



## Business Year Plan 2020-21

Week	W/B	Yr 10 L1	Yr 10 L2	Yr 10 L3	Yr 11 L1	Yr 11 L2	Yr 11 L3	Subject Assessment	Whole School Assessment	
1	31/08/2020	Define the term "Market Research".	Describe the difference between Qualitative & Quantitative data.	Describe the different methods of Primary research.	Create a range of financial documents.		Resit Prep - LO1			
2	07/09/2020	Describe the different methods of Secondary research.	Analyse the advantages & disadvantages of Primary research.	Analyse the advantages & disadvantages of Secondary research.			Resit Prep - LO1			
3	14/09/2020	Define the term "Niche" marketing.	Define the term "Mass Marketing"	Define the term "Market Orientation".	Describe the purpose of ratio analysis.		Resit Prep - LO2			
4	21/09/2020	Define the term "Product Orientation".	Case Study: Market Types		Explain the role of cash-flow management.		Resit Prep - LO2	Assessed via Case Study - Yr 10		
5	28/09/2020	Explain the term "Outsourcing".	Explain why business would adapt the concept of Outsourcing.	Define the concept "Lean production".	Mock Synoptic Project: Relevant Sections completed.		Mock Exam	Mock Exam - Yr 11		
6	05/10/2020	Explain the concept of JIT.	Describe the concept of "Cell Production".	Describe the concept of "Kaizen".	Explain the purpose of business planning	Describe the benefits of business planning.	Resit Prep - GRIT			
7	12/10/2020	Understand how a business can monitor Quality Control.	Explain the benefits of monitoring Quality Control.	Describe the different methods of Production.	Mock Synoptic Project: Relevant Sections completed.		Resit Prep - LO3			
8	19/10/2020									
8	26/10/2020	Assessment	GRIT	GRIT	Resit Prep - LO3	Resit Prep - LO4	Resit Prep - LO4	EoT Assessment - Yr 10		
9	02/11/2020	Define the term "Customer Service".	Explain why Customer Service is important to a business.	Describe how Customer Service is measured.	Mock Exam	GRIT	GRIT			
10	09/11/2020	Explain the purpose of measuring customer service.	Analyse the internal influences of a business.	Explain the concept of Maslow's Hierarchy of Motivation	Final Revision	Final Revision	Final Revision			
11	23/11/2020	Explain the motivation theory of Mayo.	Explain the motivation theory of Herzberg.	Describe the internal challenges of growth.	Final Revision	Final Revision	Final Revision	Resit External Exam - Yr 11 (27th Nov)		
12	30/11/2020	Explain the term "Diseconomies of scale".	Assessment	GRIT	Mock Synoptic Project - Finished & GRIT following marking.			EoT Assessment - Yr 10		
13	07/12/2020	Describe the external influences of a business.	Define the term "GDP".	Explain the concept of Interest Rates.				Mock Synoptic Project marked - Yr 11		
14	14/12/2020	Explain the different tax rates that impact on a business.	Explain the challenges a business faces	Case Study: Challenges of Growth.						
15	21/12/2020									
15	28/12/2020									
16	04/01/2021	(Class-personalised revision covering content)	(Class-personalised revision covering content)	(Class-personalised revision covering content)						
17	11/01/2021	(Class-personalised revision covering content)	Mock Exam (in class)	GRIT				Mock Exam - Yr 10		
18	18/01/2021	(Class-personalised revision covering content)	(Class-personalised revision covering content)	(Class-personalised revision covering content)	Formal Synoptic Project - 20 hrs					
19	25/01/2021	(Class-personalised revision covering content)	(Class-personalised revision covering content)	(Class-personalised revision covering content)	Mock Exam (in class)			Mock Exam - Yr 10		
20	01/02/2021	GRIT	GRIT	GRIT				Yr 11 Exam Results (5th Feb)		
20	08/02/2021	(Class-personalised revision covering content)	(Class-personalised revision covering content)	(Class-personalised revision covering content)						
21	15/02/2021									
21	22/02/2021	Revision LO2	Revision LO2	Revision LO2	Formal Synoptic Project - 20 hrs			Assessed via Synoptic Project - Yr 11		
22	01/03/2021	Mock Exam (in class)	GRIT	GRIT	GRIT			Mock Exam - Yr 10		
23	08/03/2021	Revision LO3	Revision LO3	Revision LO3						
24	15/03/2021	Revision LO5	Final Revision	Final Revision	2nd Attempt of Synoptic Project - 20 hrs			External Exam (19th March) - Yr 10 & Yr 11		
25	22/03/2021	Explain the areas of research needed for supporting a new enterprise.	Describe the physical resources needed for	Describe the physical resources needed for						
26	29/03/2021									
26	05/04/2021									
26	12/04/2021	Explain the technological resources	Mock Synoptic Project: Relevant Sections completed.							
27	19/04/2021	Explain the concept of "Internal Growth".	Describe the difference between horizontal	Explain the purpose of a Merger.	2nd Attempt of Synoptic Project - 20 hrs					
28	26/04/2021	Explain the purpose of a Takeover.	Explain the purpose of a Joint ventures.	Mock Synoptic Project: Relevant Sections completed.						
29	03/05/2021	GRIT	GRIT	What is "Human Resources"?				Assessed via Mock Synoptic Project - Yr 10		
30	10/05/2021	Explain the methods of recruiting	Explain the methods of recruiting	Describe each stage of recruitment.	GRIT			Assessed via Synoptic Project - Yr 11		
31	17/05/2021	Explain the purpose of each stage of	Mock Synoptic Project: Relevant Sections completed.		Contingency Time for absent learners.					
32	24/05/2021	Describe the difference between each type	Analyse the issues surrounding equality in	Analyse the issues surrounding				Exam Results (28th May)		
33	31/05/2021									
33	07/06/2021	Explain what a disciplinary issue is and how	Explain each method of developing staff.	Describe each method that staff can be				Assessed via Mock Synoptic Project - Yr 10		
34	14/06/2021		Mock Synoptic Project: Relevant Sections completed.							
35	21/06/2021		Describe the different types of funding a business can use.							
36	28/06/2021		Explain the suitability of different methods of funding.							
37	05/07/2021	Explain the concept of "Sales Revenue"	Describe the difference between Gross and	Explain the difference between Start up						
38	12/07/2021	Explain the difference between fixed and	Mock Synoptic Project: Relevant Sections completed.					Assessed via Mock Synoptic Project - Yr 10		
39	19/07/2021									
40	26/07/2021	Catch-Up Time (where lessons missed earlier in the year this is where there is capacity for it)								