

## SUPPORTING CAREERS EDUCATION IN BUSINESS

	Term 1	Term 2	Term 3
<b>Year 10</b>	<p>What is it like to be an entrepreneur? What skills, characteristics do they have and what are the benefits and drawbacks of this Career path?</p> <p>Guest Speaker – Entrepreneur.</p> <p>Presentation skills in order to develop public speaking: awareness of audience, self-confidence.</p>	<p>3.2a – Ways of working READING - <a href="https://www.bbc.com/worklife/article/20210915-how-companies-around-the-world-are-shifting-the-way-they-work">https://www.bbc.com/worklife/article/20210915-how-companies-around-the-world-are-shifting-the-way-they-work</a></p> <p>Inter-generational activity requiring pupils to find out from parents and other adults about the different ways of working. They are required to bring their research back into the classroom to share with their peers.</p> <p>Developing speech, confidence and eye contact when addressing an audience and working as part as a team to multitask and work to a deadline - news report on trends in ways of working.</p> <p>3.4 Understanding the process and protocols of applying for jobs and being successful. (eye contact, hand shaking etc.)</p> <p>Recruitment and selection activities and procedures: application forms, aptitude tests, assessment centres, interviews.</p> <p>Video – Recruitment Process at Toys R Us.</p> <p>Guest speaker – HR Apprentice former pupil.</p> <p>3.6 Training and Development Homework week 2 Research on Apprenticeships <a href="https://www.apprenticeships.gov.uk/apprentices/how-do-they-work#">https://www.apprenticeships.gov.uk/apprentices/how-do-they-work#</a> complete tasks on Firefly.</p>	<p>LMI – HR Director and HR Administrator.</p> <p>Presentation on Employment and Consumer Guest Speaker - Law by trainee solicitor. Opportunity to discuss Career route and educational background.</p> <p>Homework week 2 Labour Market Information (LMI) Careers <a href="https://icould.com/explore/#subject">https://icould.com/explore/#subject</a></p> <p>Extended Homework – Employability skills (series of independent online learning tasks to be completed for homework to provide insights, guidance and support on the key skills students will need to succeed at work. <a href="https://ondemand.tutor2u.net/students/employability-skills-skills-booster">https://ondemand.tutor2u.net/students/employability-skills-skills-booster</a></p> <p>Opportunity to be an entrepreneur – enterprise fair Summer Term.</p>
<b>Year 11</b>	<p>How to become a management accountant: Omar's story.</p>	<p>How to become a digital marketing specialist: Ben's story</p> <p>How to become an advertising business owner: Ed's story</p> <p>What does a Head of Theatre Marketing do?</p> <p>LMI – Marketing Director and Creative Marketing specialist.</p> <p>How to become a corporate social responsibility coordinator: Ben's story Possible visit to VICTREX.</p>	

# Careers display in BC2:

## CAREERS IN BUSINESS

Group	Set on:	Due in on:
10Q	Thursday	Monday
10R	Wednesday	Tuesday
10T	Wednesday	Monday
11R	Friday	Tuesday
11T	Wednesday	Monday

  

### Marketing Manager

MARKETING MANAGERS PLAN HOW TO PROMOTE PRODUCTS, SERVICES OR BRANDS AND OVERSEE ALL MARKETING ACTIVITY

**Key Skills:** Communication, Creativity, Problem Solving, Teamwork, Analytical Skills

### Investment Analyst

INVESTMENT ANALYSTS HELP STOCK MARKET TRADERS, STOCKBROKERS AND FUND MANAGERS MAKE DECISIONS ABOUT INVESTMENTS

**Key Skills:** Analytical Skills, Communication, Problem Solving, Teamwork, Research Skills

### Supply Chain Manager

SUPPLY CHAIN MANAGERS OVERSEE THE MOVEMENT OF GOODS AND MATERIALS FROM SUPPLIERS AND MANUFACTURERS TO CUSTOMERS

**Key Skills:** Communication, Problem Solving, Teamwork, Analytical Skills, Logistics

### Sales Manager

SALES MANAGERS ORGANISE, LEAD AND MONITOR THE SALES REPRESENTATIVES TO WORK TOWARDS SALES TARGETS

**Key Skills:** Communication, Problem Solving, Teamwork, Analytical Skills, Sales Skills

### Market Research Analyst

MARKET RESEARCH ANALYSTS HELP CLIENTS FIND OUT ABOUT PEOPLE'S VALUES OR CONSUMER BEHAVIOUR OR POLITICAL AND SOCIAL ISSUES

**Key Skills:** Analytical Skills, Communication, Problem Solving, Teamwork, Research Skills

### Digital Marketer

DIGITAL MARKETERS PROMOTE BRANDS, PRODUCTS AND SERVICES THROUGH SOCIAL MEDIA, WEBSITES AND APPS

**Key Skills:** Communication, Creativity, Problem Solving, Teamwork, Analytical Skills

### Events Manager

EVENTS MANAGERS ORGANISE AND RUN PROMOTIONAL, BUSINESS AND SOCIAL EVENTS

**Key Skills:** Communication, Creativity, Problem Solving, Teamwork, Analytical Skills

### Auditor

INTERNAL AND EXTERNAL AUDITORS ARE ACCOUNTANTS WHO CHECK ORGANISATIONS' FINANCIAL RECORDS AND PROCEDURES TO MAKE SURE THEY ARE ACCURATE AND LEGITIMATE

**Key Skills:** Analytical Skills, Communication, Problem Solving, Teamwork, Attention to Detail

### Financial Adviser

FINANCIAL ADVISERS HELP PEOPLE AND ORGANISATIONS TO CHOOSE INVESTMENTS, SAVINGS, PENSIONS, MORTGAGES AND INSURANCE PRODUCTS

**Key Skills:** Communication, Problem Solving, Teamwork, Analytical Skills, Sales Skills

### Management Consultant

MANAGEMENT CONSULTANTS HELP ORGANISATIONS SOLVE PROBLEMS AND IMPROVE EFFICIENCY

**Key Skills:** Communication, Creativity, Problem Solving, Teamwork, Analytical Skills

### Insurance Broker

INSURANCE BROKERS USE THEIR KNOWLEDGE OF THE INSURANCE MARKET TO HELP FIND THE RIGHT COVER, AT THE BEST PRICE, FOR THEIR CUSTOMERS

**Key Skills:** Communication, Problem Solving, Teamwork, Analytical Skills, Sales Skills

### Project Manager

BUSINESS PROJECT MANAGERS PLAN AND ORGANISE PROJECT TASKS AND RESOURCES TO COMPLETE A PROJECT ON TIME AND WITHIN BUDGET

**Key Skills:** Communication, Problem Solving, Teamwork, Analytical Skills, Leadership

### HomeWork

### Business Career

### Auditor

THE AUDITOR'S ROLE IS TO CHECK THE ACCURACY OF FINANCIAL RECORDS AND PROCEDURES TO MAKE SURE THEY ARE ACCURATE AND LEGITIMATE

**Key Skills:** Analytical Skills, Communication, Problem Solving, Teamwork, Attention to Detail