

Bishop Milner Catholic College



Curriculum Plan-Subject: Year 13 Applied Business

Autumn Term		Spring Term		Summer Term	
<p>PWA - coursework</p> <p>BS08 Business Planning</p> <p>Task 1 - introduction - executive summary</p> <p>Task 2a Market research</p> <p>Task 2b - market proposal</p> <p>Task 2c - Marketing plan</p> <p><b>Skills</b></p> <ul style="list-style-type: none"> <li>- Knowledge &amp; understanding</li> <li>- Application of theory to solve problem/answer question</li> <li>- Analysis - explain using chain of argument to show full understanding weighing up arguments</li> <li>Research - get real examples to illustrate answer</li> </ul>	<p>JCU - BS12 - Managing People Exam unit</p> <ul style="list-style-type: none"> <li>- Types of organisational structure</li> <li>- Effects of organisational structure on communication</li> <li>- Effects of organisational structure on motivation</li> <li>- The (4) functions of management</li> <li>- The (4) skills managers need</li> <li>- Types (3) of decision making</li> <li>- Decision Making tools</li> <li>- Critical Path Analysis - advantages &amp; disadvantages</li> <li>- Statistical analysis - advantages &amp; disadvantages</li> <li>- Decision Trees - advantages &amp; disadvantages</li> </ul>	<p>PWA - coursework</p> <p>BS08 Business Planning</p> <p>Finish off BS08 CW - before starting BS10 - Promotional Planning</p> <p>BS10 - Promotional Planning</p> <p>Stage 1: What are the objectives of the campaign?</p> <p>Stage 2: Who is the campaign aimed at?</p> <p>Stage 3: What is the message?</p> <p>Stage 4: What is the budget?</p> <p>Stage 5: What mix will be used? The 4 P's and the AIDA model</p>	<p>JCU - BS12 - Managing People Exam unit</p> <ul style="list-style-type: none"> <li>- Delegation and its effect on staff and managers</li> </ul> <p>Preparation for BS12 mock exam</p> <p>After feedback and analysis of BS12 performance</p> <p>Revision for topics taught - see sequence for each topic. Focusing on answering past exam paper questions</p> <p><b>Skills</b></p> <ul style="list-style-type: none"> <li>- Knowledge &amp; understanding</li> <li>- Application of theory to solve problem/answer question</li> <li>- Analysis - explain using chain of argument to show full understanding weighing up arguments</li> <li>Research - get real examples to illustrate answer</li> <li>Evaluate = Distinction</li> </ul>	<p>PWA - support JCU - BS12 - Managing People Exam unit</p> <p>Revision for topics taught - see sequence for each topic. Focusing on answering past exam paper questions</p> <p><b>Skills</b></p> <ul style="list-style-type: none"> <li>- Knowledge &amp; understanding</li> <li>- Application of theory to solve problem/answer question</li> <li>- Analysis - explain using chain of argument to show full understanding weighing up arguments</li> <li>Research - get real examples to illustrate answer</li> <li>Evaluate = Distinction</li> </ul>	<p>JCU - BS12 - Managing People Exam unit</p> <p>Revision for topics taught - see sequence for each topic. Focusing on answering past exam paper questions</p> <p><b>Skills</b></p> <ul style="list-style-type: none"> <li>- Knowledge &amp; understanding</li> <li>- Application of theory to solve problem/answer question</li> <li>- Analysis - explain using chain of argument to show full understanding weighing up arguments</li> <li>Research - get real examples to illustrate answer</li> <li>Evaluate = Distinction</li> </ul>
<b>HALF TERM</b>					

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<p>BS08 Business Planning</p> <p>Task 3a operation plan - research</p> <p>Task 3b operation plan</p> <p>Task 4 Finance plan</p> <p>Task 5 - evaluation</p> <p><b>Skills</b></p> <ul style="list-style-type: none"> <li>- Knowledge &amp; understanding</li> <li>- Application of theory to solve problem/answer question</li> <li>- Analysis - explain using chain of argument to show full understanding weighing up arguments</li> <li>Research - get real examples to illustrate answer</li> <li>Evaluate = Distinction</li> </ul>	<p>JCU - BS12 - Managing People Exam unit</p> <ul style="list-style-type: none"> <li>- Power &amp; authority</li> <li>- 5 sources of power</li> <li>- Effects of power on staff</li> <li>- Leadership styles</li> <li>- Autocratic management</li> <li>- Paternalistic management</li> <li>- Laissez-faire management</li> <li>- Democratic management</li> <li>- Participative management</li> <li>- Maslow's Hierarchy of Needs</li> <li>- Herzberg's 2 factor theory</li> <li>- McGregor's Theory X &amp; Theory Y about managers</li> <li>- Effect of management styles on motivation</li> </ul> <p>Empowerment and its effect on staff and managers</p>				
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