

LONG TERM PLANS

Year Overview (Business Year 12) Level 3 Cambridge Technicals in Business

ESS Faculty YEAR 2016-2017

Autumn term

| Half term 1 | Half term 2 |
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| <p><i>Unit 1: The Business Environment – exam summer 2017</i></p> <p>1.1 Understand different types of businesses and their objectives</p> <p>2.1 Understand how the functional areas of businesses work together to support the activities of the business</p> <p>3.1 Understand the effect of different organisational structures on how businesses operate</p> <p>4.1 Be able to use financial information to check the financial health of businesses</p> <p><i>Key Assessment Activity: Examination questions relating to both topic areas including short questions and longer questions</i></p> | <p>5.1 Understand the relationship between businesses and stakeholders</p> <p>6.1 Understand the external influences and constraints on businesses and how businesses could respond</p> <p>7.1 Understand why businesses plan</p> <p>8.1 Be able to assess the performance of businesses to inform future business activities</p> <p><i>Key Assessment Activity: Examination questions relating to both topic areas including short questions and essay questions</i></p> |

Spring term

| Half term 1 | Half term 2 |
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| <p><i>Unit 4: Customers and Communication – coursework</i></p> <p>1.1 Understand who customers are and their importance to business</p> <p>2.1 Understand how to communicate with customers</p> <p>3.1 Be able to establish a rapport with customers through verbal and non-verbal communication skills</p> <p><i>Key Assessment Activity: Working on the assignment brief</i></p> | <p>4.1 Be able to convey messages for business purposes</p> <p>5.1 Know the constraints and issues which effect the sharing, storing and use of information for business communications</p> <p><i>Key Assessment Activity: Working on the assignment brief</i></p> |

Summer term

Half term 1

Half term 2

Working on the assignment brief/ revision and exam preparation activities

Completing coursework/ revision and exam preparation activities