

# Year 11 Business Studies Medium Term Plan

Unit	Duration (lessons)	Learning Objectives/Outcomes
Influences on business	20	<p>Understand the impact on business of:</p> <ul style="list-style-type: none"> <li>• The activities of competitors</li> <li>• The changing use of ICT in business and economic activity</li> <li>• Technology in terms of production techniques and new products</li> <li>• Environmental factors (including sustainability), cultural and ethical issues</li> <li>• Government legislation: including employment law, environmental law, health and safety law, consumer law, competition law and copyright law. (A broad understanding of the constraints and responsibilities that such legislation puts on business is required, not detailed knowledge of particular Acts of Parliament.)</li> <li>• The macro-economic environment: including tax rates; rates of interest, exchange rates, employment levels, inflation rates and the general level of economic activity. (Economic theory relating to rates of interest, inflation, etc. is not required.)</li> <li>• Unforeseen events e.g. natural disasters, adverse weather conditions, disease in livestock</li> <li>• Candidates will also be expected to appreciate that government legislation, the macro-economic environment, competitive forces, environmental, cultural and ethical issues and technology change over time and can have a considerable impact on businesses and their stakeholders</li> </ul>

Business Accounting and Financial control	20	<ul style="list-style-type: none"><li>• Distinguish between the main internal and external forms of finance for business including: owners' funds, additional partners, reinvested profit, share issues, loans, overdrafts, hire purchase, leasing, trade credit, government grants (local, national and European)</li><li>• Select and justify the types of finance which are appropriate for different circumstances, e.g. when starting up, when seeking to ease cash flow problems, when expanding</li><li>• Know how the business plan functions as a tool for aiding decision making and securing financial backing for business ventures</li><li>• Interpret cash flow forecasts and explain why they are an important aid to decision making</li><li>• Use profit and loss accounts and balance sheets to critically appraise business performance, e.g. current performance, performance over time, against other firms' performance, against alternative investment opportunities, against set targets and from the perspective of a range of stakeholders</li></ul>
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