

Scope and Sequence: HSC Business Studies 2021-2022

Year 12	1	2	3	4	5	6	7	8	9	10	11	
Term 4 2021 11 weeks	Operations - The focus of this topic is the strategies for effective operations management in large businesses. Working independently and collaboratively, students examine contemporary business issues to: <ul style="list-style-type: none"> • discuss the balance between cost and quality in operations strategy • examine the impact of globalisation on operations strategy • identify the breadth of government policies that affect operations management • explain why corporate social responsibility is a key concern in operations management Students investigate aspects of business using hypothetical situations and actual business case studies to: <ul style="list-style-type: none"> • describe the features of operations management for businesses in a tertiary industry • assess the relationship between operations and the other key business functions in two actual businesses • explain how operations strategy can help a business sustain its competitive advantage • recommend possible operations strategies for one hypothetical business Outcomes - H1 H2 H3 H4 H5 H6 H7 H8 H9							Assessment Task 1 Business Report 20%	Human Resources - The focus of this topic is the contribution of human resource management to business performance. Working independently and collaboratively, students examine contemporary business issues to: <ul style="list-style-type: none"> • discuss the influence of government on the process of determining employment contracts • explain how businesses exhibit corporate social responsibility in the management of human resources • analyse the causes of two workplace disputes and the strategies used to resolve them • examine the advantages of a diverse, culturally competent workforce for a global business 			
	1	2	3	4	5	6	7		8	9	10	11
Term 1 2022 11 weeks	Human Resources Continued Students investigate aspects of business using hypothetical situations and actual business case studies to: <ul style="list-style-type: none"> • explain the interdependence between human resources and other key business functions • compare the process of negotiating enterprise/collective agreements with the negotiation of individual contracts • discuss the advantages and disadvantages of outsourcing in the global market • evaluate the effectiveness of human resource management for one business and recommend appropriate alternative strategies Outcomes - H2 H3 H4 H5 H6 H7 H8 H9					Assessment Task 2 Socratic Seminar 30%	Finance - The focus of this topic is the role of interpreting financial information in the planning and management of a business. Working independently and collaboratively, students examine contemporary business issues to: <ul style="list-style-type: none"> • explain potential conflicts between short-term and long-term financial objectives • analyse the influence of government and the global market on financial management • identify the limitations of financial reporting • compare the risks involved in domestic and global financial transactions 					
	1	2	3	4	5		6	7	8	9	10	11

Term 2 2022 10 weeks	Finance Continued Students investigate aspects of business using hypothetical situations and actual business case studies to: <ul style="list-style-type: none"> • calculate key financial ratios • assess business performance using comparative ratio analysis • recommend strategies to improve financial performance • examine ethical financial reporting practices Outcomes - H2 H3 H4 H5 H6 H7 H8 H9 H10			Assessment Task 3 Financial Analysis 25%	Marketing - The focus of this topic is the main elements involved in the development and implementation of successful marketing strategies. Working independently and collaboratively, students examine contemporary business issues to: <ul style="list-style-type: none"> • explain why goods and/or services are central to both marketing and operations • examine why ethical behaviour and government regulation are important in marketing • assess why a mix of promotional strategies is important in the marketing of goods and services Students investigate aspects of business using hypothetical situations and actual business case studies to: <ul style="list-style-type: none"> • evaluate the marketing strategies for a good or service • analyse a marketing plan for a business • explain how globalisation has affected marketing management Outcomes - H1 H2 H3 H4 H5 H6 H7 H8 H9 H10					
	1	2	3		4	5	6	7	8	9
Term 3 2022 10 weeks	Assessment Task 4 Trial Examination 25%		Review of Trial Examination and Preparation for HSC Examination <ul style="list-style-type: none"> • Practise papers • Timed responses • Past HSC questions • Revision activities, graphic organisers, group work and note-making Revision of key concepts from Operations, Human Resources, Finance and Marketing Outcomes - H1 H2 H3 H4 H5 H6 H8 H9 H10							

Skills (All Topics): Short answer responses, extended response writing skills in relation to actual business case studies, business report writing skills in relation to hypothetical business case studies.