

The Diploma gives learners the opportunity to develop sector-specific knowledge and skills in a practical learning environment. The main focus is on the knowledge, understanding and skills required to research, set up, run, review and monitor an enterprise that includes:

- Development of key skills that prove aptitude in planning and carrying out an enterprise activity, including market research, planning, carrying out financial transactions, communication and problem solving
- Knowledge that underpins effective use of skills, such as the features and characteristics of enterprises and entrepreneurs, and the internal and external factors that can affect the performance of an enterprise
- Attitudes and ways of working that are considered most important for enterprise, including communicating and interacting with customers, monitoring and reflecting on performance of enterprise and own use of skills.

This Diploma complements the learning in other A Level programmes. It requires learners to apply their knowledge in practical ways, through activities that will enable them to develop their ideas, and support them into either Higher Education or Employment.

Year 13 Autumn Term		
Topic/Unit	Unit 6 Principles of Management	Unit 9 Team building
Knowledge (Content covered)	Learning Aim A The definitions and functions of management Learning Aim B Management and leadership styles and skills Learning aim C Managing human resources Learning Aim D Factors influencing management, motivation and performance of the workforce Learning Aim E Impact of change Learning Aim F Quality management	Learning aim A Examine the benefits of teams in a business setting Learning aim B Investigate techniques and theories used for the development of an effective business team Learning aim C Develop effective team skills through practical activities
Skills	F Financially Literate O Organised C Co-Ordinating U Understands Customers S Sells! Sells! Sells! E Engages Globally D Delivers Goals	Strong communication skills (oral and written) Analytical and critical thinking Problem solving Decision making Logical thinking Presentation and report writing skills Numeracy and an understanding of how to interpret and use financial data Self-motivation, initiative and effective time management
Assessment	In class tests & Home Learning Summative Assessment (Exam)	In class tests & Home Learning Summative Assessment (2 x Written Assignment)
<u>Gatsby 4 (Linking curriculum learning to careers)</u> <u>GATSBY BENCHMARK 4</u>	Over the course of this unit we will be looking at different administration careers, including Management, HR and other professional roles Please encourage students to use their www.unifrog.org accounts and find jobs relating to Business & Finance.	Over the course of this unit we will be looking at different roles within all organisations Please encourage students to use their www.unifrog.org accounts and find jobs relating to Business & Finance. https://www.unifrog.org/student/careers/business-and-finance

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Year 13 Spring Term		
Topic/Unit	Unit 5 International Business	
Knowledge (Content covered)	Learning aim A Explore the international context for business operations Learning aim B Investigate the international economic environment in which business operates Learning aim C Investigate the external factors that influence international businesses Learning aim D Investigate the cultural factors that influence international businesses Learning aim E Examine the strategic and operational approaches to developing international trade	
Skills	F Financially Literate O Organised C Co-Ordinating U Understands Customers S Sells! Sells! Sells! E Engages Globally D Delivers Goals	Strong communication skills (oral and written) Analytical and critical thinking Problem solving Decision making Logical thinking Presentation and report writing skills Numeracy and an understanding of how to interpret and use financial data Self-motivation, initiative and effective time management
Assessment	In class tests & Home Learning Summative Assessment (Controlled Assessment)	
Gatsby 4 (Linking curriculum learning to careers) GATSBY BENCHMARK 4	Over the course of this unit we will be reviewing careers in International Business Markets, focusing on trade and Imports and Exports Please encourage students to use their www.unifrog.org accounts and find jobs relating to Business & Finance. https://www.unifrog.org/student/careers/business-and-finance	