

Meden School Curriculum Planning							
Subject	A Level Business	Year Group	12	Sequence No.	TWO	Topic	Managers, leaders & Decision making

Retrieval	Core Knowledge	Student Thinking
What do teachers need retrieve from students before they start teaching new content ?	What specific ambitious knowledge do teachers need teach students in this sequence of learning?	What real life examples can be applied to this sequence of learning to development of our students thinking, encouraging them to see the inequalities around them and 'do something about them!'
<p><u>Retrieval of key knowledge from Sequence one</u></p> <ul style="list-style-type: none"> • What is the difference between aims, objectives and mission • What are the main type of business ownership • What is the main purpose of business • How can the external environment influence business activity? <p>Implied knowledge of Business, Marketing from KS4 CNAT Enterprise and Marketing</p> <p>Review of KS4 Personal finance curriculum. Students should understand the role of entrepreneurs in providing enterprising ideas, employment and taking risks to get a reward. The use of money in society, credit cards and debt,</p>	<p>Students will learn about how to understand managers, leaders and decision making</p> <p><u>What managers do?</u> The role of managers should include:</p> <ul style="list-style-type: none"> • setting objectives • analysing • leading • making decisions • reviewing. <p><u>Types of management and leadership styles and influences on these</u>, such as Authoritarian, Paternalistic, Laissez Faire, democratic</p> <p><u>Theories of management and leadership styles should include:</u> the Tannenbaum Schmidt continuum the Blake Mouton grid. The effectiveness of different styles of management and leadership</p> <p><u>Understanding management decision making:</u> The value of decision making based on data (scientific decision making) and on intuition</p>	<p>Why do the managers make the decisions in a business?</p> <p>Do all local, national and international firms follow the same decision-making process?</p> <p>Can you name a firm which is successful using the laissez faire style?</p> <p>How relevant is an autotarian style in today's business world?</p> <p>Which management style would be most appropriate for a fast-moving tech company, a small local clothes retailer or an international soft drinks manufacturer?</p> <p>How many decisions in business are made based on hunches? Are they valid?</p>

<p>borrowing money and interest repayments. Also, an awareness of the economy and how that can affect personal finance e.g. in a Boom, inflation is high, so are interest rates and repayment charges on loans are high</p>	<p><u>Scientific decision making</u> should include understanding and interpreting decision trees and calculating expected value and net gains.</p> <p><u>Decision making to include an understanding of:</u></p> <ul style="list-style-type: none"> • risks • rewards • uncertainty • opportunity cost. <p>The use and value of decision trees in decision making</p> <p><u>Influences on decision making to include:</u></p> <ul style="list-style-type: none"> • mission • objectives • ethics • the external environment including competition • resource constraints. <p><u>Understanding the role and importance of stakeholders</u></p> <ul style="list-style-type: none"> • The need to consider stakeholder needs when making decisions • Stakeholder mapping: stakeholder power and interest • Stakeholder needs and the possible overlap and conflict of these needs • Influences on the relationship with stakeholders • How to manage the relationship with different stakeholders • Managing the relationship with different stakeholders includes communication and consultation. 	<p>Why are decision made using both types better?</p> <p>Are decision trees a waste of time? Do they add value to the decision-making process? What are the drawbacks of using them?</p> <p>Why are risk, uncertainty and opportunity cost important concepts in decision making?</p> <p>What is the difference between a shareholder and a stakeholder? What is stakeholder conflict and how can it be addressed?</p>
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