## High Tunstall College of Science Curriculum Intent

Subject: Operations Year: 11 Half Term 1



## **Topic: Operations**

	Business Studies		Progress		
Topic	Key ideas	R	A	G	
Operations	What quality is and how quality is used in business to ensure safety and correct products are sold				
	You can explain the key factors of location and what influences a location decision				
	Understanding of selling methods and how e-commerce has emerged in business				

The role of operations. What is job production What is plot production? What is flow production influence a business? What is added value is and how it is key for a successful business Assessment lesson  Resulting and how it can help a business' success and how a business can chose methods. Quality and how it can help a business' success and how a business can chose methods. Quality assurance and pros and cons of each with examples. Quality assurance and pros and cons of each with examples. Quality assurance and pros and cons of each with examples. The main issues which impact the location choice for a business. The main issues which impact the location choice for a business. Assessment Factors of location Factors of location linked to real business examples How the correct location can support a business' success. How the correct location and pros and cons Face to Face sales understood and pros and cons Face to Face sales understood and pros and cons Telesales explained Assessment of Operations to date	Lessons	Learning Focus	Assessment	Key Words
What is batch production?   What is flow production?   How does the flow of production influence a business?   What is added value is and how it is key for a successful business   What is added value is and how it is key for a successful business   What is added value is and how it is key for a successful business   What is added value is and how it is key for a successful business   What is added value is and how it is key for a successful business   What is added value is and how it is key for a successful business   What is added value is and how it is key for a successful business   What is added value is and how it is key for a successful business   What is added value is and how it is key for a successful business   What is added value is and how it is key for a successful business   What is added value is and how it is key for a successful business   What is added value is and how it is key for a successful business   What is added value is and how it is key for a successful business   What is flow production influed to assessment   Calendar   Wistery shopper, checks, observations, trials, feedback, assurance, control, defects, quality   Whystery shopper, checks, observations, trials, feedback, assurance, control, defects, quality   Whystery shopper, checks, observations, trials, feedback, assurance, control, defects, quality   Whystery shopper, checks, observations, frials, feedback, assurance, control, defects, quality   Whystery shopper, checks, observations, it is allowed to make a business feedback   Whystery shopper, checks, observations, frials, feedback, assurance, control, the watch of perations of each with examples.   Knowledge test   Proximity, suppliers, market, infrastructure, brownfield, greenfield, raw materials, footloose, infrastructure   Whystery shopper, checks, observations, friest, perations, trials, feedback, assurance, control, defects   Whystery shopper, checks, observations, friest, perations, trials, feedback   Whystery shopper, checks, observations, friest, perations, trials	1	The role of operations.	Knowledge tests	Job, Batch, Flow, Manufacture, Opera-
What is flow production?	2	What is job production		tions, Labour, Output, Goods, Ser-
How does the flow of production influence a business? What is added value is and how it is key for a successful business Assessment lesson  Region Quality and how it can help a business' success and how a business can chose methods. Quality control and pros and cons of each with examples. Quality assurance and pros and cons of each with examples. Quality assurance and pros and cons of each with examples. Comparison or quality methods in business context Assessment Assessment Assessment feedback  The main issues which impact the location choice for a business. Factors of location linked to real business examples How the correct location can support a business' success. How the correct location can support a business' success. Sessment Comparison or quality methods in business examples How the correct location can support a business' success. Factors of location linked to real business' success. Factors of location dand pros and cons Factors of location and pros and cons Face to Face sales understood and pros and cons Telesales explained Telesales explained Face to Face sales understood and pros and cons Telesales explained Face to Face sales understood and pros and cons Face to Face sales understood and pros and cons Telesales explained Face to Face sales understood and pros and cons Telesales explained Face to Face sales understood and pros and cons Telesales explained Face of Face sales understood and pros and cons Telesales explained Face of Face sales understood and pros and cons Telesales explained Face of Face sales understood and pros and cons Face to Face sales understood and pros and cons Face to Face sales understood and pros and cons Face to Face sales understood and pros and cons Face to Face sales understood and pros and cons Face to Face sales understood and pros and cons Face to Face sales understood and pros and cons Face to Face sales understood and pros and cons Face to Face sales understood and pros and cons Face to Face sales understood and pros and cons Face to Face sales understood and pros	3	What is batch production?	Deep marked assessment	vices, Premises, Materials
What is added value is and how it is key for a successful business	4	What is flow production?	linked to assessment	
business Assessment lesson  Record Quality and how it can help a business' success and how a business can chose methods. Quality control and pros and cons of each with examples. Quality assurance and pros and cons of each with examples. Quality assurance and pros and cons of each with examples. Comparison or quality methods in business context Assessment Assessment Assessment feedback  The main issues which impact the location choice for a business. Factors of location Factors of location Factors of location linked to real business examples How the correct location can support a business' success. Assessment  Sales processes explained and its role E commerce understood and pros and cons Factor of Telesales explained Telesales explained You can state when different sales methods should be used for different business to date Assessment of Operations to date  Knowledge test  Knowledge test  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps	5	How does the flow of production influence a business?	calendar	
Assessment lesson  Quality and how it can help a business' success and how a business can chose methods.  Quality control and pros and cons of each with examples. Quality assurance and pros and cons of each with examples. Quality assurance and pros and cons of each with examples. Comparison or quality methods in business context Assessment Assessment Assessment (Assessment (A	6	What is added value is and how it is key for a successful		
Rowledge test Wystery shopper, checks, observations, trials, feedback, assurance, control, defects, quality control and pros and cons of each with examples. Quality control and pros and cons of each with examples. Quality assurance and pros and cons of each with examples Comparison or quality methods in business context Assessment Assessment Assessment Knowledge test  Knowledge test  Proximity, suppliers, market, infrastructure, brownfield, greenfield, raw materials, footloose, infrastructure Factors of location linked to real business examples How the correct location can support a business' success. Assessment  Sales processes explained and its role E commerce understood and pros and cons Face to Face sales understood and pros and cons Telesales explained You can state when different sales methods should be used for different businesses—context  Knowledge test  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps  You can state when different sales methods should be used for different businesses—context  Rnowledge test  Knowledge test  Face to Face sales understood and pros and cons  Telesales explained  You can state when different sales methods should be used for different businesses—context  Knowledge test		business		
a business can chose methods. Quality control and pros and cons of each with examples. Quality assurance and pros and cons of each with examples. 11—12 Comparison or quality methods in business context 13 Assessment 14 Assessment feedback  15 The main issues which impact the location choice for a business. 16 Factors of location 17 Factors of location linked to real business examples 18 How the correct location can support a business' success. 19 Assessment 20 Sales processes explained and its role 21—22 E commerce understood and pros and cons 23 Face to Face sales understood and pros and cons 24 Telesales explained 25 You can state when different sales methods should be used for different businesses—context  26—27 Revision of Operations to date 28 Assessment of Operations to date 28 Assessment of Operations to date  28 Knowledge test  tions, trials, feedback, assurance, control, trol, defects, quality   trol, defects, quality   Knowledge test  Proximity, suppliers, market, infrastructure, structure, brownfield, greenfield, raw materials, footloose, infrastructure  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps	7	Assessment lesson		
9 Quality control and pros and cons of each with examples. 10 Quality assurance and pros and cons of each with examples 11—12 Comparison or quality methods in business context 13 Assessment 14 Assessment feedback 15 The main issues which impact the location choice for a business. 16 Factors of location 17 Factors of location linked to real business examples 18 How the correct location can support a business' success. 19 Assessment 20 Sales processes explained and its role 21—22 E commerce understood and pros and cons 23 Face to Face sales understood and pros and cons 24 Telesales explained 25 You can state when different sales methods should be used for different businesses—context 26—27 Revision of Operations to date 28 Assessment of Operations to date 28 Assessment of Operations to date 28 Knowledge test 29 Knowledge test 20 Knowledge test 20 Knowledge test 21—22 E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps 30 Face to Face sales understood and pros and cons 31 Face to Face sales understood and pros and cons 32 Face to Face sales understood and pros and cons 33 Face to Face sales understood and pros and cons 44 Telesales explained 45 Face to Face sales understood and pros and cons 46 Face to Face sales understood and pros and cons 47 Face to Face sales understood and pros and cons 47 Face to Face sales understood and pros and cons 48 Face to Face sales understood and pros and cons 49 Face to Face sales understood and pros and cons 40 Face to Face sales understood and pros and cons 40 Face to Face sales understood and pros and cons 41 Face to Face sales understood and pros and cons 41 Face to Face sales understood and pros and cons 42 Face to Face sales understood and pros and cons 42 Face to Face sales understood and pros and cons 43 Face to Face sales understood and pros and cons 44 Face to Face sales understood and pros and cons 55 Face to Face sales understood and pros and cons 66 Face to Face sales underst	8	Quality and how it can help a business' success and how	Knowledge test	Mystery shopper, checks, observa-
10 Quality assurance and pros and cons of each with examples  11—12 Comparison or quality methods in business context  13 Assessment  14 Assessment feedback  15 The main issues which impact the location choice for a business.  16 Factors of location  17 Factors of location linked to real business examples 18 How the correct location can support a business' success. 19 Assessment  20 Sales processes explained and its role 21—22 E commerce understood and pros and cons 23 Face to Face sales understood and pros and cons 24 Telesales explained 25 You can state when different sales methods should be used for different businesses—context  26—27 Revision of Operations to date  Assessment of Operations to date  Knowledge test  Knowledge test  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps		a business can chose methods.		tions, trials, feedback, assurance, con-
ples Comparison or quality methods in business context Assessment Assessment Assessment feedback  The main issues which impact the location choice for a business. Factors of location Factors of location linked to real business examples How the correct location can support a business' success. How the correct location can support a business' success. Sales processes explained and its role E commerce understood and pros and cons Face to Face sales understood and pros and cons Telesales explained You can state when different sales methods should be used for different businesses—context  Knowledge test  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps  Knowledge test  Knowledge test  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps  Knowledge test	9	Quality control and pros and cons of each with examples.		trol, defects, quality
11—12 Comparison or quality methods in business context Assessment Assessment Assessment feedback  15 The main issues which impact the location choice for a business. 16 Factors of location 17 Factors of location linked to real business examples 18 How the correct location can support a business' success. 19 Assessment  20 Sales processes explained and its role 21—22 E commerce understood and pros and cons 23 Face to Face sales understood and pros and cons 24 Telesales explained 25 You can state when different sales methods should be used for different businesses—context  26—27 Revision of Operations to date Assessment of Operations to date  Knowledge test  Knowledge test  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps  Knowledge test  Knowledge test  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps	10	Quality assurance and pros and cons of each with exam-		
Assessment Assessment feedback  The main issues which impact the location choice for a business.  Factors of location Factors of location linked to real business examples How the correct location can support a business' success. Assessment  Sales processes explained and its role E commerce understood and pros and cons Face to Face sales understood and pros and cons Telesales explained You can state when different sales methods should be used for different businesses—context  Assessment Knowledge test  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps  Knowledge test  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps  Knowledge test  Knowledge test  Knowledge test  Knowledge test  Knowledge test		ples		
14 Assessment feedback  15 The main issues which impact the location choice for a business.  16 Factors of location 17 Factors of location linked to real business examples 18 How the correct location can support a business' success. 19 Assessment  20 Sales processes explained and its role 21—22 E commerce understood and pros and cons 23 Face to Face sales understood and pros and cons 24 Telesales explained 25 You can state when different sales methods should be used for different businesses—context  26—27 Revision of Operations to date 28 Assessment Knowledge test  Knowledge test  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps	11—12	Comparison or quality methods in business context		
The main issues which impact the location choice for a business.  Factors of location Factors of location linked to real business examples How the correct location can support a business' success.  Sales processes explained and its role E commerce understood and pros and cons Face to Face sales understood and pros and cons Telesales explained You can state when different sales methods should be used for different businesses—context  The main issues which impact the location choice for a structure, brownfield, greenfield, raw materials, footloose, infrastructure  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps  Knowledge test  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps  Knowledge test  Knowledge test  Knowledge test  Assessment of Operations to date Assessment of Operations to date  Knowledge test	13	Assessment		
business.  Factors of location Factors of location How the correct location can support a business' success.  Sales processes explained and its role E commerce understood and pros and cons Face to Face sales understood and pros and cons Telesales explained You can state when different sales methods should be used for different businesses—context  business.  Structure, brownfield, greenfield, raw materials, footloose, infrastructure  Knowledge test  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps  Knowledge test  Knowledge test  Knowledge test  Knowledge test  Assessment of Operations to date  Knowledge test	14	Assessment feedback		
Factors of location Factors of location linked to real business examples How the correct location can support a business' success.  Sales processes explained and its role E commerce understood and pros and cons Face to Face sales understood and pros and cons Telesales explained You can state when different sales methods should be used for different businesses—context  Knowledge test  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps  Knowledge test  Knowledge test  Knowledge test  Knowledge test  Assessment of Operations to date  Knowledge test	15	The main issues which impact the location choice for a	Knowledge test	
Factors of location linked to real business examples How the correct location can support a business' success.  Sales processes explained and its role E commerce understood and pros and cons Face to Face sales understood and pros and cons Telesales explained You can state when different sales methods should be used for different businesses—context  Knowledge test  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps  Knowledge test  Knowledge test  Knowledge test  Knowledge test  Assessment of Operations to date  Assessment of Operations to date				
How the correct location can support a business' success.  Assessment  Sales processes explained and its role E commerce understood and pros and cons Face to Face sales understood and pros and cons Telesales explained You can state when different sales methods should be used for different businesses—context  Knowledge test  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps  Knowledge test  Knowledge test  Knowledge test  Knowledge test  Assessment of Operations to date Assessment of Operations to date	16			materials, footloose, infrastructure
19 Assessment  20 Sales processes explained and its role 21—22 E commerce understood and pros and cons 23 Face to Face sales understood and pros and cons 24 Telesales explained 25 You can state when different sales methods should be used for different businesses—context  26—27 Revision of Operations to date 28 Assessment of Operations to date  20 Knowledge test  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps  E-commerce website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps  E-commerce website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps	17	· ·		
20 Sales processes explained and its role 21—22 E commerce understood and pros and cons 23 Face to Face sales understood and pros and cons 24 Telesales explained 25 You can state when different sales methods should be used for different businesses—context  26—27 Revision of Operations to date 28 Assessment of Operations to date  28 Knowledge test  Knowledge test  E-commerce, website, technical, click and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps  Knowledge test  Knowledge test	18	How the correct location can support a business' success.		
21—22 E commerce understood and pros and cons 23 Face to Face sales understood and pros and cons 24 Telesales explained 25 You can state when different sales methods should be used for different businesses—context  26—27 Revision of Operations to date 28 Assessment of Operations to date  21—22 E commerce understood and pros and cons and collect, customer service, departments, marketing, finance, face ro face, telesales, digital sales, apps  Knowledge test  Knowledge test	19			
Face to Face sales understood and pros and cons Telesales explained You can state when different sales methods should be used for different businesses—context  Revision of Operations to date Assessment of Operations to date  Knowledge test	20	Sales processes explained and its role	Knowledge test	
Telesales explained You can state when different sales methods should be used for different businesses—context  Revision of Operations to date Assessment of Operations to date  Assessment of Operations to date	21—22	· ·		
25 You can state when different sales methods should be used for different businesses—context  26—27 Revision of Operations to date  Assessment of Operations to date  Knowledge test	23	Face to Face sales understood and pros and cons		ments, marketing, finance, face ro
used for different businesses—context  26—27 Revision of Operations to date  Assessment of Operations to date  Knowledge test	24	· · · · · · · · · · · · · · · · · · ·		face, telesales, digital sales, apps
26—27 Revision of Operations to date Knowledge test 28 Assessment of Operations to date	25			
28 Assessment of Operations to date				
	_	· ·	Knowledge test	
29 Assessment feedback—grids				
	29	Assessment feedback—grids		