

Mapping:

School Unit	Relevant External Modules	Key Professional Outcomes
1. Business Environment (120 hrs)	Economy, Fundamentals of Law, Enterprise, Labor Law & Economic Knowledge.	Understanding the legal and economic framework of a business; recognising how "Industrial Training" dictates company structure.
2. Working in Business (60 hrs / Ethics)	Healthy & Safe Working Conditions, Labor Law, Organisation of the Labor Process.	Ethics Focus: Labor rights, workplace safety, and the duty of care toward employees. Links to PPS (intercultural understanding).
3. Business Decisions (60 hrs / Ethics)	Management Functions, Economic Analysis & Control, Banking.	Ethics Focus: Integrity in financial reporting and the socio-economic impact of corporate decision-making.
4. Customers & Communication (60 hrs / Ethics)	Business Communication, Foreign Language & Prof. Terminology, Art of Negotiation.	Ethics Focus: Transparency in marketing, honesty in negotiation, and cultural sensitivity in communication.
5. Accounting Concepts (60 hrs)	Banking, Economic Analysis & Control, Business Documentation.	Mastering the flow of capital and the rigorous

		documentation required for financial transparency.
6. Principles of Project Management (60 hrs)	Organisation of Labor Process, Management Functions, Work with Office Equipment.	Coordinating resources, time management, and the logistical side of executing business goals.
7. Responsible Business Practices (60 hrs / Ethics)	Environmental Protection, Company Culture, Human Resources Management.	Ethics Focus: Sustainability, corporate social responsibility (CSR), and Ethics HR practices (equity and inclusion).
8. Business Events (60 hrs)	Business Communication, Art of Negotiation, Company Culture, Entrepreneurship.	Planning and executing high-level professional interactions and presenting the company to the public.

IBCP Year 1: Building the Foundation

Term 1: The Business Landscape

Units Covered:

- **Unit 1: Business Environment** (First 60/120 hours)
- **Unit 2: Working in Business** (60 hours – **Ethics Focus**)
- **Outside Mapping:** Economy, Fundamentals of Law, Healthy & Safe Working Conditions.
- **Assessment Strategy:**
- **Formative:** A "Safety Audit" presentation where students evaluate the school or a local business's health and safety compliance.
- **Summative:** A case study analysis on how labor laws affect business operations.
- **Term Exam:** A 2-hour formal paper.

Term 2: Communication & Stakeholders

Units Covered:

- **Unit 1: Business Environment** (Remaining 60/120 hours)
- **Unit 4: Customers and Communication** (60 hours – **Ethics Focus**)
- **Outside Mapping:** Business Communication, Art of Negotiation, Foreign Language Terminology.
- **Assessment Strategy:**
- **Practical:** A mock negotiation session in the students' target professional language.
- **Ethics Task:** A report on "Transparency in Customer Relations"—evaluating the ethics of marketing tactics.
- **Term Exam:** A combined paper on market structures and communication theories.

Term 3: Operations & Decisions

Units Covered:

- **Unit 3: Business Decisions** (60 hours – **Ethics Focus**)
- **Unit 8: Business Events** (30/60 hours - Planning Phase)
- **Outside Mapping:** Management Functions, Economic Analysis & Control.
- **Assessment Strategy:**

- **Simulation:** Use a business decision-making software or board game (like *Monopoly* but with Ethics "event cards") to track the impact of financial choices.
- **RP Link:** Students must identify one Ethics dilemma from Unit 3 to potentially use for their Reflective Project.
- **Term Exam:** Data-based questions focusing on economic analysis and decision-making matrixes.

IBCP Year 2: Specialisation & Execution

Term 4: Finance & Sustainability

Units Covered:

- **Unit 5: Accounting Concepts** (60 hours)
- **Unit 7: Responsible Business Practices** (60 hours – **Ethics Focus**)
- **Outside Mapping:** Banking, Economic Analysis, Environmental Protection, HR Management.
- **Assessment Strategy:**
- **Portfolio:** Developing a set of "Ethics Financial Statements" for a company that practices high CSR.
- **Research Paper:** A 1,000-word essay on the tension between "Profit vs. Planet" (Direct link to PPS/RP).
- **Term Exam:** A practical accounting test combined with an essay on Corporate Social Responsibility.

Term 5: Leadership & Final Synthesis

Units Covered:

- **Unit 6: Principles of Project Management** (60 hours)
- **Unit 8: Business Events** (Remaining 30/60 hours - Execution)
- **Outside Mapping:** Organisation of Labor Process, Company Culture, Office Equipment.
- **Assessment Strategy:**
- **The "Capstone" Event:** Students plan and host a real-world business event (e.g., a mini-conference or school business fair) using Project Management tools.
- **Reflective Viva Voce:** A formal interview discussing their growth over the two years.
- **Final Program Exam:** A comprehensive exam covering both the theory and practice of the entire 8-unit course.

Term	Unit Mix	Guided Hours	Test/Extra Hours	Ethics Focus Link
T1	1 & 2	100	20	Labour rights & Safety
T2	1 & 4	100	20	Communication honesty
T3	3 & 8	100	20	Integrity in Management
T4	5 & 7	120	24	Sustainability & Equity
T5	6 & 8	120	24	Leadership & Ethics

Assessment Variety

To align with the **IBCP philosophy**, the course may include:

1. **Vlogs/Podcasts:** Students record a "Business Update" on Ethics issues in the industry.
2. **Portfolio of Evidence:** Digital folders containing spreadsheets, emails, and project plans.
3. **Role Play:** Evaluating the "Art of Negotiation" through live scenarios.
4. **Case Study Analysis:** Using real-world companies (like Patagonia or Tesla) to analyse business environments.