



Subject: GCSE Business Studies						
Year 10						
	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Learning	<p>Course introduction and basic awareness of assessment schedule.</p> <p>Begin Unit 1: Business in the Real World</p> <p>Unit 1 topic areas:</p> <p>Purpose of Business- what is a business and the reasons for starting a business.</p> <p>Business enterprise- the meaning of the term enterprise and what is meant by an entrepreneur.</p> <p>Industrial sectors- the term enterprise and what is meant by an entrepreneur</p> <p>Social enterprise – what it means and the reasons for setting one up.</p> <p>Business ownership- the different legal structures that businesses adopt and evaluating each one.</p>	<p>Aims & objectives - the main aims and objectives for businesses and their importance.</p> <p>Stakeholders - what is meant by a stakeholder, who the main stakeholders of a business are and what they want.</p> <p>Factors influencing the location decision of a business - the factors that influence where a business is located, including proximity to the market, availability of raw materials, labour, competition and costs.</p> <p>Introduction to business planning - The reasons why businesses create plans and what they include.</p> <p>Basic financial terms and calculations- the difference between variable costs, fixed costs and total costs and understand the concept of revenue, costs, profit and loss.</p>	<p>Expanding a business- the methods of expansion and their benefits and drawbacks.</p> <p>Economies & Diseconomies of scale- a definition of the two concepts and the differing reasons why a business may experience both.</p> <p>Unit 2 topic areas:</p> <p>Use of ICT in business- the impact of ICT on business operations.</p> <p>E-commerce and Digital communication- how digital technology is changing the way businesses communicate and interact with their stakeholders.</p> <p>Ethical considerations- what it means to a business to operate ethically and an analysis of why there may be a possible trade-off between ethics and profit.</p>	<p>Economic climate- how macroeconomic vagaries of the economy can influence the success of a business.</p> <p>Examination review and close the gap exercises.</p> <p>Globalisation- a definition of the term and an analysis of the benefits and drawbacks that it offers UK businesses.</p> <p>Legislation- the impact of legislation on businesses, for example cost, training needs, recruitment and the consequences of failure to follow legislation for the business.</p>	<p>Competitive environment- a definition of the market and competition and an exploration of a competitive environment on business success.</p> <p>Uncertainty and risk- the risks businesses face and the reasons why all businesses face uncertainty.</p> <p>Unit 3 topic areas:</p> <p>Production processes- coverage of job and flow production methods and an exploration of when each is appropriate.</p> <p>Role of procurement- an evaluation of stock control methods such as JIT and JIC.</p>	<p>Quality- the importance of quality throughout the operations of a business and the costs and benefits of quality control.</p> <p>Customer services- the importance of providing good service to customers and an analysis of the technique's businesses use to provide good customer service.</p>



The King's Academy: KS3 Curriculum Overview (2021-22)

How is this learning being assessed?	<p>Assessment takes place through:</p> <ul style="list-style-type: none"> Weekly homework tasks Multiple choice tests on key topic areas Classwork 	<p>Assessment takes place through:</p> <ul style="list-style-type: none"> Weekly homework tasks Multiple choice tests on key topic areas Classwork End of Unit 1 Assessment 	<p>Assessment takes place through:</p> <ul style="list-style-type: none"> Weekly homework tasks Multiple choice tests on key topic areas Classwork 	<p>Assessment takes place through:</p> <ul style="list-style-type: none"> Weekly homework tasks Multiple choice tests on key topic areas Classwork End of Unit 2 Assessment Year 10 Rehearsal Assessments covering Units 1 and 2. 	<p>Assessment takes place through:</p> <ul style="list-style-type: none"> Weekly homework tasks Multiple choice tests on key topic areas Classwork 	<p>Assessment takes place through:</p> <ul style="list-style-type: none"> Weekly homework tasks Multiple choice tests on key topic areas Classwork End of Unit 3 Assessment
Year11						
	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Learning	<p>Unit 4 topic areas:</p> <p>Organisational structures- defining structures and exploring how they work, as well as covering centralised and decentralised decision making.</p> <p>Recruitment & selection- analysis of the recruitment and selection process from start to finish</p> <p>Motivating employees- the importance of motivation in the workplace and methods used.</p> <p>Training- the importance of training the workforce and types of training used.</p>	<p>Unit 5 topic areas:</p> <p>Identifying and understanding customers- the importance of identifying and satisfying customer needs</p> <p>Segmentation- define and an analysis of the different types of segmentation.</p> <p>Purpose of market research- the reasons why research is conducted</p> <p>Use of market research- information that may help decision making.</p>	<p>Methods of market research to include primary and secondary- the difference between qualitative and quantitative market research and benefits and drawbacks of different methods.</p> <p>Marketing mix (Price)- pricing methods and the factors that influence pricing decisions</p> <p>Marketing mix (Promotion)- promotional methods, Reasons for promotion, Factors influencing the selection of the promotional mix.</p> <p>Marketing mix (Place)- the different channels of distribution used by businesses, E-commerce and m-commerce.</p>	<p>Marketing mix (Product)- coverage of the product life cycle and the effectiveness of different extension strategies.</p> <p>Unit 6 topic areas:</p> <p>Source of finance- methods businesses use to raise finance. Appropriateness of sources of finance-</p> <p>Cash flow- importance of cash to businesses. Interpreting cash flow forecasts. Difference between cash and profit-</p>	<p>Financial terms and calculations- basic financial terms. Basic financial calculations. Average rate of return. Break-even.</p> <p>Analysing the financial performance of a business- purpose of financial statements. Components of financial statements. Interpretation of data given on financial statements.</p>	



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How is this learning being assessed?	Assessment takes place through: <ul style="list-style-type: none">• Weekly homework tasks• Multiple choice tests on key topic areas• Classwork• End of Unit 4 Assessment	Assessment takes place through: <ul style="list-style-type: none">• Weekly homework tasks• Multiple choice tests on key topic areas• Classwork• Year 11 First Rehearsals covering Units 1 to 4	Assessment takes place through: <ul style="list-style-type: none">• Weekly homework tasks• Multiple choice tests on key topic areas• Classwork	Assessment takes place through: <ul style="list-style-type: none">• Weekly homework tasks• Multiple choice tests on key topic areas• Classwork• Year 11 Final Rehearsals covering Units 1 to 6	Assessment takes place through: <ul style="list-style-type: none">• Weekly homework tasks• Multiple choice tests on key topic areas• Classwork• End of Unit 6 Assessment	
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