

Subject	Business St. & IT		
	Interpretation of National Curriculum into Year group Endpoints		
Year	Term 1	Term 2	Term 3
12	<p>Students should be able to describe and explain:</p> <p><b>Businesses</b> - types, sectors, private Vs public</p> <p><b>Human resources</b> - recruitment, training, employment legislation</p> <p><b>Marketing</b> - primary &amp; secondary research, marketing mix, 4p's, qualitative &amp; quantitative data</p> <p><b>Motivation</b> - scientific management, Herzberg, Maslow, McGregor, Peters, May,</p> <p><b>Leadership</b> - autocratic, democratic, laissez faire, paternal</p>	<p>Students should be able to describe and explain:</p> <p><b>Business finance</b> - to expand, create new products/services, diversify</p> <p><b>Investment appraisal</b> - average rate of return, payback period, being able to calculate each, advantages &amp; disadvantages of each</p> <p><b>Ratio analysis</b> - NP, GP, Current ratio, acid test, gearing, ROCE, debtors and creditors ratio</p> <p><b>Stock control methods</b> - FIFO, LIFO, stock control chart</p> <p><b>Quality</b> - quality control, quality assurance, total quality management, benchmarking</p>	<p>Students should be able to describe and explain:</p> <p><b>Supply &amp; demand</b> - factors affecting each, finding equilibrium, excess supply &amp; demand</p> <p><b>External factors</b> - STEEPLE</p> <p><b>Stakeholders</b> - who are they?, impact, conflict</p> <p><b>Financial &amp; non-financial measurements</b> - profit, stores, employees, capital, balance sheet</p>
12	<p>Students should be able to describe and explain:</p> <p><b>Hardware</b> - computer systems, components, communication devices, input/output devices</p> <p><b>Software</b> - system &amp; application software, troubleshooting, open &amp; closed source, protocols</p> <p><b>Network topology</b> - line, ring, mesh, circle, peer to peer, client server</p> <p><b>Ethical issues</b> - whistle blowing, discrimination, codes of practice</p> <p><b>Communication skills</b> - interpersonal, verbal, written, questioning, barriers</p>	<p>Students will be able to describe and explain:</p> <p><b>Holders of information</b> - categories, digital divide and the impact</p> <p><b>Types of storage media</b> - optical, solid state, magnetic</p> <p>Classification of information - sensitive, private, classified, confidential, business, public</p> <p><b>Characteristics of information</b> - valid, biased, up-to-date</p> <p><b>Data analysis</b> - stages, purpose, using data</p> <p><b>Principles of information security</b> - confidentiality, integrity, availability, risks, physical / logical protection</p> <p><b>Process and flow of information</b> - DFD's, primary / secondary sources, qualitative / quantitative</p> <p><b>Legislation</b> - RIPA, Computer Misuse Act, DPA, Equality Act</p>	<p>Students will be able to describe, demonstrate and explain through coursework:</p> <p><b>Internet of Everything</b> - concept, impact, negative effects, 4 pillars of IoE</p> <p><b>IoE transforming businesses</b> - impact, negative effects, innovations</p> <p><b>IoE development</b> - existing developments, extending the scope, feasibility</p>