



## **Business, Economics and Finance Curriculum Map**

<p><b>Why do we teach Business &amp; Economics?</b></p> <p>Our vision is to develop real world, enterprising, higher education and employability skills for tomorrow's work force (leaders). Our students are at the heart of the curriculum as we prepare our boys and girls for the dynamic and global business environment.</p>	<p><b>How do we teach Business &amp; Economics?</b></p> <p>Our teaching and learning approach support our students to engage with curriculum content by incorporating strategies below:</p> <ol style="list-style-type: none"><li>1. Memory Bank and Do Now task challenging learning from previous lesson or introduces new concept through an activity or exam question.</li><li>2. Questioning to engage, stretch and deepen thinking</li><li>3. Role modelling which develops exam techniques and skills through oracy, reading and writing.</li><li>4. Emphasising the use of connectives in developing sequential answers though graphic organisers and other useful techniques.</li><li>5. Learning Mats to organise revision as well as to aid in retrieval practice.</li><li>6. Interweaving concepts across the curriculum which results in a more holistic approach to delivery of content.</li><li>7. Students are supported with their learning with PLCs, Unit plans and outlines, booklets, and electronic resources to re-enforce content.</li></ol>
<p><b>What do we teach in Business?</b></p> <p>We offer students a full and comprehensive suite of qualifications including GCSE Business at Key stage 4, A 'Level Economics, Level 3 OCR Cambridge Technical in Business, LIBF Certificate and Diploma in Finance. The department is also pivotal in providing "Bridging Level 1 /2 Courses" which includes BTEC Business and LIBF Level 2 Certificate in Financial Education (CeFE).</p>	<p><b>How is Business personalised for our learners?</b></p> <p>Our students are fascinated about the fundamental knowledge of business structure and ownership which familiarises them to new and complex terminology and clears up their misconceptions that our courses are all about money. Throughout the courses we use a range of relatable case studies and examples. We examine issues relating to discrimination in the workplace, environmental issues and housing market crises and how these affect various demographic groups potentially linked to their current family structure. We examine income distribution across the UK in comparison to London as well as the financial sector focusing on Canary Wharf. We study the culture of consumer spending and how young people are affected as well as reflecting on their own families. By looking at Urban planning we are able to focus our students on the planning issues in their local area. Students are encouraged to showcase their creativity as well as incorporate the use of examples from businesses they are familiar with or have an affiliation with. Case studies are carefully selected to represent scope and depth as well as expose students to more diverse variety of businesses.</p>



## Business, Economics and Finance Curriculum Map

Year 10	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
<b>Key content</b>	<b>1.4 Making the business effective</b>	<b>1.1 Enterprise and entrepreneurship</b>	<b>1.2 Spotting a business opportunity</b>	<b>1.3 Putting a business idea into practice</b>	<b>1.5 Understanding external influences on business</b>	<b>Practical research project, revision, and end of year exams</b>
<b>Key concepts &amp; skills</b>	1.4.1 – The options for start-up and small business 1.4.2 – Business location 1.4.3 – The marketing mix 1.4.4 – Business plans	1.1.1 – The dynamic nature of business 1.1.2 – Risk and reward 1.1.3 – The role of business enterprise	1.2.1 – Customer needs 1.2.2 – Market research 1.2.3 – Market segmentation 1.2.4 – The competitive environment	1.3.1 – Business aims and objectives 1.3.2 – Business revenues, costs, and profits 1.3.3 – Cash and cash flow 1.3.4 – Sources of business finance	1.5.1 – Business stakeholders 1.5.2 – Technology and business 1.5.3 – Legislation and business 1.5.4 – The economy and business 1.5.5 – External influences	End of Theme 1 revision where teachers re-emphasise the approaches to exam questions, key terms, and financial formulas.
<b>Summative Assessment</b>	1.4 End of topic exam (timed, 49 marks)	1.1 End of topic exam (timed, 40 marks)	1.2 End of topic exam (timed, 52 marks)	1.3 End of topic exam (timed, 56 marks)	1.5 End of topic exam (timed, 52 marks)	Theme 1 Paper (timed, 90 marks)
<b>Builds on</b>	Prior knowledge of businesses and start ups					Prior learning to build exam technique
<b>Builds towards</b>	Liability and risk Marketing Planning for change	Enterprise and entrepreneurship. Risk and reward in business, and how risk can be coped with.	Analysing markets in terms of classifying consumer characteristics How consumers can be reached and targeted, and what strategies can be developed to cope with competition.	Analyse business aims and objectives, and how they change over time and with business context. Business revenues, costs, and profits. Cash and cash flow.	External factors on markets Strategies to develop change	Theme 2 in Year 11



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YEAR 11	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1
<b>Key content</b>	2.1 Growing the Business	2.2 Making marketing decisions Examinations  2.4 Making financial decisions	2.3 Making operational decisions	2.5 Making human resource decisions	<b>Practical research project, revision for External examinations</b>
<b>Key concepts &amp; skills</b>	<ul style="list-style-type: none"> <li>➤ 2.1.1 Business Growth</li> <li>➤ 2.1.2 Changes in Business aims and objectives</li> <li>➤ 2.1.3 Business and Globalisation</li> <li>➤ 2.1.4 Ethics, the environment and business</li> </ul>	<ul style="list-style-type: none"> <li>➤ 2.2.1 Product</li> <li>➤ 2.2.2 Price</li> <li>➤ 2.2.3 Promotion</li> <li>➤ 2.2.4 Place</li> <li>➤ 2.2.5 Using the marketing mix to make business decisions</li> <li>➤ 2.4.1 Business calculations</li> <li>➤ 2.4.2 Understanding business performance</li> </ul>	<ul style="list-style-type: none"> <li>➤ 2.3.1 Business operations</li> <li>➤ 2.3.2 Working with suppliers</li> <li>➤ 2.3.3 Managing quality</li> <li>➤ 2.3.4 The sales process</li> </ul>	<ul style="list-style-type: none"> <li>➤ 2.5.1 Organisational structures</li> <li>➤ 2.5.2 Effective recruitment</li> <li>➤ 2.5.3 Effective training and development</li> <li>➤ 2.5.4 Motivation</li> </ul>	<ul style="list-style-type: none"> <li>➤ End of Theme 1 and 2 revision where teachers re-emphasise the approaches to exam questions, key terms, and financial formulas.</li> </ul>
<b>Summative Assessment</b>	2.1 End of topic exam (timed, 41 marks)	2.2 End of topic exam (timed, 50 marks) 2.4 End of topic exam (timed, 25 marks) Theme 1 Mock Exam	2.3 End of topic exam (timed, 55 marks)	2.5 End of topic exam (timed, 58 marks) Theme 2 Mock Exam	External Exam Theme 1 and Theme 2 (90 min each)
<b>Builds on</b>					
<b>Builds towards</b>					



## Business, Economics and Finance Curriculum Map

We offer both CTEC Extended Certificate (equivalent to 1 A-Level) and CTEC Diploma (equivalent to 2 A-Levels). Both courses are 2-year courses with the Extended Certificate receiving 5 hours per week and the Diploma receiving 10. Please see below for the breakdown of each course. CTEC Diploma study all the units below over 2 years whereas CTEC Extended Certificate study 5.

### *CTEC Diploma (Equivalent to 2 A-Levels)*

Year 12	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
<b>Units</b>	UNIT 1 The Business Environment (Ex) UNIT 6 Marketing Strategy UNIT 2 Working in Business (Ex)	UNIT 1 The Business Environment (Ex) UNIT 6 Marketing Strategy UNIT 2 Working in Business (Ex)	UNIT 1 The Business Environment (Ex) UNIT 6 Marketing Strategy UNIT 4 Customers and Communication Unit 7 Marketing Campaign	UNIT 1 The Business Environment (Ex) UNIT 6 Marketing Strategy UNIT 4 Customers and Communication Unit 7 Marketing Campaign	UNIT 1 The Business Environment (Ex) UNIT 6 Marketing Strategy UNIT 5 Marketing and Market research Unit 7 Marketing Campaign	UNIT 1 The Business Environment (Ex) UNIT 6 Marketing Strategy UNIT 16 Principles of Project Management

Year 13	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
<b>Units</b>	UNIT 22 Delivering a Business Project UNIT 15 Change Management (Ex) UNIT 3 Business Decisions (Ex)	UNIT 22 Delivering a Business Project UNIT 15 Change Management (Ex) UNIT 3 Business Decisions (Ex)	UNIT 22 Delivering a Business Project	UNIT 22 Delivering a Business Project	UNIT 22 Delivering a Business Project	Exams and retakes

### *CTEC Extended Certificate (Equivalent to 1 A-Level)*

Year 12	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
<b>Units</b>	UNIT 1 The Business Environment (Ex) UNIT 2 Working in Business (Ex)	UNIT 1 The Business Environment (Ex) UNIT 2 Working in Business (Ex)	UNIT 1 The Business Environment (Ex)	UNIT 1 The Business Environment (Ex) UNIT 4 Customers and Communication (I)	UNIT 1 The Business Environment (Ex)	UNIT 1 The Business Environment (Ex)

Year 13	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
<b>Units</b>	UNIT 3 Business Decisions (E)	UNIT 3 Business Decisions (E)	UNIT 16 Principles of Project Management	UNIT 4 Customers and Communication (I)	Exams and resits	Exams and resits



## Business, Economics and Finance Curriculum Map

CTEC	Unit 1	Unit 2	Unit 3	Unit 4	Unit 5
<b>Key content</b>	UNIT 1 The Business Environment (Ex)	UNIT 2 Working in Business (Ex)	UNIT 3 Business Decisions (Ex)	UNIT 4 Customers and Communication	UNIT 5 Marketing and Market research
<b>Key concepts &amp; skills</b>	<ul style="list-style-type: none"> <li>➤ Types of business and objectives</li> <li>➤ Different functions in a business and how they work together</li> <li>➤ Organisational structures</li> <li>➤ Financial information to check the financial health of businesses</li> <li>➤ Business responses to changes in their economic, social and technological environment</li> <li>➤ Business planning</li> </ul> <p><b>Analyse, synthesise, calculate, evaluate and reflect</b></p>	<ul style="list-style-type: none"> <li>➤ Business Protocols</li> <li>➤ Factors influencing the arrangement of Business Meetings</li> <li>➤ Prioritise Business Tasks</li> <li>➤ Business documents</li> </ul> <p><b>Analyse, synthesise, evaluate, calculate and reflect</b></p>	<ul style="list-style-type: none"> <li>➤ Factors of Decision Making</li> <li>➤ Use of Financial Data</li> <li>➤ Human Resources</li> <li>➤ Marketing</li> <li>➤ Resources of project and Change management linked to Business Decision making</li> </ul> <p><b>Analyse, synthesise, evaluate, calculate and reflect</b></p>	<ul style="list-style-type: none"> <li>➤ Customers and their importance</li> <li>➤ Communicating with Customers</li> <li>➤ Dealing with unforeseen events</li> <li>➤ Convey Business Messages</li> <li>➤ Legal Constraints, Ethical and security issues facing a business in relation to information and communication.</li> </ul> <p><b>Independent Research, Verbal and non - verbal communication Presentations Report writing Referencing</b></p>	<ul style="list-style-type: none"> <li>➤ The role of marketing in businesses</li> <li>➤ Constraints on marketing</li> <li>➤ Primary and Secondary Market Research</li> <li>➤ Research Findings</li> </ul> <p><b>Independent Research Verbal and non - verbal communication Presentations Report writing Referencing</b></p>
<b>Summative Assessment</b>	<ul style="list-style-type: none"> <li>➤ End of Topic Multiple Choice questions</li> <li>➤ Past paper questions</li> </ul>	<ul style="list-style-type: none"> <li>➤ End of Topic questions</li> <li>➤ Past paper questions</li> </ul>	<ul style="list-style-type: none"> <li>➤ End of Topic Questions</li> <li>➤ Pre-release Case study investigation</li> <li>➤ Past paper questions</li> </ul>	<p>Coursework Tasks (Task 1A , 1B , 2A, 2B)</p> <ul style="list-style-type: none"> <li>➤ Pass- 10 criteria</li> <li>➤ Merit - 4 criteria</li> <li>➤ Distinction – 2 criteria</li> </ul>	<p>Coursework Tasks:1, 2, 3</p> <ul style="list-style-type: none"> <li>➤ 9 Pass criteria</li> <li>➤ 3 Merit criteria</li> <li>➤ 2 Distinction criteria</li> </ul>
<b>Builds on</b>	<ul style="list-style-type: none"> <li>➤ How and why businesses operate in the way they do.</li> <li>➤ the influence different stakeholders can have on a business</li> </ul>	<p>Students understanding of</p> <ul style="list-style-type: none"> <li>➤ Protocols to be followed when working in business</li> <li>➤ How to communicate effectively with stakeholders</li> </ul>	<ul style="list-style-type: none"> <li>➤ External influences and constraints and how businesses could respond</li> <li>➤ Why businesses plan</li> <li>➤ Performance of businesses to inform future business activities</li> <li>➤ Protocols to be followed in business</li> </ul>	<ul style="list-style-type: none"> <li>➤ Types of businesses and their objectives</li> <li>➤ Effective stakeholder communication</li> <li>➤ Factors to be considered when making business decisions.</li> <li>➤ The external influences and constraints and how businesses respond</li> </ul>	<ul style="list-style-type: none"> <li>➤ How marketing information informs business decisions.</li> <li>➤ The purpose of marketing strategies</li> <li>➤ The purpose of marketing campaigns</li> </ul>
<b>Builds Towards</b>	<ul style="list-style-type: none"> <li>➤ The importance of different functions within a business and how they work together</li> <li>➤ the legal, financial, ethical and resource constraints under which a business must operate and how these can affect business behaviour</li> </ul>	<ul style="list-style-type: none"> <li>➤ The role of key stakeholders in financial services provision.</li> <li>➤ Characteristics of financial products</li> <li>➤ Constraints and issues affecting the sharing, storing and use of information for business communications</li> <li>➤ the impact of legislation and regulations</li> </ul>	<ul style="list-style-type: none"> <li>➤ Factors to be taken into account when making business decisions</li> <li>➤ The role of marketing in businesses.</li> <li>➤ to use data to monitor change management in businesses</li> <li>➤ the drivers of change</li> <li>➤ Manage change and overcome barriers</li> </ul>	<ul style="list-style-type: none"> <li>➤ The purpose, methods and importance of business communication.</li> <li>➤ The appropriateness of different forms of communication for different situations.</li> <li>➤ Legal constraints, ethical and security issues to consider when storing and communicating with customers.</li> </ul>	<ul style="list-style-type: none"> <li>➤ the different marketing strategies that businesses utilise.</li> <li>➤ Legal aspects of marketing and how these influence business decisions.</li> <li>➤ how to collate result and present findings.</li> </ul>



## Business, Economics and Finance Curriculum Map

CTEC	Unit 6	Unit 7	Unit 15	Unit 16	Unit 22
<b>Key content</b>	UNIT 6 Marketing Strategy	UNIT 7 Marketing Campaign	UNIT 15 Change <b>Management (Ex)</b>	UNIT 16 Principles of Project Management.	UNIT 22 Delivering a Business Project
<b>Key concepts &amp; skills</b>	<ul style="list-style-type: none"> <li>➤ Purpose of marketing strategies</li> <li>➤ Factors influencing marketing strategies</li> <li>➤ Digital Marketing</li> <li>➤ Benefits of Branding</li> <li>➤ Use of Business Tools to propose marketing strategy</li> </ul> <p><i>Independent Research Verbal and non-verbal communication Presentations</i> <i>Report writing Referencing</i></p>	<ul style="list-style-type: none"> <li>➤ Purpose of marketing Campaigns</li> <li>➤ Elements of Marketing Mix</li> <li>➤ Digital Marketing and impact on business and customers</li> <li>➤ Role of public relations, advertising and digital marketing agencies in business</li> </ul> <p><i>Independent Research Verbal and non-verbal communication Presentations</i> <i>Report writing Referencing</i></p>	<ul style="list-style-type: none"> <li>➤ Drivers of Change</li> <li>➤ Theories of Change Management</li> <li>➤ Importance of managing Change</li> <li>➤ Barriers to Change</li> <li>➤ Impacts of change on businesses and stakeholders</li> </ul> <p><i>Independent Research Verbal and non-verbal communication Presentations</i> <i>Report writing Referencing</i></p>	<ul style="list-style-type: none"> <li>➤ Stages of project management</li> <li>➤ Role of a project manager</li> <li>➤ External and Internal factors that can influence the success of a project.</li> <li>➤ Risks and Contingencies</li> <li>➤ Components of a Project plan</li> </ul> <p><i>Independent Research Verbal and non-verbal communication Presentations</i> <i>Report writing Referencing</i></p>	<ul style="list-style-type: none"> <li>➤ Scope a project</li> <li>➤ Collaborate to deliver a project</li> <li>➤ Project documentation</li> <li>➤ Evaluate the effectiveness of the project against its objectives and own contribution to the project</li> </ul> <p><i>Independent Research Verbal and non-verbal communication Presentations</i> <i>Report writing Referencing</i></p>
<b>Summative Assessment</b>	Coursework Tasks: 1, 2A, 2B, 3A <ul style="list-style-type: none"> <li>➤ 8 Pass criteria</li> <li>➤ 4 Merit criteria</li> <li>➤ 2 Distinction criteria</li> </ul>	Coursework Tasks 1,2,3 <ul style="list-style-type: none"> <li>➤ 10 Pass criteria</li> <li>➤ 3 Merit criteria</li> <li>➤ 2 Distinction criteria</li> </ul>	<ul style="list-style-type: none"> <li>➤ End of Topic Questions</li> <li>➤ Pre-release Stimuli investigation</li> <li>➤ Past paper questions</li> </ul>	Coursework Task 1 to 4 <ul style="list-style-type: none"> <li>➤ 5 Pass criteria</li> <li>➤ 2 Merit criteria</li> <li>➤ 2 Distinction criteria</li> </ul>	Coursework Tasks: 1, 2,3,4 <ul style="list-style-type: none"> <li>➤ 18 Pass criteria</li> <li>➤ 5 Merit criteria</li> <li>➤ 3 Distinction criteria</li> </ul>
<b>Builds on</b>	<ul style="list-style-type: none"> <li>➤ The role of marketing in businesses</li> <li>➤ Validating and presenting market research findings</li> <li>➤ Digital marketing and impact it has on businesses and their customers</li> </ul>	<ul style="list-style-type: none"> <li>➤ The constraints on marketing</li> <li>➤ Digital marketing</li> <li>➤ Effective stakeholder communication</li> <li>➤ External influences and constraints on businesses and their response</li> </ul>	<ul style="list-style-type: none"> <li>➤ Factors to be considered when making business decisions</li> <li>➤ Financial data to inform decisions.</li> <li>➤ How to use resource, project and change management information to inform business decisions</li> </ul>	<ul style="list-style-type: none"> <li>➤ Prioritising business tasks.</li> <li>➤ Factors to be considered when making business decisions</li> <li>➤ The relationship between businesses and stakeholders</li> <li>➤ Conveying business messages</li> </ul>	<ul style="list-style-type: none"> <li>➤ How key internal and external stakeholders are an important asset to success of the project.</li> <li>➤ Importance of teamwork</li> <li>➤ Creation and use of project monitoring tools.</li> </ul>
<b>Builds Towards</b>	<ul style="list-style-type: none"> <li>➤ Key elements and objectives of marketing methods</li> <li>➤ Importance of brand management</li> <li>➤ Marketing methods and tools</li> <li>➤ Ability to create a proposed marketing strategy.</li> </ul>	<ul style="list-style-type: none"> <li>➤ How to plan and create a marketing campaign</li> <li>➤ How to create and pitch a planned marketing campaign.</li> </ul>	<ul style="list-style-type: none"> <li>➤ How to interpret quantitative and qualitative data to establish effective change management.</li> <li>➤ How to support implementation of change to ensure organisational objectives of change are met.</li> </ul>	<ul style="list-style-type: none"> <li>➤ The skills project managers need</li> <li>➤ Why the components of a project plan are important throughout project life cycle.</li> </ul>	<ul style="list-style-type: none"> <li>➤ How business projects are planned, implemented, monitored, and controlled.</li> <li>➤ Internal and external factors that can impact on business projects.</li> </ul>



## Business, Economics and Finance Curriculum Map

Year 12 Finance	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
<b>Key content</b>	What areas to be considered in establishing Financial Capability for the immediate and short term?				Review of Pre- release case study	Prepare for Year 13
<b>Key concepts &amp; skills</b>	<ul style="list-style-type: none"> <li>• Purposes of money</li> <li>• The Personal Lifecycle</li> <li>• Payment Methods</li> <li>• Everyday Banking</li> <li>• Saving Products</li> </ul>	<ul style="list-style-type: none"> <li>• Borrowing Products</li> <li>• Providers</li> <li>• Consumer Protection</li> <li>• Budgets and forecasts</li> <li>• Dealing with unexpected events</li> <li>• Dealing with Debt</li> <li>• Earnings</li> </ul>	<ul style="list-style-type: none"> <li>• Needs, Wants and Aspirations</li> <li>• Savings &amp; Investment Products</li> <li>• Borrowing Products</li> <li>• Dealing with long term risks</li> <li>• Financial Planning</li> </ul>	<ul style="list-style-type: none"> <li>• Financial planning</li> <li>• Dealing with unforeseen events</li> <li>• Ethics and Sustainability</li> <li>• Sources of Information and Advice</li> <li>• Informed Choices</li> </ul>	<ul style="list-style-type: none"> <li>• Financial data information,</li> <li>• Financial services products and services</li> <li>• Financial sustainability and ethics to enhance financial literacy</li> </ul>	Consolidation and revision  Group work/collaboration Research skills Recognising real world impact on their life as a consumer and future employee
<b>Summative Assessment</b>	End of Topic Multiple Choice questions Past paper questions	End of Topic Multiple Choice questions Past paper questions UNIT 1 EXAM	End of Topic Multiple Choice questions Past paper questions	End of Topic Multiple Choice questions Case study prep	End of Topic Multiple Choice questions Past paper questions UNIT 2 EXAM	Multiple Choice questions Past paper questions RESIT EXAMS
<b>Builds on</b>		Value and purposes of money. Personal life cycle and the impact of external influences. Features of financial services products	Individual's financial needs through the various life stages. Influence of values, needs, wants and aspirations on financial decision-making.	Features of risks and rewards in managing personal finances. Features of different types of financial services product	Using appropriate data information to infer judgements and put forward sound arguments.	Use of Unit 1 and 2 results to add context and application to topics learned. Independently learn in preparation for further / higher academic study.
<b>Builds Towards</b>	Financial data and information, Financial services products and services and Financial sustainability and ethics to enhance financial literacy.	Stakeholders role in financial services. Financial products for managing money. Poor decision-making Impact of legislation and regulations	How to budget for future aspirations and life events. How to plan for medium- and long-term financial needs.	Informed financial choices in the selection of financial services products. When, where and how an individual can get financial help and advice.	Consolidating understanding and retaining knowledge of Unit 1 and 2 topics	Year 13 course



## Business, Economics and Finance Curriculum Map

Year 13 Finance	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
<b>Key content</b>	Sustainability of an Individual's Finance		Sustainability of the Financial Services System		Review of Pre- release case study	Exam Re-sits
<b>Key concepts &amp; skills</b>	<ul style="list-style-type: none"> <li>Personal Financial Sustainability</li> <li>How the state can help</li> <li>The impact of external factors</li> </ul>	<ul style="list-style-type: none"> <li>Monitoring and adapting personal financial problems</li> <li>Good debt, bad debt</li> <li>The impact of global events and ethics</li> <li>The impact of recent changes</li> </ul>	<ul style="list-style-type: none"> <li>The financial system</li> <li>Competition in the financial services sector</li> <li>Sustainability in the financial services sector</li> <li>The impact of the media on the sustainability of financial services</li> </ul>	<ul style="list-style-type: none"> <li>External influences on the financial services</li> <li>The impact of change and uncertainty on financial products</li> <li>Marketing materials and effectiveness</li> <li>Attracting customers</li> <li>Market Segmentation and product development</li> </ul>	<ul style="list-style-type: none"> <li>Consolidating understanding and retaining knowledge of Unit 3 and 4 topics.</li> </ul>	<ul style="list-style-type: none"> <li>Consolidating understanding and retaining knowledge of Unit 3 and 4 topics.</li> <li>Group work/collaboration</li> <li>Research skills</li> <li>Recognising real world impact on their life as a consumer and future employee</li> </ul>
<b>Summative Assessment</b>	End of Topic Multiple Choice questions Past paper questions	End of Topic Multiple Choice questions Past paper questions UNIT 3 EXAM	End of Topic Multiple Choice questions Past paper questions	End of Topic Multiple Choice questions Case study prep	End of Topic Multiple Choice questions Past paper questions UNIT 4 EXAM	Multiple Choice questions Past paper questions RESIT EXAMS
<b>Builds on</b>	Unit 1 and Unit 2 knowledge	Personal Budgets Adapting financial plans Debt and borrowing solutions	Impact on the consumer of changes that have occurred in financial services	External factors influence upon financial services providers Marketing materials	Data analysis skills	
<b>Builds Towards</b>	Financial sustainability for individuals External factors influencing performance	Impact of global events, developments Changes in the financial services industry	Financial services providers Sustainability for financial services providers.	How financial services providers attract consumers. Market segmentation and product development are used to meet the needs, of financial consumers.	Consolidate understanding and retaining knowledge of Unit 3 and 4 topics	





## Business, Economics and Finance Curriculum Map

Year 12 Economics	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
<b>Key content</b>	<b>The measurement of macroeconomic performance</b> <b>Economic Methodology and the Economic Problem</b>	<b>How the macroeconomy works</b> <b>Price determination in a competitive market</b>	<b>Economic performance</b> <b>Market Failure and Government Intervention</b>	<b>Macroeconomic policy</b> <b>Market Failure and Government Intervention</b>	<b>Macroeconomic policy</b> <b>Individual Economic Decision Making</b>	<b>Mock exams and introduction to AL economics</b> <b>Production costs and revenue</b>
<b>Key concepts &amp; skills</b>	<ul style="list-style-type: none"> <li>• The objectives of government economic policy</li> <li>• Macroeconomic indicators</li> <li>• Index numbers</li> <li>• The circular flow of income</li> <li>• Scarcity</li> <li>• Opportunity cost</li> <li>• PPF</li> </ul>	<ul style="list-style-type: none"> <li>• AD and AS analysis</li> <li>• Determinants of SRAS and LRAS</li> <li>• Economic growth and the economic cycle</li> <li>• Application skills</li> <li>• Supply and demand</li> <li>• Elasticities</li> <li>• Interrelationship between markets</li> </ul>	<ul style="list-style-type: none"> <li>• Employment and unemployment</li> <li>• Inflation and deflation</li> <li>• The balance of payments on current account</li> <li>• Evaluative skills</li> <li>• Price mechanism</li> <li>• Public goods</li> <li>• Externalities</li> </ul>	<ul style="list-style-type: none"> <li>• Possible conflicts between macroeconomic policy objectives</li> <li>• Monetary policy</li> <li>• Fiscal policy</li> <li>• Merit/demerit goods</li> <li>• Poverty and inequality</li> <li>• Government intervention/failure</li> </ul>	<ul style="list-style-type: none"> <li>• Supply-side policy</li> <li>• Evaluative skills</li> <li>• Revision</li> <li>• Consumer behaviour</li> <li>• Imperfect information</li> <li>• Behavioural economics policy and theory</li> </ul>	<ul style="list-style-type: none"> <li>• The measurement of macroeconomic performance</li> <li>• National income data</li> <li>• Productivity</li> <li>• Economies of scale</li> <li>• Different costs</li> <li>• The long run and the short run</li> </ul>
<b>Summative Assessment</b>	Knowledge questions	Past papers	Past papers	Past papers	Past papers	Year 12 Mock: Unit 1 and Unit 2 Past papers
<b>Builds on</b>	N/A	Circular flow of income Economic problem	AS/AD analysis Supply and demand analysis	Macroeconomic objectives Market malfunctioning	AD/AS Analysis Classical economic theory Rational decision making	Exam technique
<b>Builds towards</b>	AS/AD analysis Systems to allocate resources	Macroeconomic objectives Supply and demand analysis	Policies to achieve objectives Market failures and government intervention	Policies to achieve macroeconomic objectives Government intervention	End of year exams	Unit 1 Exam Unit 2 Exam



## Business, Economics and Finance Curriculum Map

Year 13 Economics	Autumn 1	Autumn 2	Spring 1	Spring 2
<b>Key content</b>	How the macroeconomy works The international economy Production costs and revenue	Economic performance Fiscal policy and supply-side policies Perfect Competition, imperfectly competitive markets and monopoly	Financial markets and monetary policy The Labour market, poverty and inequality	The market mechanism, market failure and government intervention
<b>Key concepts &amp; skills</b>	<ul style="list-style-type: none"> <li>Aggregate demand and the level of economic activity</li> <li>Determinants of long-run aggregate supply</li> <li>Globalisation and trade</li> <li>The balance of payments</li> <li>Exchange rates</li> <li>The law of diminishing returns</li> <li>MC, AC cost curves</li> <li>Marginal and average revenue</li> <li>Profit maximisation</li> <li>Economies of scale 2</li> <li>Technological change</li> </ul>	<ul style="list-style-type: none"> <li>Economic growth and development</li> <li>Fiscal policy</li> <li>Supply-side policies</li> <li>Possible conflicts between macroeconomic policy objectives</li> <li>Perfect competition</li> <li>Monopolies</li> <li>Monopolistic competition</li> <li>Oligopolistic markets</li> <li>Contestable markets</li> <li>Consumer surplus</li> </ul>	<ul style="list-style-type: none"> <li>The structure of financial markets and financial assets</li> <li>Commercial/investment banks</li> <li>Central banks and monetary policy</li> <li>Regulation of financial markets</li> <li>Quantitative skills</li> <li>Supply and demand of labour</li> <li>Wage determination</li> <li>Trade union</li> <li>Minimum wage</li> <li>Discrimination</li> <li>Poverty and inequality 2</li> </ul>	<ul style="list-style-type: none"> <li>Higher level analysis and evaluative points</li> <li>Current economic performance</li> <li>Price mechanism</li> <li>Market failure</li> <li>Competition policy</li> <li>Privatisation and nationalisation</li> <li>Government intervention 2</li> <li>Government failure 2</li> </ul>
<b>Summative Assessment</b>	Essay question Diagrams Test	Mock exam – data response Essay 2 – eco growth and development	Mock exam – Full past paper	Mock exam Paper 3 – past paper
<b>Builds on</b>	AD/AS/LRAS analysis Production costs and revenue	Fiscal and supply-side policy from Y12 Costs and revenue and profit maximisation MC=MR	Monetary policy knowledge from Y12 Supply and demand Profit Maximisation theory	All prior knowledge
<b>Builds towards</b>	Economic development and growth Market structures, behaviour of firms	Evaluative comparison between policies and effect on macro objectives Government intervention in markets	Final examination paper 1 and 3	Final examination paper 1 and 3

## Business, Economics and Finance Curriculum Map

