

SJBC Curriculum Termly Plan: Year 12 Level 3 Cambridge Technical Extended Certificate in Business

Term	Topic(s) and links to other subjects	Core Knowledge	Core Vocabulary	Assessment	Resources
Autumn 1	<p>Unit 1 The Business Environment</p> <p>Links to: Maths English IT Geography Economics</p>	<p>Students will develop an understanding of how and why businesses operate in the way they do by exploring:</p> <ul style="list-style-type: none"> • different types of business and business structures • how the ownership of a business and its objectives are interrelated • the importance of different functions within a business and how they work together • the legal, financial, ethical and resource constraints under which a business must operate and how these can affect business behaviour. 	<p>Accountability Break even Cashflow forecast Cashflow statement Centralised structure Cost of sales Decentralised structure Depreciation Disciplinary procedure Diseconomies of scale Economies of scale Flat structure Functional area Gross profit Grievance procedure Hierarchical structure Income statement Insolvency Limited liability Matrix structure Margin of safety Net cash flow Net profit Opportunity cost Recession Retained profit Span of control Statement of financial position Unique selling point (USP) Unlimited liability</p>	Yr 12 Assessment (past paper questions)	<p>Core resources: Cambridge Technical Level 3 Business (2016) Tess Bayley et al</p> <p>Enrichment and extension resources: BBC Business News Bizconsesh BusinessEd Companies House Corporate websites Financial Times Indeed Career Guide website Seneca Learning</p>

					Tutor2U
Autumn 2	<p>Unit 1 The Business Environment</p> <p>Unit 4 Customers and Communication (Coursework)</p> <p>Links to: Maths English IT Geography Economics</p>	<p>Students explore the necessity for a business to plan, taking into consideration internal and external factors.</p> <p>Students explore the challenges of operating in a dynamic environment and how businesses respond to changes in their economic, social and technological environment. Students will appreciate the influence different stakeholders can have on a business.</p> <p>Students learn how to assess business performance against a range of key performance indicators.</p> <p>Students learn about:</p> <ul style="list-style-type: none"> • who the customers are and what influences their behaviour • actions taken by business to manage customer experience • adapting customer service for differing customer needs • communicating with customers 	<p>Business performance Conflict resolution Diversification External stakeholder Financial analysis Key performance indicators Internal stakeholder Pressure group SWOT analysis</p> <p>Corporate profile Corporate standard External customers Intellectual property rights Internal customer Legal constraints Non-verbal communication Version control Whistle-blowing</p>	<p>Mock exam (past paper questions)</p> <p>Coursework</p>	<p>Core resources: Cambridge Technical Level 3 Business (2016) Tess Bayley et al</p> <p>Enrichment and extension resources: BBC Business News Bizconsesh BusinessEd Companies House Financial Times Indeed Career Guide website Seneca Learning Tutor2U</p>
Spring 1	Unit 2 Working in Business	Students will develop the skills and understanding needed to work effectively within a business, including:		Unit 1 Exam 07/01/2026	Core resources:

	<p>Unit 4 Customers and Communication (Coursework)</p> <p>Links to: Maths English IT Geography Economics</p>	<ul style="list-style-type: none"> • arranging meetings • preparing business documents • making payments • prioritizing business tasks • communicating with stakeholders <p>Students learn about:</p> <ul style="list-style-type: none"> • who the customers are and what influences their behaviour • actions taken by business to manage customer experience • adapting customer service for differing customer needs • communicating with customers 			<p>Cambridge Technical Level 3 Business (2016) Tess Bayley et al</p> <p>Enrichment and extension resources: BBC Business News</p> <p>Bizconsesh</p> <p>BusinessEd</p> <p>Companies House</p> <p>Corporate websites</p> <p>Financial Times</p> <p>Indeed Career Guide website</p> <p>Seneca Learning</p>
Spring 2	<p>Unit 2 Working in Business</p> <p>Unit 4 Customers and Communication</p>				<p>Core resources: Cambridge Technical Level 3 Business (2016) Tess Bayley et al</p>

	n (Coursework) Targeted revision for Unit 1				Enrichment and extension resources: BBC Business News Bizconsesh BusinessEd Companies House Corporate websites Financial Times Indeed Career Guide website Seneca Learning
--	---	--	--	--	--