

# Co-op Academy North Manchester - Year 11 Business & Computing Curriculum

Jump to:

[Business](#)

[Business Enterprise](#)

[Computer Science](#)

[Digital IT](#)

BTEC Enterprise	HT1	HT2	HT3 / 4	HT5 / 6
Topic(s)	Promotion and Financial Records	Financial Planning and Forecasting	Revision / Exam Attempt 1	Revision / Exam Attempt 2
Knowledge	<p>Elements of the promotional mix and their purposes</p> <p>Targeting and segmenting the mix</p> <p>Factors including the choice of promotional methods</p> <p>Financial documents</p> <p>Payment methods</p> <p>Sources of revenue and costs</p> <p>Terminology in financial statements</p> <p>Statement of comprehensive income</p>	<p>Profitability and liquidity</p> <p>Using cash flow data</p> <p>Financial forecasting</p> <p>Suggesting improvements to cash flow problems</p> <p>Break even analysis and break even point</p> <p>Sources of business finance</p>	Units 1-3 inclusive	Units 1-3 inclusive
Understanding: Concepts / Disciplinary	Understand the different methods and MEDIUMS an enterprise can use to	Understand how to complete a financial document, when it is	These half terms focus on revision techniques including revision and exam preparation that is tailored to the individual needs of students. Students will be focussing	These half terms focus on revision techniques including revision and exam preparation that is tailored to the individual needs of students.

## Co-op Academy North Manchester - Year 11 Business & Computing Curriculum

<p>Knowledge</p>	<p>promote itself</p> <p>Evaluate the different methods of advertising an enterprise can use to promote itself</p> <p>Investigate the needs of audiences and how they affect the design of interfaces</p> <p>Understand the different methods of personal selling, how they are best used and why personal selling is useful for an enterprise</p> <p>Understand direct marketing, the different methods and how they are used. To be able to identify the best direct marketing to use and what the costs are.</p> <p>Understand the need to target different markets in different ways.</p> <p>Analyse how an enterprise decides about which promotional activity is best to use and when</p>	<p>used and where it is used.</p> <p>Evaluate how different payment methods can be offered to customers to make their purchase</p> <p>Discuss and review the sources of revenue and costs</p> <p>Complete a statement of comprehensive income and financial position</p> <p>Demonstrate how to calculate profitability and liquidity ratios</p> <p>Identify the purpose of cash flow forecasts and suggest improvements to cash flow problems</p> <p>Demonstrate how to complete a break even analysis and identify the break even point, margin of safety and recognise its limitations.</p>	<p>particularly on 6-8 mark answers to ensure they are adequately equipped for the upcoming exams.</p>	<p>Students will be focussing particularly on 6-8 mark answers to ensure they are adequately equipped for the upcoming exams.</p>
<p>Homework</p>	<p>Online Quizzes / Paper Based</p>	<p>Online Quizzes / Paper Based</p>	<p>Past Papers</p>	<p>Past Papers</p>

## Co-op Academy North Manchester - Year 11 Business & Computing Curriculum

Assessment	Exam using the range of skills from this half term	Exam using the range of skills from this half term	Past Papers	Past Papers
CEAIG	Marketing Manager	Payroll Administrator	Business advisor	Business advisor
How to help at home	Encourage your child to use their revision guide to complete independent revision <a href="#">Click here</a>	Encourage your child to use their revision guide to complete independent revision <a href="#">Click here</a>	Encourage your child to use their revision guide to complete independent revision <a href="#">Click here</a>	Encourage your child to use their revision guide to complete independent revision <a href="#">Click here</a>
Wider Reading	Exam Tips And Techniques From A Study Expert <a href="#">Click here</a>	Exam Tips And Techniques From A Study Expert <a href="#">Click here</a>	Exam Tips And Techniques From A Study Expert <a href="#">Click here</a>	Exam Tips And Techniques From A Study Expert <a href="#">Click here</a>

GCSE Business	HT1	HT2	HT3	HT4	HT5	HT6
Topic(s)	Growing a Business	Making marketing decisions	Operational and Financial Decisions	Making Human Resource Decisions	Revision	
Knowledge	Business in growth Changes in business aims and objectives Business and globalisation Ethics, the environment and business	Product Price Promotion Place Using the marketing mix	Business operations Working with suppliers Managing quality The Sales process Business calculations Understanding performance	Organisational structures Effective Recruitment Effective training and development Motivation	Units 1-9 inclusive	
Understanding: Concepts / Disciplinary Knowledge	Understand internal/organic/ external / inorganic methods of business growth Explain the types of	Analyse the relationship between the aspects of the design mix for different businesses Analyse the potential	Understand and evaluate the appropriateness of production processes for different business scenarios	Evaluate the impact of an organisational structure on a business Evaluate the impact of training and developing	These half terms focus on revision techniques including revision and exam preparation that is tailored to the individual needs of students. Students will be focussing particularly on 6,9 and 12 mark answers to ensure they are adequately equipped for the upcoming exams.	

## Co-op Academy North Manchester - Year 11 Business & Computing Curriculum

	<p>business ownership</p> <p>Describe the internal/external sources of finance for growing an established business</p> <p>Recognise why business aims and objectives change as businesses evolve</p> <p>Understand how business aims and objectives change as businesses evolve</p> <p>Describe the impact of globalisation and international trade on businesses</p> <p>Outline the impact of ethical and environmental considerations on businesses</p> <p>Understand the potential impact of pressure group activity on the marketing mix</p>	<p>impact of various extension strategies on the life cycle of a given product or services</p> <p>Recognise the importance to a business of differentiating a product/service</p> <p>Justify appropriate pricing strategies in different business contexts</p> <p>Justify an appropriate marketing mix that can build a competitive advantage</p> <p>Know the different methods of distribution: retailer and e-tailers</p>	<p>Evaluate the appropriateness of production processes for different business scenarios</p> <p>Evaluate the impact of different production processes on price competitiveness</p> <p>Evaluate stock control management and the use of JIT stock control</p> <p>Analyse the impact of the relationship between a business and its suppliers</p> <p>Evaluate the impact of procurement decisions on a business</p>	<p>staff on a business</p> <p>Discuss the impact of motivating employees on a business</p> <p>Evaluate the use of financial and non-financial methods of motivating employees</p>	
Homework	Online Quizzes / Paper Based	Online Quizzes / Paper Based	Online Quizzes / Paper Based	Online Quizzes / Paper Based	Past Papers
Assessment	Exam using the range of skills from this half term	Exam using the range of skills from this half term	Exam using the range of skills from this half term	Exam using the range of skills from this half term	Encourage your child to use their revision guide to complete independent revision
CEAIG	Investment Analyst	Marketing Manager	School Business	Human Resource Manager	Franchise Owner

## Co-op Academy North Manchester - Year 11 Business & Computing Curriculum

			Manager		
How to help at home	Encourage your child to use their revision guide to complete independent revision <a href="#">Click here</a>	Encourage your child to use their revision guide to complete independent revision <a href="#">Click here</a>	Encourage your child to use their revision guide to complete independent revision <a href="#">Click here</a>	Encourage your child to use their revision guide to complete independent revision <a href="#">Click here</a>	Encourage your child to use their revision guide to complete independent revision <a href="#">Click here</a>
Wider Reading	Exam Tips And Techniques From A Study Expert <a href="#">Click here</a>	Exam Tips And Techniques From A Study Expert <a href="#">Click here</a>	Exam Tips And Techniques From A Study Expert <a href="#">Click here</a>	Exam Tips And Techniques From A Study Expert <a href="#">Click here</a>	Exam Tips And Techniques From A Study Expert <a href="#">Click here</a>

BTEC Digital IT	HT1	HT2	HT3	HT4	HT5	HT6
Topic(s)	Modern Technologies	Cyber Security / Implications of Digital Systems	Implications of Digital Systems / Planning and Communication / Exam attempt 1	Revision / Exam attempt 2		
Knowledge	Communication Technologies  Features and uses of cloud storage / computing  Using cloud technologies  Modern team working  Inclusivity and accessibility  Impacts of modern technologies	System attacks and external threats  Internal threats and impact of breaches  User restrictions and finding weaknesses  Data level protection  Policy, backup and data recovery  Shared Data  Environmental issues	User policies  Data protection  Criminal Use  Data flow diagrams  Flowcharts  System diagrams  Tables			

## Co-op Academy North Manchester - Year 11 Business & Computing Curriculum

		Equal access		
Understanding: Concepts / Disciplinary Knowledge	<p>Describe how to set up and use ad hoc networks and identify security and performance issues affecting network availability</p> <p>Describe how the selection of platforms and services impacts on the use of cloud technologies</p> <p>Describe how cloud and traditional systems are used together</p> <p>Consider the implications for organisations when choosing cloud technologies</p> <p>Describe changes to modern teams facilitated by modern technologies:</p> <p>Describe how modern technologies can be used to manage modern teams and communicate with stakeholders</p> <p>Describe how modern technologies aid inclusivity and accessibility</p> <p>Describe positive and</p>	<p>Understand the reasons why systems are attacked</p> <p>Understand the terms hacking and 'black hat' availability</p> <p>Describe the following external threats to systems and data:</p> <p>Understand the internal threats within an organisation to digital systems and data security</p> <p>Understand the impact of security breaches</p> <p>Understand measures used to protect digital systems and reduce the impact of threats</p> <p>Understand the following user access restrictions</p> <p>Understand how weaknesses are found and system security is improved</p> <p>Understand measures that can be implemented to protect and manage digital systems and data</p>	<p>Explain how data is shared</p> <p>Be able to describe the benefits and drawbacks of using shared data</p> <p>Understand the responsible use of data</p> <p>Understand the impact of manufacture, use and disposal of IT systems on the environment</p> <p>Evaluate the environmental considerations when upgrading or replacing computers</p> <p>Explain the energy saving settings and policies available for digital devices</p> <p>Understand the importance of providing equal access to digital services and information</p> <p>Interpret data flow and information diagrams</p> <p>Draw and follow a flowchart to describe the steps in an activity or process</p>	<p>These half terms focus on revision techniques including revision and exam preparation that is tailored to the individual needs of students. Students will be focussing particularly on 6-8 mark answers to ensure they are adequately equipped for the upcoming exams.</p>

## Co-op Academy North Manchester - Year 11 Business & Computing Curriculum

	negative impacts of modern technology on organisations/ individuals  Describe positive and negative impacts of modern technologies on organisations/ individuals	Understand the requirements of a disaster recovery policy including backup and recovery	Given a written explanation of figures in a table or graph  Draw and follow a system diagram to describe the steps in an activity or process	
Homework	Know It All Ninja / Paper Based	Know It All Ninja / Paper Based	Know It All Ninja / Paper Based	Know It All Ninja / Paper Based
Assessment	Exam using the range of skills from this half term	Exam using the range of skills from this half term	Exam using the range of skills from this half term	Exam using the range of skills from this half term
CEAIG	Cyber Intelligence Officer	IT security Coordinator	Business Analyst	Forensic Computer Analyst
How to help at home	Encourage your child to use their revision guide to complete independent revision  Use their revision guide to revise for upcoming assessments <a href="#">Click here</a>	Encourage your child to use their revision guide to complete independent revision  Use their revision guide to revise for upcoming assessments <a href="#">Click here</a>	Encourage your child to use their revision guide to complete independent revision  Use their revision guide to revise for upcoming assessments <a href="#">Click here</a>	Encourage your child to use their revision guide to complete independent revision  Use their revision guide to revise for upcoming assessments <a href="#">Click here</a>
Wider Reading	Exam Tips And Techniques From A Study Expert <a href="#">Click here</a>	Exam Tips And Techniques From A Study Expert <a href="#">Click here</a>	Exam Tips And Techniques From A Study Expert <a href="#">Click here</a>	Exam Tips And Techniques From A Study Expert <a href="#">Click here</a>

GCSE Computer Science	HT1	HT2	HT3	HT4 - 6
Topic(s)	Algorithms	Programming	Logic & Languages	Revision

## Co-op Academy North Manchester - Year 11 Business & Computing Curriculum

<p>Knowledge</p>	<p>Computational thinking                  Searching algorithms                  Sorting algorithms                  Flowcharts                  Pseudocode                  Interpret correct and complete algorithms</p>	<p>Programming fundamentals                  Sequence and Selection                  Iteration                  Arrays                  Procedures and functions                  Records and fields                  SQL</p>	<p>Logic diagrams                  Truth Tables                  Defensive Design                  Errors and testing                  Translators and facilities of languages                  IDEs (integrated development environments)</p>	<p>Units 1-8 inclusive</p>
<p>Understanding: Concepts / Disciplinary Knowledge</p>	<p>Understand the principles of computational thinking                  Be able to produce structure diagrams                  Understand and apply the different types of searching algorithms                  Understand and apply the different types of sorting algorithms                  Create, interpret, correct, complete and refine algorithms using flowcharts, arithmetic operators and variables                  Define data types: integer, real, Boolean, character, string                  Be able to use Boolean operators                  Write algorithms in pseudocode involving</p>	<p>Understand and use data types: integer, real, Boolean, character and string                  Declare and use constants and variables                  Use input, output and assignment statements                  Use arithmetic operators                  Use string handling and conversion function                  Use selection, nested selection, sequence and iteration                  Use NOT, AND and OR when creating Boolean expressions                  Write algorithms in pseudocode</p>	<p>Construct truth tables for logic gates and interpret the results                  Understand how to make maintainable programs                  Create, modify and interpret simple logic circuit diagrams                  Describe defensive design considerations and the purpose of testing                  Understand the purpose of translators                  Describe the characteristics of a compiler and interpreter                  Describe the characteristics and purpose of different levels of programming language</p>	<p>These half terms focus on revision techniques including revision and exam preparation that is tailored to the individual needs of students. Students will be focussing particularly on 6-8 mark answers to ensure they are adequately equipped for the upcoming exams.</p>



## Co-op Academy North Manchester - Year 11 Business & Computing Curriculum

	<p>sequence, selection and iteration</p> <p>Understand the purpose of a given algorithm and how an algorithm works &amp; determine the correct output of an algorithm for a given set of data</p> <p>Understand how to identify and correct errors in algorithms</p> <p>Create and use of trace tables to follow an algorithm</p>	<p>Use one- and two-dimensional arrays in the design of solutions to simple problems</p> <p>Understand the concept of subroutines and explain the advantages</p> <p>Understand and use parameters to pass data to procedures and functions</p> <p>Understand and use basic file handling operations</p> <p>Use SQL (Structured Query Language) statements to search for data:</p>		
Homework	Online Quizzes / Paper Based	Online Quizzes / Paper Based	Online Quizzes / Paper Based	Past Papers
Assessment	Exam using the range of skills from this half term	Exam using the range of skills from this half term	Exam using the range of skills from this half term	Past Papers
CEAIG	Robotics Engineer	Web developer	Software Developer	Technical Author
How to help at home	Encourage your child to use their revision guide and workbook to complete independent revision	Encourage your child to use their revision guide and workbook to complete independent revision	Encourage your child to use their revision guide and workbook to complete independent revision	<p>Encourage your child to use their revision guide and workbook to complete independent revision</p> <p>Pupils can access Seneca <a href="https://www.senecalearning.com/">https://www.senecalearning.com/</a></p> <p>Encourage your child to find a quiet space to revise in their spare time.</p> <p>Encourage your child to visit the library to revise, develop their coding skills and borrow a book!</p>

## Co-op Academy North Manchester - Year 11 Business & Computing Curriculum

Wider Reading	OCR Computer Science Revision Guide <a href="#">Click here</a>	OCR Computer Science Revision Guide <a href="#">Click here</a>	OCR Computer Science Revision Guide <a href="#">Click here</a>	OCR Computer Science Revision Guide <a href="#">Click here</a>
---------------	--	--	--	--