



# Prince William School

## Business Studies Curriculum Overview



### Why Teach Business Studies?

It equips students with the necessary skills for a future in any kind of job. It provides an increased understanding of mutual dependence through business system, as people becoming increasingly dependent on others. Business careers offer more opportunity for career advancement than other careers. With advancement comes salary increases, professional respect, an opportunity to challenge yourself, and many other perks as well. During your business degree, you'll develop a broad knowledge of business operations as well as gaining targeted skills in your specific field, such as customers, markets, finance, operations, strategy, business policy, communications, and IT.

### Substantive Big Ideas

Curriculum maps detail the sequencing of substantive knowledge through five 'big ideas' to enable pupils to build schemata of important concepts over time.



### Disciplinary Big Ideas:

These core aspects of disciplinary knowledge are used to strengthen and develop substantive knowledge and underpin our common teaching approaches.



### Learning for Life

#### Employability Skills

This course builds skills such as management and leadership, collaboration, communication, problem solving, creativity, critical thinking, and resilience. Additionally, this subject develops numeracy and literacy, presentation skills, and the ability to analyse and evaluate.

#### Linking the curriculum to careers

Careers in sales and marketing, finance, business ownership, human resources, operations, logistics, procurement and product research and design.

#### Encounters with employers

Access to local employers and business owners.

#### Examples of qualification pathways

GCSE business will lead on to KS5 courses in Business or Economics A level, or other level 3 business and enterprise courses. At degree level there are courses in business, accountancy, finance, consultancy, logistics and business management.



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## Business Studies Curriculum Map – Topics by Term



Enterprise and Entrepreneurship	Marketing and People	Business Decision and Strategy	Business Environments	International Trade and Globalisation
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	Year 10	Year 11	Year 12	Year 13
			Business Opportunities / Business Functions / Business Analysis and Strategy / Business in a changing world	
Autumn 1	<b>1. Business activity</b> <b>How and why businesses start and grow.</b>  1.1 The role of business enterprise and entrepreneurship 1.2 Business planning 1.3 Business ownership 1.4 Business aims and objectives 1.5 Stakeholders in business 1.6 Business growth	<b>3. People (Continued)</b> 3.4 Recruitment and selection 3.5 Motivation and retention 3.6 Training and development 3.7 Employment law	<b>Enterprise</b> <ul style="list-style-type: none"> <li>Business Plans</li> <li>Markets</li> <li>Market Research</li> </ul>	<b>Marketing</b> <ul style="list-style-type: none"> <li>Functions- Marketing</li> <li>The marketing mix</li> <li>Product</li> <li>Price</li> </ul>
Autumn 2		<b>4. Operations</b> <b>What business operations involve, their role within the production of goods and the provision of services, and how they influence business activity</b> 4.1 Production processes 4.2 Quality of goods and services 4.3 The sales process and customer service 4.4 Consumer law 4.5 Business location 4.6 Working with suppliers	<b>Enterprise (Continued)</b> <ul style="list-style-type: none"> <li>Business Structure</li> <li>Business Location</li> </ul>	<b>Marketing (Continued)</b> <ul style="list-style-type: none"> <li>Promotion</li> <li>Place</li> <li>Decisions about the marketing mix</li> <li>New technology</li> </ul>
Spring 1	<b>2. Marketing</b> <b>The purpose and role of marketing within business and how it influences business activity, and the decisions businesses take.</b> 2.1 The role of marketing 2.2 Market research 2.3 Market segmentation	<b>6. Influences on business</b> <b>The importance of external influences on business and how businesses change in response to these influences.</b> 6.1 Ethical and environmental considerations 6.2 The economic climate 6.3 Globalisation	<b>Enterprise (Continued)</b> <ul style="list-style-type: none"> <li>Business Finance</li> <li>Business Revenue and Costs</li> </ul>	<b>Human Resources</b> <ul style="list-style-type: none"> <li>Functions of the HR department</li> <li>Changes in working practice</li> <li>Workforce planning</li> <li>Recruitment</li> </ul>
Spring 2	<b>2. Marketing (Continued)</b> 2.4 The marketing mix  <b>5. Finance</b> <b>Explore the purpose of the finance function, its role in business and how it influences business activity.</b> 5.1 The role of the finance function 5.2 Sources of finance	<b>7. The interdependent nature of business</b> Draw together knowledge, skills and understanding from different parts of the course and apply knowledge to business decision making within a business context.  <div style="text-align: center;"><b>Case Study Analysis</b></div>	<b>Finance</b> <ul style="list-style-type: none"> <li>Functions- Finance</li> <li>Budgeting</li> <li>Business finance</li> <li>Cash-flow</li> <li>The income statement</li> <li>Ratio Analysis</li> </ul>	<b>Human Resources (Continued)</b> <ul style="list-style-type: none"> <li>Training</li> <li>Appraisal</li> <li>Workforce performance</li> <li>Organisational design</li> <li>Motivation</li> </ul>
Summer 1	<b>5. Finance (Continued)</b> 5.3 Revenue, costs, profit and loss 5.4 Break-even 5.5 Cash and cash flow	<b>Critical Analysis Skills and Interpretation of Data</b>	<b>Operations</b> <ul style="list-style-type: none"> <li>Functions – Ops man</li> <li>Added value</li> <li>Production</li> <li>Productivity</li> <li>Technology</li> <li>Lean production</li> </ul>	<b>Human Resources (Continued)</b> <ul style="list-style-type: none"> <li>Management &amp; leadership</li> <li>Employer/employee relationships</li> </ul>
Summer 2	<b>3. People</b> <b>The purpose and role of human resources within business and how it influences business activity and the decisions businesses take.</b> 3.1 The role of human resources 3.2 Organisational structures and different ways of working 3.3 Communication in business		<b>Operations (Continued)</b> <ul style="list-style-type: none"> <li>Quality</li> <li>Purchasing</li> <li>Research and development (R&amp;D)</li> <li>Economies of scale</li> </ul>	<b>Business Analysis and Strategy</b> <ul style="list-style-type: none"> <li>Data analysis</li> <li>Market analysis</li> <li>Sales forecasting</li> </ul> <b>Extended Essay Writing Skills</b>

Students do not need to study KS4 to study KS5



# Prince William School

## Business Studies Curriculum Map – Substantive Knowledge Progression



Enterprise and Entrepreneurship



Marketing and People



Business Decision and Strategy



Business Environments



International Trade and Globalisation



Year 10

Year 11

Year 12

Year 13



Enterprise and Entrepreneurship

- The purpose of business activity and enterprise
- The purpose of business planning
- The features and suitability of different types of business ownership
- The aims and objectives of business
- The roles and objectives of stakeholder groups and the effect business activity has on stakeholders.
- Organic and external growth

- Importance and use of demand and supply,
- Concepts of price and income elasticity of demand, inferior, normal and luxury goods
- The difference between and aims of the private and public sector.
- The legal structure and advantages and disadvantages of different private sector business
- Unlimited liability and limited liability
- The factors affecting the choice of the legal structure of a business.
- The main features of not-for-profit organisations



Marketing and People

- The purpose of marketing and market research
- Primary and secondary research methods
- Qualitative and quantitative data in market research
- The use of segmentation to target customers.
- The 'four Ps' of the marketing mix
- The product life cycle
- Interpretation of market data
- Different organisational structures and terminology
- Different Ways of working
- Communication in business

- Recruitment and selection methods
- Financial and non-financial methods of motivation
- The importance of employee motivation
- The importance of employee retention
- Staff training and development methods
- The impact of current legislation on recruitment and employment

- Meaning, value and evaluation of market research and methods
- Sampling meaning, methods, and evaluation
- The purpose and importance of marketing
- Product: methods to differentiate and evaluation of product
- The product life cycle and evaluation of its use
- The Boston Matrix
- Price: strategies used and importance
- Promotion: strategies and evaluation of use
- Place: meaning and importance of distribution channels
- Importance of global marketing and global brands
- How new technology is used in marketing.
- The functions of the human resource department
- Changes in working practices and workforce planning.
- Methods and evaluation of methods of recruitment and selection.
- Methods and importance of training
- Meaning and calculation of workforce performance
- Methods and importance of appraisal
- Organisational design
- Methods of motivation and evaluation of use
- Motivation theories
- Management theories and leadership styles
- Employer/employee relationships, conflict, and role of trade unions



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## Business Studies Curriculum Map – Substantive Knowledge Progression



<b>Enterprise and Entrepreneurship</b> 	<b>Marketing and People</b> 	<b>Business Decision and Strategy</b> 	<b>Business Environments</b> 	<b>International Trade and Globalisation</b> 
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	Year 10	Year 11	Year 12	Year 13
 <b>Business Decision and Strategy</b>	<ul style="list-style-type: none"> <li>The purpose and influence of the finance function</li> <li>The reasons businesses need finance.</li> <li>Sources of finance</li> <li>The concept and calculation of revenue, costs and profit and loss in business</li> <li>Calculation and interpretation of profitability ratios and average rate of return</li> <li>The concept and calculation of break-even</li> <li>The importance of cash to a business</li> <li>The usefulness of cash flow forecasting and completion of them</li> </ul>	<ul style="list-style-type: none"> <li>Different production processes</li> <li>The influence of technology on production</li> <li>Quality methods</li> <li>Methods of selling</li> <li>The influence of e-commerce on business activity</li> <li>The importance to a business of good customer service</li> <li>The impact of consumer law on businesses</li> <li>Factors influencing business location.</li> <li>The role of procurement</li> <li>The impact of logistical and supply decisions</li> <li>Interdependencies</li> <li>The impact of risk and reward on business activity</li> <li>The use of financial information.</li> </ul>	<ul style="list-style-type: none"> <li>The role of the finance department</li> <li>Sources of finance available to entrepreneurs and SMEs</li> <li>Calculation and interpretation of business revenue, costs and profit</li> <li>Break even calculation, interpretation, and construction of chart.</li> <li>Purpose and use of budgets</li> <li>Budget variance calculation and interpretation</li> <li>Internal and external sources of finance</li> <li>Cash flow forecasting use and calculation</li> <li>Causes of cash flow problems and strategies to improve cash flow.</li> <li>The main components of a trading, profit and loss account (the income statement)</li> <li>Calculate and interpret gross and net profit margins.</li> <li>Present, interpret and analyse data</li> </ul>	<ul style="list-style-type: none"> <li>Analyse markets by calculating and interpreting data</li> <li>Sales forecasting: use and evaluation of methods.</li> <li>The nature of operations management</li> <li>Added value meaning, methods, and calculation.</li> <li>Methods of production</li> <li>Measuring and improving productivity</li> <li>Capacity utilisation measurement and interpretation</li> <li>Methods and impact of new technology</li> <li>Lean production methods</li> <li>Quality importance and methods.</li> <li>Stock control methods and importance</li> <li>Innovation, research, and development</li> <li>Economies and diseconomies of scale</li> <li>Location factors</li> </ul>
 <b>Business Environments</b>		<ul style="list-style-type: none"> <li>Ethical considerations</li> <li>Environmental considerations</li> <li>The economic climate</li> </ul> <p>The interdependent nature of business</p>		<ul style="list-style-type: none"> <li>Political factors and role of government in business</li> <li>Economic factors and impact on business</li> <li>Demographic change and impact on business</li> <li>Technological factors and impact on business</li> <li>Business ethics and its impact on business</li> <li>The main laws that concern businesses</li> <li>Environmental costs of business and impact on business activity</li> </ul>
 <b>International Trade and Globalisation</b>		<ul style="list-style-type: none"> <li>The concept of globalisation</li> </ul> <p>The impact of globalisation on businesses</p>		<ul style="list-style-type: none"> <li>International trade, its reasons, and challenges to business</li> <li>Free trade and protectionism</li> <li>Globalisation factors and effects</li> <li>Business strategy in global markets</li> </ul> <p>European Union. Single European currency and Eurozone</p>



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## Business Studies Curriculum Map – Disciplinary Knowledge Progression (1)



	KS4	KS5
<b>Application of Numeracy</b>	<ul style="list-style-type: none"> <li>• Calculation</li> <li>• Calculations in a business context, such as revenue, costs and profit and cash flow forecasts,</li> <li>• Interpretation and use of quantitative data in business contexts to support, inform and justify business decisions, such as information from graphs and charts and profitability ratios</li> </ul>	<ul style="list-style-type: none"> <li>• Calculate, use and understand ratios, averages and fractions.</li> <li>• Calculate, use and understand percentages and percentage changes</li> <li>• Construct and interpret a range of standard graphical forms.</li> <li>• Interpret index numbers.</li> <li>• Use and interpret quantitative and non-quantitative information in order to make decisions.</li> <li>• Interpret, apply and analyse information in written, graphical and numerical forms.</li> </ul>
<b>Planning and Time Management</b>	<ul style="list-style-type: none"> <li>• Exam skills, planning a 9- mark response.</li> <li>• Ensuring that all questions are attempted and time budgeting.</li> <li>• Brainstorming/ time to be creative.</li> <li>• Time budgeting. How to answer the question in the time available</li> <li>• Reading, highlighting and annotating key facets of a case-study</li> <li>• Knowledge of the distribution of assessment objectives for extended answer questions.</li> </ul>	<ul style="list-style-type: none"> <li>• Exam skills, planning a 20-mark essay response.</li> <li>• Ensuring all questions are attempted.</li> <li>• Use of linkage words to develop response, such as 'however'.</li> <li>• Reading, highlighting and annotating key facets of a case-study</li> <li>• Knowledge of the distribution of assessment objectives for extended answer questions.</li> <li>• Strategy: Selecting the most appropriate pair of essay questions on Component 3.</li> </ul>
<b>Presentation Skills and Literacy</b>	<ul style="list-style-type: none"> <li>• Being able to pitch and present a product idea.</li> <li>• Being able to devise a marketing plan and a financial budget for a product idea.</li> <li>• Knowledge of interview skills for a job application and completion of an application.</li> <li>• Knowledge of the four functional areas</li> <li>• Knowledge of how to promote a product and forms of advertising.</li> <li>• Knowledge of how to prolong a product's life cycle through extension strategies.</li> <li>• Financial literacy: Knowledge of cash, budgeting and current accounts.</li> <li>• Being able to write a professional letter in a business context.</li> </ul>	<ul style="list-style-type: none"> <li>• Being able to present a researched example of a trade union dispute.</li> <li>• Being able to make notes, read and disseminate key issues from a detailed five-page case-study.</li> <li>• Disseminating contextualised points from a case-study to inform analysis and evaluation.</li> <li>• Being able to provide bold conclusions with a synoptic overview to access the higher marks.</li> <li>• Being able to take detailed background notes on content throughout the course.</li> <li>• Strong understanding of business contexts from across the world</li> <li>• Being able to identify and disseminate key points that are not in the information provided.</li> <li>• Use of 'PEEL' technique: Point, explain, example/evidence and link back to the question</li> </ul>
<b>Decision Making</b>	<ul style="list-style-type: none"> <li>• Being able to suggest an appropriate extension strategy for a product example.</li> <li>• Being able to recommend which of the four p's to focus on.</li> <li>• Being able to recommend a recruitment process for a job role.</li> <li>• Being able to make investment/project management decisions based on financial data.</li> <li>• Appreciating that in business there are frequently conflicts of interest.</li> <li>• Being able to justify or critique any decision being made by a business manager.</li> <li>• Being aware of internal and external stakeholder involvement in the role of decision making for a business.</li> <li>• Being aware that the government sets regulation and structure .</li> <li>• Being aware that businesses set objectives that can be very wide-ranging and open-ended, providing that they rely on some element of logic.</li> <li>• Being able to weight risks and rewards, or costs and benefits of a business making a decision</li> </ul>	<ul style="list-style-type: none"> <li>• Being able to analyse a businesses portfolio and make recommendations using theory.</li> <li>• Strong and comprehensive understanding of stakeholders and the role and influence in decisions making.</li> <li>• Being aware that the government sets regulation and structure depending on the economy or/and the behaviour of businesses.</li> <li>• Being able to analyse and critique management and leadership decisions using motivational and leadership theories.</li> <li>• Knowledge and understanding of the role of managers.</li> <li>• Understanding of risks, rewards, uncertainty and opportunity cost</li> <li>• An appreciation of ethics (morals and values), external environment, competition and resource constraints on a business and the wider economy/society</li> <li>• Managing the relationship between the different stakeholders of a business.</li> </ul>
<b>Problem – Solving</b>	<p>At KS4, students are introduced to problem-solving through:</p> <ul style="list-style-type: none"> <li>• Creativity</li> <li>• More complex problems or problems: a more systematic and logical approach to solve.</li> <li>• Emotional Intelligence: considering the impact that a problem and/or its solution has</li> <li>• Decision Making: to consider various options and alternatives.</li> <li>• Researching Skills</li> </ul>	<p>At KS5, problem-solving is an established skill which is developed through:</p> <ul style="list-style-type: none"> <li>• Defining the problem and identifying the issue,</li> <li>• Brainstorming alternative solutions</li> <li>• Picking the best strategy and implementation.</li> <li>• Evaluating solutions</li> </ul>
<b>Critical Thinking</b>	<p>At KS4, there are seven main aspects of critical thinking used in business studies:</p> <ul style="list-style-type: none"> <li>• Open-mindedness</li> <li>• Analysis</li> <li>• Interpretation</li> <li>• Problem-solving</li> <li>• Decision-making</li> <li>• Effective communication</li> <li>• Self-improvement</li> </ul>	<p>The skills that students need to be able to think critically at KS5 are varied and include observation, analysis, interpretation, reflection, evaluation, inference, explanation, problem solving, and decision making.</p> <p>Specifically, students need to be able to:</p> <ul style="list-style-type: none"> <li>• Think about a topic or issue in an objective and critical way.</li> <li>• Identify the different arguments there are in relation to a particular issue.</li> <li>• Evaluate a point of view to determine how strong or valid it is.</li> <li>• Recognise any weaknesses or negative points that there are in the evidence or argument.</li> <li>• Notice what implications there might be behind a statement or argument.</li> <li>• Provide structured reasoning and support for an argument that they wish to make</li> </ul>



# Prince William School Business Studies Disciplinary Vocabulary



	KS4	KS5
<b>Application of Numeracy</b>	Percentages, percentage change, averages, revenue, cost and profit, average rate of return, cash flow forecast, total cost, total revenue, net cash flow, graphs and charts (i.e. line graphs, bar charts and pie charts), gross profit margin, net profit margin, market share, market size.	← Reinforce Previous Histogram, index numbers, price elasticity of demand, income elasticity of demand, three-point moving average, scatter graph and line of best fit, time series analysis, correlation, Delphi method, intuition, brainstorming, budget variance, working capital, capital employed, depreciation, balance sheet, return on capital employed, current ratio, acid test ratio, gearing ratio, decision trees, critical path analysis, average rate of return, discounted cash flow, net present value.
<b>Planning and Time Management</b>	At KS4, in terms of planning and time management, Business studies makes key usage of all aspects of Bloom's taxonomy of learning.  Knowledge: Recall of information, discovery, observation, listing, locating, naming, identifying  Comprehension: Understanding, summarising, discussing  Application: Using and applying knowledge, using problem solving methods, manipulating, designing, experimenting  Analysis: Identifying and analysing patterns, organisation of ideas and recognising trends  Synthesis: Using old concepts to link to new ideas, design and invention, composing, imagining, inferring, modifying, predicting and combining.  Evaluation: Assessing theories, comparison of ideas, evaluating outcomes, solving, judging, recommending, rating.	Same skills as KS4, just further developed: Knowledge, comprehension, application, analysis, synthesis, evaluation.
<b>Presentation skills and literacy</b>	CV, cover letter, application form, references, job description, person specification, job advert, pitching, business plan, budgeting	Signposting: Using expressions in writing such as: Alternative view, on the other hand, another school of thought, in the short-run, in the long-run, on balance, evidence suggests, my main argument is. 'PEEL' paragraphs.
<b>Decision making</b>	Marketing mix, Financial statements and ratio analysis, break-even, cash flow, profit margin, budget variance, production methods of job, batch, and flow. Quality control and quality assurance. Recruitment,- internal and external, job advertisement, shortlisting, interviewing and selecting. Training,- on-the-job and off-the-job, apprenticeships and professional development. Motivation methods: Pay, salary, bonuses, commission, profit sharing, praise, employee of the month, verbal feedback.	Action learning, active listening, actual judgment, aiding methods, analytical decision process, benchmarking, coalitions, comparative statics, conceptualisation, cost-benefit analysis, rational decision making, diagnostic judgment, empirical decisions
<b>Problem-solving</b>	Teamwork, research, cost-benefit analysis, case-study analysis, financial and non-financial analysis	Investment appraisal, ratio analysis, decision trees, critical path analysis, special orders, stock control, economies of scale,
<b>Critical thinking</b>	Analysis, conclusion, judgment, recommendations, interpretation, communication, self-improvement, argumentation, data analysis, reasoning, evaluation, comprehension.	logical reasoning, logical thinking, assumptions, bias, authority, accuracy, reliability, synthesis



# Prince William School

## Business Studies Key Vocabulary 1 of 2



	Year 10			Year 11			Year 12			Year 13		
Autumn 1	Business Activity			People								
	Entrepreneur	Partnership	Survival	Internal recruitment	Training & development		Good/services	Oligopoly	Random sampling	Data analysis	Current assets	Functional objective
	Spotting an opportunity	Private Limited Company	Growth	External recruitment	On the job training		Business plan	Perfect competition	Public sector	Market analysis	Current liabilities	Vision statement
	Enterprising characteristics	Public Limited Company	Service	Recruitment agencies	Off the job training		Innovation	Monopolistic	Private sector	Price elasticity of demand	Working capital	Functional objective
	Business Plan	Partnership Deed	Stakeholders	References	Induction training		Entrepreneurial motives	Cartel	Sole trader	Income elasticity of demand	Working capital cycle	Mission statement
	Finance	Capital	Internal/External Stakeholders	Motivation	Professional development		stakeholder	Substitute goods	Partnership	Normal goods	Capital employed	Aim
	Success	Sleeping Partner	Stakeholder Group	Retention workers	Apprenticeship		Competition	Complementary good	Private limited company	Recession	Depreciation	Corporate strategy
	Markets	Limited Liability Partnership	Organic Growth	Productivity	Skills shortage		Mass Market	Branding	Public company	Sales forecast	Liquidity	Tactics
	Resources	Shareholders	Merger	Profit sharing	Customer services		Niche Market	Recession	Unlimited	Sales forecasting	Return on capital employed	SWOT analysis
	Operate	Dividend	External Growth	Bonus	Employment law		Market size	Primary Research	Limited liability	Budget	Operating profit	Porter's five forces
	Aims and Objectives	Satisficing	Takeover	Fringe benefits	Discrimination		Market share	Secondary Research	Overdraft	Moving average	Capital employed	Barrier to entry
	Limited Liability	Market Share	Horizontal Growth	Award scheme	Employment tribunal		Market trend	Quantitative data	Variable costs	Line of best fit	Non-current liabilities	Ansoff's matrix
	Unlimited Liability	Business Objectives	Backwards/Forwards vertical Growth	Working environment	Trade union		Competitive environment	Qualitative data	Gross profit margin	Time-series analysis	Gearing	Organic growth
Sole Trader	Profit	Diversifications	Praise	Contract of employment		Monopoly	Quota sampling	Net profit margin	Variances	Business objective	External growth	
Autumn 2	Marketing			Operations								
	Marketing	Qualitative data	Skimming pricing	Job production	Quality	Fit for the purpose	Marketing	Design mix	Above-the-line promotion	Merger	Float time	
	Market Research	Quantitative data	Promotional pricing	Batch production	Returns	As described	Market orientation	Product life cycle	Below-the-line-promotion	Takeover	Cost benefit analysis	
	Target Market	Census data	Innovation & Invention	Flow/Mass production	Recalls	Consumer Law	Asset-led marketing	Boston matrix	Viral marketing	Horizontal integration	Payback	
	Primary Research	Market segmentation	Product life cycle	Automation	E-commerce	Reputation	Marketing mix	Price skimming	Emotional marketing	Vertical integration	Average rate of return	
	Secondary research	Marketing mix	Physical distribution	Robotics	Face to face selling	Transport infrastructure	Product portfolio	Penetration pricing	Producer	Rationalisation	Discounted cash flow	
	Questionnaire	Competitor pricing	Digital Distribution	Production processes	Telesales	Proximity	Brand	Competitive pricing	Wholesaler	Outsourcing	Net present value	
	Interview & Trials	Cost plus prices	Point of sale promotion	Quality control	After- sales service	Labour	Unique selling point	Psychological pricing	Retailer	Decision tree	Special order	
Focus Group	Penetration prices	Advertising media	Quality assurance	Product Knowledge	Raw materials	Added value	Contribution pricing	Marketing strategy	Critical path analysis	Contribution		



# Prince William School

## Business Studies Key Vocabulary 2 of 2



Year 10

Year 11

Year 12

Year 13

Marketing / Finance

Influences on Business

Spring 1

Market share	Share issue	Gross profit margin	Ethics	Recycling	Level of employment	Global marketing	Cash flow	Multi-skilling	Organisational culture	Direct tax	Exchange rate
Financial information	Crowdfunding	Net profit margin	Child Labour	Global warming	Level of unemployment	Budget	Cash-flow forecast	Recruitment and selection	Lewin's change model	Indirect tax	Unemployment
Interest	Revenue	Average rate of return	Ethical marketing	Ethical business	Gross domestic product	Expenditure	Financial objective	Internal recruitment	Risk assessment	Subsidies	Social factors
Overdraft	Fixed Cost	Profitability ratios	Fairtrade	Waste disposal	Economic Growth	Share capital	Income statement	External recruitment	Contingency plan	Fiscal policy	Technological factors
Trade credit	Variable cost	Expenses	Environmentally friendly	Pollution	Recession	Internal finance	Cost of sales	On-the-job training	Scenario planning	Monetary policy	Business ethics
Retained profit	Total cost	Breakeven forecast	Sustainable production	Climate change	Distribution of income	Dividend	Gross profit	Off-the-job-training	Crisis management	Gross domestic product	Corporate social responsibility
Sale of assets	Gross profit	Breakeven quantity	Renewable resources	Economic climate	International economic climate	Share capital	Net profit	Appraisal	PEST analysis	Interest rates	Profitability
Owners capital	Net profit	Margin of safety	Non renewable	Income		Venture capital	Gross profit margin	Labour productivity	Taxation	Inflation	Window dressing

Spring 2

<b>Finance</b>			<b>The interdependent nature of business</b>								
Cash flow forecast	Income & expenditure	Total inflow	Globalisation	Interdependence	Trade	Labour turnover	Empowerment	Production	Legislation	Import quotas	Purchasing power parity
Net cash flow	Liquidity	Total outflow	International branding	Business areas	Tariff	Absenteeism	Piece rate	Job production	Cartel	Trade bloc	Trade liberalisation
Opening balance	Short term debt	Negative cash flow	Capital		Quota	Hierarchy of a business	Autocratic leadership	Batch production	Pressure group	Customs union	Transnational corporation
Closing balance	Cash	Positive cash flow	Free Trade		Multinational companies	Wide span of control	Paternalistic leadership	Flow production	Business growth	Tariff wall	Migration
						Narrow span of control	Democratic leadership	Capacity utilisation	Imports	First-mover advantage	Global branding
						Tall organisational structure	Bureaucratic leadership	Lean production	Exports	Globalisation	Foreign direct investment
						Flat organisational structure	Employer-employee relations	Kaizen	Currency appreciation/depreciation	Emerging economy	Inward FDI
						Matrix organisational structure	Trade union	Just-in-time	Free trade	BRIC economies	Outward FDI
						Delaying	Collective bargaining	Cell production	Protectionism	Growth rate	Global marketing

Summer 1

<b>People</b>											
Human resources	Subordinated	Working while mobile	Revision and GCSE exams			Quality control	Research and development	Stock control	Marketing mix	Transfer pricing	Eurozone
Regulations	Span of control	Self-employment				Quality assurance	Economies of scale	Stock-control diagram	Skills transfer	Single European Market	Treasury bonds
Zero-hour contracts	Delegation	Digital Communication				Total quality management	Internal economies of scale	Lead time	Balance of payments	European single currency	
Organisation Chart	Job description	Vertical communication				Quality circles	External economies of scale	Innovation			
Layers	Flexible working	Horizontal communication									
Authority	Full time working	Skills Gap									
Accountability	Part time working	Induction training									
Chain of command	Temporary working	On the job training									

Summer 2

Revision and Year 10 exam technique						Revision and Year 12 exam technique			Revision and A Level exams		
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