bespoke Revision of the four units
Teacher 2: Miss Dolan																	