

GSA Curriculum Map 2023-24: ICT, Business and Computing

Curriculum Map for Cambridge Technical Business Studies

We aim to develop students who:

- gain a holistic understanding of business in a range of contexts;
- acquire a range of relevant business and generic skills, including decision-making, problem solving, the challenging of assumptions and critical analysis;
- understand that business behaviour can be studied from a range of perspectives.

	Autumn 1 (HT1)	Autumn 2 (HT2)	Spring 1 (HT3)	Spring 2 (HT4)	Summer 1 (HT5)	Summer 2 (HT6)
Year 12 Cambridge Technical Business Studies						
Topic Covered	Unit 2 Working in Business (E)	Unit 2 Working in Business (E) Exam Prep - unit 2	Unit 4 Customers and Communication (I)	Unit 4 Customers and Communication (I) Unit 5 Marketing and Market Research (I)	Unit 5 Marketing and Market Research (I) Unit 1 The Business Environment (E)	Unit 1 The Business Environment (E)
Knowledge deepened	Understand protocols to be followed when working in business Understand factors that influence the arrangement of business meetings Be able to use business documents	Be able to prioritise business tasks Understand how to communicate effectively with stakeholders	Types of customers Influences on customer behaviour Corporate standards	Verbal and non-verbal skills Legal constraints Ethical issues Market structure Market mapping Market segmentation	Constraints on marketing Market research methods - primary and secondary The purpose of market research	Different types of business activity Business aims and objectives Functional areas
Skills developed	Independent Research Verbal and non - verbal communication Presentations Report writing Referencing				Quantitative skills: Use and interpret quantitative and non-quantitative information in order to make decisions Interpret, apply and analyse information in written, graphical and numerical forms Calculate cost, revenue, profit and break-even	
Links to Specification	Unit 2 LO1 Cambridge Technicals Level 3 Business	Unit 2 LO2 Cambridge Technicals Level 3 Business	Unit 4 LO1 - LO3 Cambridge Technicals Level 3 Business	Unit 4 LO4 - LO5 Cambridge Technicals Level 3 Business Unit 5 LO1 - LO2	Unit 5 LO1 - LO2 Cambridge Technicals Level 3 Business Unit 1 LO1 - LO4 Cambridge	Unit 1 LO1 - LO4 Cambridge Technicals Level 3 Business

				Technicals Level 3 Business	Technicals Level 3 Business	
Flagship Link						
Cross Curriculum Connections	Economics - demand and supply, total revenue, profit. Objectives of firms - survival, growth, market share, profit maximisation	Economics Micro-economics 3.1.2 Calculation and understanding of PED and YED Economics - FC and VC, TR and profit Psychology - data interpretation and the use of questionnaires interviews within data collection	Psychology - data interpretation and the use of questionnaires interviews within data collection	Economics - Specialisation, division of labour, use of resources	Design and Technology - invention and Innovation, production, efficiency Psychology - Maslow's Hierarchy of Needs humanistic approach in the Psychological Approaches topic for paper 2 Economics - Economies and Diseconomies of scale	Design and Technology - Quality Economics - trade unions
Resources to support learning	https://www.businessed.co.uk/index.php/home/theory/cambtec/cambtec-l3-theory#unit-2-working-in-business	https://www.businessed.co.uk/index.php/home/theory/cambtec/cambtec-l3-theory#unit-2-working-in-business https://www.ocr.org.uk/qualifications/cambridge-technical/business/assessment/#level-3	https://www.businessed.co.uk/index.php/home/theory/cambtec/cambtec-l3-theory#io3-3	https://www.businessed.co.uk/index.php/home/theory/cambtec/cambtec-l3-theory#io3-3 Text book - sample PDF https://www.hoddereducation.co.uk/cambridgegettechnical	https://www.tutor2u.net/business/reference/what-is-pest-analysis	https://www.businessed.co.uk/index.php/home/theory/cambtec/cambtec-l3-theory#unit-1-the-business-environment

	Autumn 1 (HT1)	Autumn 2 (HT2)	Spring 1 (HT3)	Spring 2 (HT4)	Summer 1 (HT5)	Summer 2 (HT6)
Year 13 Cambridge Technical Business Studies						
Topic Covered	Unit 1 The Business Environment (E)	Unit 1 The Business Environment (E) Exam Prep - Unit 1 Exam prep - Unit 2 retake	Unit 5 Marketing and Market Research (I)	Unit 17 Responsible Business practices	Unit 17 Responsible Business practices	Exams
Knowledge deepened	Organisational structures Organisational charts Business costs, revenue Cash flow Break-even	Income statements and balance sheets Stakeholder groups External business environment	Quantitative analysis Reasons for market research Secondary market research	Why businesses operate responsibly How businesses operate responsibly Stakeholder	Social and environmental audits Business practices to be reviewed Stakeholder conflicts of interest	

Skills developed	Quantitative skills: Use and interpret quantitative and non-quantitative information in order to make decisions Interpret, apply and analyse information in written, graphical and numerical forms Calculate cost, revenue, profit and break-even. Exam technique		Independent Research Verbal and non - verbal communication Presentations Report writing Referencing			
Links to Specification	Unit 1 LO5 - LO8 Cambridge Technicals Level 3 Business	Unit 1 LO5 - LO8 Cambridge Technicals Level 3 Business	Unit 5 LO3 - LO4 Technical level 3 Business	Unit 17 LO1 - LO3 Technical Level 3 Business	Unit 17 LO4- LO5 Cambridge Technicals Level 3 Business	
Flagship Link						
Cross Curriculum Connections	Economics - demand and supply, total revenue, profit. Objectives of firms - survival, growth, market share, profit maximisation	Economics Micro-economics 3.1.2 Calculation and understanding of PED and YED Economics - FC and VC, TR and profit Psychology - data interpretation and the use of questionnaires interviews within data collection	Psychology - data interpretation and the use of questionnaires interviews within data collection	Economics - Specialisation, division of labour, use of resources	Design and Technology - invention and Innovation, production, efficiency Psychology - Maslow's Hierarchy of Needs humanistic approach in the Psychological Approaches topic for paper 2 Economics - Economies and Diseconomies of scale	
Resources to support learning	https://www.tutor2u.net/business/reference/what-is-pest-analysis	https://www.businessed.co.uk/index.php/home/theory/cambtec/cambtec-l3-theory#unit-1-the-business-environment https://www.ocr.org.uk/qualifications/cambridge-technical/business/assessment/#level-3	Text book - sample PDF https://www.hoddereducation.co.uk/cambridgetechnical	https://www.tutor2u.net/business/reference/hrm-objectives https://www.tutor2u.net/business/reference/human-resource-management-hrm-introduction	https://www.tutor2u.net/business/reference/human-resource-management-objectives https://www.tutor2u.net/business/reference/hrm-objectives	