

BUSINESS STUDIES Year 10

	Autumn Term 1	Autumn Term 2	Spring Term 1	Spring Term 2	Summer Term 1	Summer Term 2
Knowledge content	3.1.1 Enterprise and entrepreneurs 3.1.1.1. Purpose and nature of business 3.1.2 Business ownership	3.1.2 Business ownership (continued) 3.1.3 Setting business aims & objectives 3.1.4 Stakeholders	3.1.5 Location 3.1.6 Business planning 3.1.7 Expanding a business	3.2.1 Technology 3.2.2 Ethical & environmental considerations 3.2.3 The economic climate of business	3.2.4 Globalisation 3.2.5 Legislation 3.2.6 Competitive environment	3.4.1 Organisational structures 3.4.2 Recruitment and selection 3.4.3 Motivation 3.4.4 Training
	This will depend on number of lessons in Year 10 vs Year 11. If two lessons in Year 10 this structure stands. If three lessons in Year 10 part of production will need to be covered too.					
Skills + dispositions	<p>Interpretation and use of quantitative data in business including:</p> <ul style="list-style-type: none"> ▪ information from graphs and charts ▪ percentages and percentage changes ▪ averages <p>Understand what business is and be able to explain basics such as what the factors of production are and how these relate to goods and services. Be able to identify the skills of an entrepreneur and why they set up firms. Understand the constantly changing nature of the business environment.</p>	<p>Interpretation and use of quantitative data in business including:</p> <ul style="list-style-type: none"> ▪ information from graphs and charts ▪ market data, including market share, changes in costs and changes in prices. ▪ percentages and percentage changes ▪ averages <p>Calculations in a business context, including:</p> <ul style="list-style-type: none"> ▪ revenue, costs and profit <p>Develop their knowledge to include the different types of business in the UK. Be able to explain objectives of different types of firms and how and why they change over time.</p>	<p>Interpretation and use of quantitative data in business including:</p> <ul style="list-style-type: none"> ▪ information from graphs and charts ▪ market data, including market share, changes in costs and changes in prices. ▪ percentages and percentage changes ▪ averages <p>Consider how firms change over time (link back to types of business). Be able to develop the idea that some firms expand from sole traders to Ltd and PLC. Also appreciate some firms will stay small. Explain how objectives change as a company grows. Consider how the planning undertaken by firms will change as they grow.</p>	<p>Interpretation and use of quantitative data in business including:</p> <ul style="list-style-type: none"> ▪ information from graphs and charts ▪ market data, including market share, changes in costs and changes in prices. ▪ percentages and percentage changes ▪ averages <p>Understand how changes in technology impact on business. Use real life examples (building on their own knowledge) and link back to purpose and nature of business. Ensure students understand they will be looking at the functions (operations, HR, marketing & finance) later in the course in more detail.</p>	<p>Interpretation and use of quantitative data in business including:</p> <ul style="list-style-type: none"> ▪ information from graphs and charts ▪ market data, including market share, changes in costs and changes in prices. ▪ percentages and percentage changes ▪ averages <p>Be able to explain how businesses are able to compete globally. Link back to knowledge of different types of company to understand how this may be different depending on the type of business ownership. Also consider the impact of technology for example how small sole traders may compete more easily through the internet.</p>	<p>Interpretation and use of quantitative data in business including:</p> <ul style="list-style-type: none"> ▪ percentages and percentage changes ▪ averages <p>Explain the different types of structures and how they link to the way the business is managed (link back to types of business – sole trader vs plc for example)</p> <p>Be able to explain how employees are recruited (link back to types of business and legislation to develop student’s understanding of recruitment & selection). Consider why motivation is important and how it is achieved. Will need to link this with production – impact on productivity for example. Also consider business ownership –</p>

			Consider costs (difference between fixed, variable & total) and revenue. Basic financial calculations.		Understand the impact of different legislation: Employment, Health & Safety & Consumer. This will need to be linked to HR for example when teaching recruitment & selection.	motivators may be different depending on nature of business.
Assessment opportunities	Terms tests Q & A MCQ End of section quick tests. Example exam questions in class. AIP1 Test	Terms tests Q & A MCQ End of section quick tests. Example exam questions in class.	Terms tests Q & A MCQ End of section quick tests. Example exam questions in class. AIP2 Test.	Terms tests Q & A MCQ End of section quick tests. Example exam questions in class. Mock	Terms tests Q & A MCQ End of section quick tests. Example exam questions in class. AIP3 Test.	Terms tests Q & A MCQ End of section quick tests. Example exam questions in class.

BUSINESS STUDIES Year 11

	Autumn Term 1	Autumn Term 2	Spring Term 1	Spring Term 2	Summer Term 1	Summer Term 2
Knowledge content	3.3.1 Production processes 3.3.2 The role of procurement 3.3.3 The concept of quality	3.3.4 Good customer services 3.5.1 Identifying & understanding customers 3.5.2 Segmentation	3.5.3 The purpose and methods of market research 3.5.4 The elements of the marketing mix	3.6.1 Sources of finance 3.6.2 Cash flow 3.6.3 Financial terms and calculations	3.6.4 Analysing the financial performance of a business Revision.	
Skills + dispositions	<p>Interpretation and use of quantitative data in business including:</p> <ul style="list-style-type: none"> ▪ market data, including market share, changes in costs and changes in prices. ▪ percentages and percentage changes ▪ averages <p>Explain the different methods of production used (link back to purpose and types of business).</p>	<p>Interpretation and use of quantitative data in business including:</p> <ul style="list-style-type: none"> ▪ information from graphs and charts ▪ marketing data, including market research data ▪ percentages and percentage changes ▪ averages <p>Be able to explain the methods of customer service and the impact on different stakeholders.</p>	<p>Interpretation and use of quantitative data in business including:</p> <ul style="list-style-type: none"> ▪ information from graphs and charts ▪ marketing data, including market research data ▪ market data, including market share, changes in costs and changes in prices. ▪ percentages and percentage changes ▪ averages 	<p>Interpretation and use of quantitative data in business including:</p> <ul style="list-style-type: none"> ▪ information from graphs and charts ▪ financial data, including profit and loss, average rate of return and cash flow forecasts ▪ market data, including market share, changes in costs and changes in prices. ▪ percentages and percentage changes 	<p>Interpretation and use of quantitative data in business including:</p> <ul style="list-style-type: none"> ▪ information from graphs and charts ▪ profitability ratios (gross profit margin and net profit margin) ▪ financial data, including profit and loss, average rate of return and cash flow forecasts ▪ market data, including market share, changes in 	

	<p>Efficiency links with motivation students should be able to explain the importance to the business and how it might impact on competitiveness. Link procurement back to costs and in the future to aspects of finance. Understand the issues with quality and how it can impact on different stakeholders.</p>	<p>Links to revenues and costs and competitiveness. Links with next topic identifying and understanding customers. Be able to explain methods of segmenting customers and explain why this is important to businesses.</p>	<p>Explain the difference and relevance of market research. Link back to nature and types of business. Also development of technology and impact. Explain how and why businesses use these methods. Be able to recognise the different elements of marketing mix and explain relationships to for example demand, target markets, and impact on competition etc. Be able to use the marketing mix for decision making in context. Explain why balanced product portfolio is important using Boston matrix as basis.</p>	<ul style="list-style-type: none"> ▪ averages <p>Calculations in a business context, including:</p> <ul style="list-style-type: none"> ▪ revenue, costs and profit ▪ gross profit margin and net profit margin ratios ▪ average rate of return ▪ cash flow forecasts, including total costs, total revenue and net cash flow 	<p>costs and changes in prices. percentages and percentage changes</p> <ul style="list-style-type: none"> ▪ averages <p>Calculations in a business context, including:</p> <ul style="list-style-type: none"> ▪ revenue, costs and profit ▪ gross profit margin and net profit margin ratios 	
Overall skills & dispositions	<ul style="list-style-type: none"> ▪ Develop ability to analyse business situations ▪ Make links between different areas of the content ▪ Be able use data effectively ▪ Be able to use subject specific vocabulary appropriately ▪ Perform calculations from appropriate data ▪ Apply knowledge to specific scenarios ▪ Select evidence to make decisions and solve problems ▪ Critically assess scenarios to make informed judgements ▪ Further develop literacy, numeracy, listening and research & planning skills ▪ Show determination & responsibility for their development 					
Assessment opportunities	<p>Terms tests Q & A MCQ End of section quick tests. Example exam questions in class. AIP1 Test</p>	<p>Terms tests Q & A MCQ End of section quick tests. Example exam questions in class. AIP2 Test.</p>	<p>Terms tests Q & A MCQ End of section quick tests. Example exam questions in class. Mock</p>	<p>Terms tests Q & A MCQ End of section quick tests. Example exam questions in class.</p>	<p>Terms tests Q & A MCQ End of section quick tests. Example exam questions in class. AIP3 Test.</p>	<p>Terms tests Q & A MCQ End of section quick tests. Example exam questions in class.</p>