

LEARNING PROGRESSIONS FOR BUSINESS STUDIES

KEY - AS.1

AS.2

AS.3

AS.4

AS.5

AS.6

AS.7

Contexts	L1 Small local business (up to 20)	L2 Large NZ business – regional or national significance (>20)	L3 Global businesses
<p>Business Formation</p> <p>Students will develop an understanding of how and why business is established.</p> <p>At L2 students will develop an understanding of how business is organised.</p>	<ul style="list-style-type: none"> • Types of Business Students will identify and describe different types of business entities. • Funding Options for Business Students will identify the various types of finance available to establish a business. • Stakeholders (external to business) Students will identify the stakeholders in a business and understand their purpose and objective. 	<ul style="list-style-type: none"> • Organisational Structure Students will understand the types and features of business organisational structures and their advantages and disadvantages 	<ul style="list-style-type: none"> • Business location Students will understand the analysis required to select an appropriate business location (access to customers and suppliers, infrastructure, transport, resources, legislation, clustering, competitive advantage, trading blocs)

<p>Functions of Business</p> <p>Students will demonstrate an understanding of the components of operating a successful business.</p>	<ul style="list-style-type: none"> • Business Planning Students will understand the essential planning required in setting up, maintaining and meeting the business's aims and objectives. • Types of Production Students will identify and understand the methods (types) and costs relating to production. • Production issues Students will discuss operational problems (e.g. machinery breakdown) 	<ul style="list-style-type: none"> • Iwi protocols Students will explore critical problems (e.g. kaitiakitanga conflicting with business operations) • Production Process Students will explain the components of and factors affecting the production process • Supply chain Students will explain how the supply chain relates to production process • Growth Strategies Students will identify growth strategies and discuss their advantages and disadvantages • Business acquisition Students will explore critical problems (e.g. poorly executed business acquisition) 	<ul style="list-style-type: none"> • Quality control Students will demonstrate understanding of TQM, continuous improvement, quality circles etc • Quality control issues Students will explore complex problems like substandard manufacturing due to cost cutting • Distribution problem Students will explore complex problem like problems with intermediaries, language and cultural barriers
<ul style="list-style-type: none"> • Market research 	<ul style="list-style-type: none"> • Market Research Students will describe the need and methods for market research. • Marketing Mix Students will understand that marketing involves product, price, place and promotion. 	<ul style="list-style-type: none"> • Market Research Students will understand how to design, conduct and present market research for a product as well suggests ways to improve the reasearch 	<ul style="list-style-type: none"> • Marketing Plan Students will understand how to develop a marketing plan that includes; aims, audit against aims, market research to address audit issues, analysis of market research data
<ul style="list-style-type: none"> • Carrying out a business activity 	<ul style="list-style-type: none"> • Carry out a one-off business activity Students will understand the essential planning required in setting up a one –off business activity that is carried out, reviewed and recommendations are made for future 	<ul style="list-style-type: none"> • Carry out and refine a community based business activity Students will understand the essential planning required to set up an on-going business activity (2-cycles) as well as maintaining and 	<ul style="list-style-type: none"> • Carry out in consultation with specialist advisors an innovative sustainable business activity Students will undertake the comprehensive planning for a business plan, engage in consultation with specialist advisors

		meeting the business's aims and objectives and how to make changes and improve based on feedback and experience	and evaluate the performance against the quadruple bottom line
<ul style="list-style-type: none"> Investigate the export potential of a business 			<ul style="list-style-type: none"> Investigate export potential <p>Students are required to undertake all aspects of an investigation of the export potential of a NZ business</p>

<p>People in Business</p> <p>Students will understand the role and function of people in business.</p>	<ul style="list-style-type: none"> Entrepreneurship Students will investigate the attributes of a person who uses skills and risk taking ability to develop a business concept. Rights and Responsibilities Students will identify the rights and responsibilities of the employer and the employee. Business Communication Students will understand the nature and importance of how people communicate effectively, including methods, mediums, processes and barriers. Technology failure Students will discuss operational problems (e.g. communication issue caused by technology failure) Personality conflict Students will discuss operational problems (e.g. communication issue caused personality conflict) 	<ul style="list-style-type: none"> Management and Leadership Students will understand the roles and skills of managers and characteristics of leaders HR issues Students will explore critical problems (e.g. poor leadership or loss of key personnel) Trade Unions Student will understand the roles of trade unions and employer associations Organisational Culture Students will understand the organisational culture of a business Enterprise Culture Students will understand the need for an enterprise culture in New Zealand society 	<ul style="list-style-type: none"> Change Management Students will understand the stages successful change management; (leadership, creating support, implementation methods, embedding change, inertia) Conflicts arising from change Students will explore critical problems such as relocation of manufacturing, industrial action due to international disparity in employment agreements, new ownership Intellectual property management (IPM) Students will understand of intellectual property management (need, protection, risks, and benefits) Innovation Students will demonstrate understanding of innovation (e.g. role in business success, types of innovation, strategies and cultures favouring innovation, risks and opportunities of innovation)
	<ul style="list-style-type: none"> HR functions 	<ul style="list-style-type: none"> HR cycle for recruitment Students will investigate the process involved in effective staff selection and the costs involved in recruiting employees. Recruitment issues Students will discuss operational problems (e.g. poor candidate selection, cultural alignment) Workplace incidents Students will discuss operational problems (e.g. workplace accidents) 	<ul style="list-style-type: none"> Motivation Students will investigate how motivation theories relate to a case study businesses HR practices

<p>Business Management</p> <p>Students will identify how financial records / information and internal controls are used to contribute to business success.</p>	<ul style="list-style-type: none"> • Financial Record Keeping Students will understand the various methods of record keeping and be able to identify appropriate financial records needed for a business. • Cash flow issues Students will discuss operational problems (e.g. issues around cash flow - such as bad debtors, low sales, credit tightening, slow payers) • Business Success Students will understand how businesses plan, implement and monitor their business goals and objectives and identify ways to improve or make change. 	<ul style="list-style-type: none"> • Financial Information Students will be able to understand the use of financial information for controlling, reporting and decision making • Poor Investment decisions Students will explore critical problems (e.g. problems around share issues or capital expenditure) • Internal Controls Students will understand the need for internal controls • Internal control failure Students will explore critical problems (e.g. fraud) 	<ul style="list-style-type: none"> • Investment appraisal Students will be able to understand the methods used to appraise investments such as payback period, rate of return, net present value • Poor Investment decisions Students will explore critical problems (e.g. problems arising from external factors)
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<p>Business Environment</p> <p>Students will develop an understanding of the external influences that impact on business.</p>	<ul style="list-style-type: none"> • Citizenship Students will develop an understanding of the role of business in the development and well being of society. • Sustainability (environmental) Students will develop an awareness of the need for business to operate in an environmentally responsible manner. • Environmental Influences Students will identify environmental influences on business. • Acts of God Students will discuss operational problems (e.g. floods, power outage, earthquake, disease outbreak) • Legal Influences Students will identify and understand the need and use of legislation with regard to business activity. 	<ul style="list-style-type: none"> • Corporate Social Responsibility and Philanthropy Students will understand the role of corporate social responsibility and philanthropy • Ethics Students understand the impact of ethical issues relating to business activities • Ethical issue Students will explore critical problems (e.g. liability resulting from poor practice) • Sustainability (Economic) Student will develop an awareness of the need for business to operate in an economically sustainable manner • Political Influences Students will explain political influences on business (e.g. change in govt policy) • Social Influences Students will explain social influences on business (e.g. demographics) 	<ul style="list-style-type: none"> • Business assistance Students will understand the role of external agencies (govt and non-govt) in assisting business (e.g. advice, funding, etc) • Sustainability (social and cultural) Students understand the social and cultural sustainability and its impact on practices of business • Cultural responsiveness and intelligence Students understand the cultural responsiveness and intelligence and its impact on practices of business (protocols, relationships, flexibility) • Issues arising from a breach of IPM Students will explore critical problems (e.g. exploitation of ethno-botanical resources) • Changes in the global marketplace Students understand the impact global changes have on business (e.g. caused by recession, trends, natural disasters, war, political unrest, internet and social networking.)
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	<ul style="list-style-type: none"> • Economic Influences Students will identify economic influences on business (e.g. business cycle). • Competition in the Local Marketplace Students will develop an awareness of the local marketplace and identify competition arising from this environment. • Business opportunities from Global connections Students will develop an awareness global economy and opportunities that could arise from it • Market place change Students will discuss operational problems (e.g. new competitor or negative publicity) 	<ul style="list-style-type: none"> • Technological Influences Students will explain technological influences on business • Technology breakthroughs Students will explore critical problems (e.g. M-commerce) • Global trends Students will explore critical problems (e.g. such as changes in consumer awareness or buyer behaviour or a global financial crisis) 	<ul style="list-style-type: none"> • Role of Multi-national organizations Students will explain the role of multi – national in the global economy • Impact of Multi-national organizations Students will explain the impact of multi – national ion the host country • Risks involved in expanding globally Students will explore critical problems – costs, cultural and language barriers, economic uncertainty, time zones, legal regulations, trade agreements.
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