

# Whole School Business Studies Policy

## 2019-2020

Woolton High School is a specialist school, providing support and care for young people aged 11 to 16 with learning difficulties, including communication difficulties and/or behavioural support needs. The educational abilities of the pupils vary dramatically. Therefore, teaching approaches also vary in accordance with the pupils' individual needs.

As a school, we recognise that the diversity of pupils and their learning styles require teaching approaches to reflect their needs through specialised, modified and structured teaching methods.

This policy document sets out the school's aims, principles and strategies for the delivery of Business Studies. It will form the basis for the development of the subject in the school over the next 3 academic years.

The subject Business Studies deals with the knowledge, skills, attitudes and values critical for informed, productive, ethical and responsible participation in the formal and informal economic sectors. The subject encompasses business principles, theory and practice that underpin the development of entrepreneurial initiatives, sustainable enterprises and economic growth.

Business Studies prepares pupils to participate in a rapidly changing world in which the world of work is becoming increasingly difficult to enter. Business Studies will prepare pupils for the workplace, as well as being academically beneficial it gives a vital link to the outside world and assists with future employment.

## **Aims of Business Studies**

- Provide learner's with opportunities to link education and the world of work in engaging, relevant and practical ways.
- Enable learners to enhance their English and Mathematical competence in relevant, applied scenarios.
- To develop transferable interpersonal skills, including working with others, problem solving, independent study, and personal learning and thinking skills.
- Gain an understanding of business concepts through the study of subjects such as accounting, entrepreneurship, international business, marketing, and business leadership.
- Achieve business, economic and financial literacy.
- Develop the skills, including critical thinking skills, and strategies required to conduct research and enquiry and communicate findings accurately, ethically, and effectively.
- Apply the knowledge, skills, and attitudes acquired through the study of business to a variety of learning tasks and relate them to business phenomena on the local, national, and global levels.
- Develop lifelong learning skills that will help them adapt to technological advancements, the changing workplace, and the global economy.
- Show pupils opportunities that will help them take advantage of potential post-secondary educational work, and business.
- Acquire and apply essential business knowledge, skills and principles to productively conduct theoretical situations in a changing business environment.
- Create business opportunities, creatively solve problems and take risks, respecting the rights of others and environmental sustainability.
- Apply basic leadership and management skills and principles while working with others to accomplish business goals.
- To be motivated, self-directed, reflective lifelong learners who responsibly manage themselves and their activities while working towards business goals.

- To prepare students for further education, for formal employment or to be in a position to pursue sustainable entrepreneurial and self employment career pathways.

These aims can be achieved in a theoretical and practical context through real-world learning activities that combine the acquisition and application of knowledge and skills. These aims will be applicable throughout the course. There will be more specific aims for each of the individual units chosen. The units chosen will reflect the individual learning approaches and pathways of each pupil. The specific aims for each unit can be found in the course specification.

### **Qualification**

Pupils at Woolton High School, undertake Edexcel's BTEC Level 1/2 First Certificate in Business. Informed by policy developments, including the *Review of Vocational Education – The Wolf report* (March 2011). The decision has been taken to complete this qualification to;

- Ensure high quality and rigorous standards
- Conform to quality criteria for non-GCSE qualifications
- Be fit for purpose for learners, pre- or post-16, in schools and in colleges

This specific pathway has features that will meet the needs of educators, employers and the external environment. They are fully aligned with requirements for progression – to further study at level 3, into an apprenticeship or into the workplace.

The course will consist of four key design principles;

1. **Standards:** a common core and external assessment
2. **Quality:** a robust quality-assurance model
3. **Breadth and progression:** a range of options building on the core; contextualised English and Mathematics
4. **Recognising Achievement:** opportunity to achieve at level 1 – This is good for Woolton High School because although the BTEC Firsts are a Level 2 qualification, graded at Pass, Merit, Distinction and Distinction\*, it is still possible that some students may not

achieve this. If this occurs then there is an opportunity for learners to gain a Level 1 qualification.

### **Assessment Approach**

The Edexcel 2018 BTEC Level 1/Level 2 Award in Business Studies consists of one externally assessed units along with five internally assessed units. The award specifies that three core units (Two internally assessed and one externally assessed) are completed along with another unit of choice.

### **Progression Opportunities**

The chosen program has been implemented to provide a good foundation for learners to progress to post-16 education, or to entry level job roles within the sector.

### **Teaching and learning style**

There are a variety of teaching and learning styles in Business Studies lessons. Our principal aim is to develop the pupil's knowledge, skills and understanding and we do this through a mixture of whole-class teaching and individual/group activities. Teaching is extremely targeted and differentiated, especially with the nature of the school's pupils. The classes are small, usually no larger than 10 pupils at a time and a teaching assistant is always present in class to offer support to both pupil's and the teacher.

### **Prior Knowledge, skills and understanding**

Learners do not need to achieve any other qualifications or have any prior knowledge or skills. Pupils taking functional skills qualifications and progression through the schools approach to literacy will help with the completion of a Business Studies course

## **Curriculum**

Years 9, 10 and 11 will complete the same Business Studies BTEC course.

The curriculum will follow the BTEC Award (2018 Specification). This will require 120 GLH. Each unit is equivalent to 30 GLH. Learners must complete three core units, plus further units to a total of 120 GLH.

### **Edexcel BTEC Level 1/Level 2 First Award in Business**

**Learners must complete core units 1, 2 and 3, plus a further unit to a total of 120 GLH**

#### **Mandatory Units**

Unit 1: Introduction to the Business World 30 GLH Internally Assessed

Unit 2: Finance for Business 30 GLH Externally Assessed

Unit 3: Enterprise in the Business World 30 GLH Internally Assessed

#### **Optional Specialist Units**

Unit 4: Promoting a Brand

Unit 5: Principles of Customer Services

Unit 6: Recruitment, Selection and Employment

**30 GLH Per Unit.**

## **Personal Learning and Thinking Skills**

Learners have opportunities to develop personal, learning and thinking skills (PLTS) within a sector-related context.

## **English and Mathematics Knowledge and Skills**

Learners will be working towards English and Mathematics qualifications. Business Studies will provide further opportunity to enhance and reinforce skills in English and Mathematics in naturally occurring, relevant, work-related contexts. Both English and mathematical skills are embedded in the assessment criteria.

## **Underpinning the policy and provision:**

Students will develop values, attitudes, knowledge, skills, and understanding in order to meet Woolton High School's VOW's and ensure all children remain safe.

**This policy was reviewed in July 2019**

**This policy will be reviewed in September 2020**

**Business Studies Co-Ordinator**

**Graeme Smith**

