

**KS4 Business Curriculum Explained**

Our KS4 Business Studies curriculum follows the NCFE Business course, giving students’ a diverse understanding of the dynamic nature of enterprise. It is focused on developing students knowledge and applying this through enterprising skills

Kingsdown Business learners will be able know how to :

* understand entrepreneurial characteristics and business aims and objectives
* legal structures, organisational structures and stakeholder engagement
* understand the marketing mix, market research, market types and orientation types
* understand operations management
* understand internal and external influences on business
* understand research, resource planning and growth for business
* understand human resource requirements for a business start-up
* understand sources of enterprise funding and business finance
* understand business and enterprise planning.

Kingsdown Business Studies will develop skills and knowledge:

* in adapting their own ideas and responding to feedback
* in evaluating their own work
* analysing data and making decisions that are essential for the business and enterprise sector, such as evaluation skills; responding to data; independent working; working to deadlines; efficient use of resources.

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| **Topic** | **Key ideas** | **Why they are learning it and in what order.** |
| Understand entrepreneurship, business organisation importance of stakeholders | What is an Entrepreneur?Skills and Characteristics Financial Vs Non-financial aims Legal Structures  | 1.1 EntrepreneurLearners will know and understand what it means to be an entrepreneur, their motivations, characteristics and skills.1.1.1 Being an entrepreneurLearners should know and understand what it means to be an entrepreneur and what motivates them including: Definition of an entrepreneur Entrepreneurial motivatorso financialo personalo social1.1.2 Entrepreneurial characteristics and skillsLearners will know and understand the characteristics and skills of an entrepreneur and their applications in business, including: Confident Motivated Determined Results-focused Initiative Decision-making Analytical ability Communication.1.2 Business aims and objectivesLearners will know and understand financial and non-financial business aims and objectives and how to apply these in business.1.2.1 Financial aims and objectivesLearners will know and understand the financial aims and objectives that a business might have and be able to apply these in business, including: Break-even point Profitability Increasing revenue Profit maximisation.1.2.2 Non-financial aims and objectivesLearners will know and understand the non-financial aims and objectives that a business might have and be able to apply these in business, including: Customer satisfaction Expansion Employee engagement/satisfaction Diversification Ethical/corporate responsibility.1.3.1 Legal structuresLearners will know and understand the features, liability and sources of finance available to the various legal structures. Learners will know and understand the advantages and disadvantages of each legal structure, including: Sole Trader Partnership Franchise Private Limited Company (Ltd) Public Limited Company (PLC) Cooperative. |
| The importance of Stakeholders within a Business  | Organisational Structures Internal and External Stakeholders  | 1.3.2 Organisational structuresLearners will know and understand the features of organisational structures, linked to span of control and chain of command. Learners will know and understand the advantages and disadvantages of organisational structures, including: Flat organisational structures Tall organisational structures.1.3.3 RestructuringLearners will know and understand how and why a business may restructure its organisation, including: Delayering Redundancies.1.4 Stakeholder EngagementLearners will know and understand the internal and external stakeholders of a business and their aims and objectives, learners will know and understand the advantages of effectively engaging with stakeholders.1.4.1 Internal stakeholdersThe learners will know and understand the internal stakeholders of a business and their needs, including: Employees Managers Owners Workers.1.4.2 External stakeholdersThe learners will know and understand the external stakeholders of a business and their aims and objectives, including: Customers Suppliers Shareholders Local community Government Finance providers.1.4.3 Stakeholder engagementThe learners will know and understand the advantages of stakeholder engagement, including: Staff motivation/retention Improved reputation New ideas Increased share prices. |
| Understand the marketing mix, market research, market types and orientation types | Marketing Mix Product typesProduct Lifecycle Boston MatrixMarket Research  | 2.1 Marketing MixLearners will know and understand the marketing mix covering each of the four elements, including: Product Price Place Promotion.2.1.1 Product typesLearners will know and understand that products can be categorised in different ways, including: Tangible Intangible.2.1.2 Product lifecycleLearners will know and understand the product lifecycle and its stages. Learners will be able to understand the characteristics of each stage and be able to apply this in business. This includes: Introductiono Lack of customer knowledgeo low saleso advertising higho profit low or loss being madeo low market share. Growtho increased saleso increased customer knowledgeo profit may begin/riseo competitors may enter the market. Maturityo sale at the maximumo profit is maximisedo competition levels very higho customer interest peakso no further room for sales expansion. Declineo sales decreaseo customer interest dropso customers switch to substitute productso product becomes unfashionable or undesirable.Product lifecycle-extension strategiesLearners will know and understand the purpose of extension strategies and the range of extension strategies available to businesses, including: New advertising campaigns New pricing strategies New product features.Product development and innovationLearners will know and understand why product development and innovation is important to business, including: Remaining competitive Entering new markets Increasing market share.2.1.3 Boston MatrixLearners will know and understand the Boston Matrix and how it applies to business and enterprise. Learners will know and understand the structure of the Boston Matrix and the characteristics of the four categories, including: Stars Question marks Cash cows Dogs.2.1.4 PlaceLearners will know and understand the factors that a business should consider when deciding on a location and be able to apply this to business decisions. Learners will know and understand channels of distribution. This includes: Factors affecting placeo customer locationo location of raw materialso transport and infrastructure linkso availability of staff. Channels of distribution. Learners will know and understand the features of distribution channels and why they are selected, including:o agento wholesalero retailero direct. E-commerce. Learners will know and understand e-commerce, including advantages and disadvantages to businesses and customers.PriceLearners will know and understand the concept of equilibrium price and various pricing strategies, and the advantages and limitations of each, including: Supply, demand and equilibrium price Cost plus pricing Price skimming Penetration pricing Psychological pricing Loss leaders Competitive pricing Promotional pricing.Learners will not be expected to draw a supply and demand diagram, but will need to know its structure and how to interpret one.2.1.6 PromotionLearners will know and understand the promotion methods available to business and promotional objectives, including: Promotional methodso advertisingo sales promotiono personal sellingo direct marketing. Promotional objectiveso increasing consumer knowledgeo increasing market shareo communicating with customerso encouraging purchasingo developing customer loyalty.2.2 Market Research and MarketsLearners will know and understand data types, market research methods, the advantages and disadvantages of each method and how to apply these in business.2.2.1 Data typesLearners will know and understand different types of data, collected from market research activities, and the advantages and disadvantages of each, including: Qualitative data Quantitative data.2.2.2 Primary researchLearners will know and understand the term primary research. Learners will be able to give examples of primary research methods and their advantages and disadvantages, including: Questionnaires Observations Focus groups Telephones interviews. |