

# Curriculum Knowledge Map

## CHS Computing and Technology 2023/2024

### GCSE Business (AQA 8132)

### Year 11 (Revised 2 Year KS4 Map)

Year 11 <i>(Revised 2 Year KS4 Map)</i>	AUTUMN		SPRING		SUMMER	
	Business Finance	Knowledge Organisers & Case Studies	Key Business Concepts (Paper 1 & 2)	Study Skills for Business	The Big Business Review	
<b>Declarative</b> <i>What should they know?</i>	<p><i>In addition recall for Business in the real world and influence on business (see Year 10 topics) students will be looking at Business Finance.</i></p> <p>Students should understand the purpose of the finance function, its role within business and how it influences business activity.</p> <p><b>Sources of finance</b></p> <ul style="list-style-type: none"> <li>• Methods businesses use to raise finance.</li> <li>• Appropriateness of sources of finance</li> </ul> <p><b>Cash flow</b></p> <ul style="list-style-type: none"> <li>• Importance of cash to businesses</li> <li>• Interpreting cash flow forecasts</li> <li>• Difference between cash and profit</li> </ul> <p><b>Financial terms and calculations</b></p> <ul style="list-style-type: none"> <li>• Basic financial terms</li> <li>• Basic financial calculations</li> <li>• Average rate of return</li> <li>• Break-even</li> </ul> <p><b>Analysing the financial performance of a business</b></p> <ul style="list-style-type: none"> <li>• Purpose of financial statements</li> </ul>	<p>In knowledge organiser lessons students will use independent practice to <b>recall</b> their learning from Year 9 and 10 to help revisit key areas of their learning from across all 6 units.</p> <p>In these lessons' students should make notes on key business areas that they have studied to be able to practice a range of questions and assessment practice for these specific topics.</p> <p>This aims to support learners in their revision and practice for summer examinations and lead them into Year 11 studies preparing them for final exams.</p> <p><b>Business in the Real World</b></p> <ul style="list-style-type: none"> <li>• The purpose and nature of businesses</li> <li>• Business ownership</li> <li>• Setting business aims and objectives.</li> <li>• Stakeholders</li> <li>• Business location</li> <li>• Business planning</li> <li>• Expanding a business</li> </ul> <p><b>Influence on Business</b></p> <ul style="list-style-type: none"> <li>• Technology</li> </ul>	<p>In these lessons' students will explore:</p> <p><b>Business in the Real World</b></p> <ul style="list-style-type: none"> <li>• The purpose and nature of businesses</li> <li>• Business ownership</li> <li>• Setting business aims and objectives.</li> <li>• Stakeholders</li> <li>• Business location</li> <li>• Business planning</li> <li>• Expanding a business</li> </ul> <p><b>Influence on Business</b></p> <ul style="list-style-type: none"> <li>• Technology</li> <li>• Ethical and environmental considerations</li> <li>• The economic climate on businesses</li> <li>• Globalisation</li> <li>• Legislation</li> <li>• Competitive environment</li> </ul> <p><b>Business Operations</b></p> <ul style="list-style-type: none"> <li>• Production processes</li> <li>• The role of procurement</li> <li>• The concept of quality</li> <li>• Good customer services</li> </ul> <p><b>Human Resources</b></p> <ul style="list-style-type: none"> <li>• Organisational structures</li> </ul>	<p><b>During this half term in the lead up to exams students will revisit key areas of the course whilst also completing study and preparation.</b></p> <p>Students' lessons will focus on examination technique for short, medium and long response questions.</p> <ul style="list-style-type: none"> <li>• 4-mark questions</li> <li>• 6-mark questions</li> <li>• 9-mark questions</li> <li>• 12-mark questions</li> </ul> <p>Students will look at the best approach to a case study and how to demonstrate knowledge and understanding on the exams.</p> <p>Students will prepare for both paper 1 and paper 2:</p> <p><b>Paper 1</b></p> <ul style="list-style-type: none"> <li>• Business in the real world</li> <li>• Influence on business</li> <li>• Business operations</li> <li>• Human resources</li> </ul> <p><b>Paper 2</b></p> <ul style="list-style-type: none"> <li>• Business in the real world</li> <li>• Influence on business</li> <li>• Marketing</li> </ul>	<p><b>Revision and Review:</b></p> <p><b>Business in the Real World</b></p> <ul style="list-style-type: none"> <li>• The purpose and nature of businesses</li> <li>• Business ownership</li> <li>• Setting business aims and objectives.</li> <li>• Stakeholders</li> <li>• Business location</li> <li>• Business planning</li> <li>• Expanding a business</li> </ul> <p><b>Influence on Business</b></p> <ul style="list-style-type: none"> <li>• Technology</li> <li>• Ethical and environmental considerations</li> <li>• The economic climate on businesses</li> <li>• Globalisation</li> <li>• Legislation</li> <li>• Competitive environment</li> </ul> <p><b>Business Operations</b></p> <ul style="list-style-type: none"> <li>• Production processes</li> <li>• The role of procurement</li> <li>• The concept of quality</li> <li>• Good customer services</li> </ul> <p><b>Human Resources</b></p> <ul style="list-style-type: none"> <li>• Organisational structures</li> <li>• Recruitment and selection of employees</li> </ul>	

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	<ul style="list-style-type: none"> <li>• Components of financial statements</li> <li>• Interpretation of data given on financial statements</li> </ul>	<ul style="list-style-type: none"> <li>• Ethical and environmental considerations</li> <li>• The economic climate on businesses</li> <li>• Globalisation</li> <li>• Legislation</li> <li>• Competitive environment</li> </ul> <p><b>Business Operations</b></p> <ul style="list-style-type: none"> <li>• Production processes</li> <li>• The role of procurement</li> <li>• The concept of quality</li> <li>• Good customer services</li> </ul> <p><b>Human Resources</b></p> <ul style="list-style-type: none"> <li>• Organisational structures</li> <li>• Recruitment and selection of employees</li> <li>• Motivating employees</li> <li>• Training</li> </ul> <p><b>Marketing</b></p> <ul style="list-style-type: none"> <li>• Identifying and understanding customers</li> <li>• Segmentation</li> <li>• The purpose and methods of market research</li> <li>• The elements of the marketing mix: price, product, promotion and place (4Ps)</li> <li>• Product portfolio</li> <li>• PR</li> <li>• Reasons for promotion</li> <li>• Place</li> <li>• E-commerce and m-commerce</li> </ul> <p><b>Finance</b></p> <ul style="list-style-type: none"> <li>• Sources of finance</li> <li>• Cash flow</li> <li>• Financial terms and calculations</li> <li>• Analysing the financial performance of a business</li> </ul>	<ul style="list-style-type: none"> <li>• Recruitment and selection of employees</li> <li>• Motivating employees</li> <li>• Training</li> </ul> <p><b>Marketing</b></p> <ul style="list-style-type: none"> <li>• Identifying and understanding customers</li> <li>• Segmentation</li> <li>• The purpose and methods of market research</li> <li>• The elements of the marketing mix: price, product, promotion and place (4Ps)</li> <li>• Product portfolio</li> <li>• PR</li> <li>• Reasons for promotion</li> <li>• Place</li> <li>• E-commerce and m-commerce</li> </ul> <p><b>Finance</b></p> <ul style="list-style-type: none"> <li>• Sources of finance</li> <li>• Cash flow</li> <li>• Financial terms and calculations</li> <li>• Analysing the financial performance of a business</li> </ul>	<p>Finance</p>	<ul style="list-style-type: none"> <li>• Motivating employees</li> <li>• Training</li> </ul> <p><b>Marketing</b></p> <ul style="list-style-type: none"> <li>• Identifying and understanding customers</li> <li>• Segmentation</li> <li>• The purpose and methods of market research</li> <li>• The elements of the marketing mix: price, product, promotion and place (4Ps)</li> <li>• Product portfolio</li> <li>• PR</li> <li>• Reasons for promotion</li> <li>• Place</li> <li>• E-commerce and m-commerce</li> </ul> <p><b>Finance</b></p> <ul style="list-style-type: none"> <li>• Sources of finance</li> <li>• Cash flow</li> <li>• Financial terms and calculations</li> <li>• Analysing the financial performance of a business</li> </ul>	
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<p><b>Procedural</b> <i>What should they be able to do?</i></p>	<p><b>Sources of finance</b></p> <ul style="list-style-type: none"> <li>understand the main internal and external sources of finance available (including family and friends, retained profit, a new share issue, obtaining a loan or mortgage, selling unwanted assets, overdrafts, trade credit, hire purchase and government grants)</li> <li>analyse the advantages and disadvantages of each method for a given situation.</li> <li>evaluate the suitability of sources of finance for new and established businesses.</li> </ul> <p><b>Cash flow</b></p> <ul style="list-style-type: none"> <li>understand the consequences of cash flow problems and the effect of positive cash flow.</li> <li>understand how and why cash flow forecasts are constructed.</li> <li>complete and interpret sections of a cash flow forecast (this includes an understanding of cash inflows and outflows, net cash flow and the opening and closing balance. Students are not expected to be able to construct an entire cash flow forecast)</li> <li>evaluate possible solutions to cash flow problems, including re-scheduling payments, overdrafts, reducing cash outflow, increasing cash inflow and finding new sources of finance.</li> </ul>	<p><b>Students should be able to:</b></p> <ul style="list-style-type: none"> <li>Select appropriate information about a topic, identifying what knowledge is required to develop their own understanding.</li> <li>Break down information into manageable chunks of information that will support ongoing and future learning.</li> <li>Make suitable links between key topics within each area of business.</li> </ul> <p>When students are completing assessment practice for each topic, they should be able to apply their knowledge from their organiser to complete the following key assessment objectives:</p> <p>AO1: Demonstrate knowledge and understanding of business concepts and issues.</p> <p>AO2: Apply knowledge and understanding of business concepts and issues to a variety of contexts.</p> <p>AO3: Analyse and evaluate business information and issues to demonstrate understanding of business activity, make judgements and draw conclusions.</p>	<p>Students should be able to identify areas for personal development with their business learning. This will follow structured lessons for Business topic areas with time for students to develop their understanding of key concept in each paper area. Feedback from the Autumn mock exams will support knowledge development but so will revision lists for Spring assessments (Mocks)</p> <p><b>Paper 1</b></p> <ul style="list-style-type: none"> <li>Business in the real world</li> <li>Influence on business</li> <li>Business operations</li> <li>Human resources</li> </ul> <p><b>Paper 2</b></p> <ul style="list-style-type: none"> <li>Business in the real world</li> <li>Influence on business</li> <li>Marketing</li> <li>Finance</li> </ul> <p>Students' lessons will focus on examination technique for short, medium and long response questions.</p> <ul style="list-style-type: none"> <li>4-mark questions</li> <li>6-mark questions</li> <li>9-mark questions</li> <li>12-mark questions</li> </ul> <p>Students will look at the best approach to a case study and how to demonstrate knowledge and understanding on the exams.</p>	<p><b>Demonstrate knowledge and understanding of business concepts and issues. Apply knowledge and understanding of business concepts and issues to a variety of contexts.</b></p> <ul style="list-style-type: none"> <li>Analyse and evaluate business information and issues to demonstrate understanding of business activity, make judgements and draw conclusions.</li> <li>know and understand business concepts, business terminology, business objectives, the integrated nature of business activity and the impact of business on individuals and wider society.</li> <li>apply knowledge and understanding to contemporary business issues and to different types and sizes of businesses in local, national and global contexts.</li> <li>develop as enterprising individuals with the ability to think commercially and creatively to demonstrate business acumen and draw on evidence to make informed business decisions and solve business problems.</li> <li>develop as effective and independent students, and as critical and reflective thinkers with enquiring minds.</li> <li>use an enquiring, critical approach to make informed judgements.</li> <li>investigate and analyse real business opportunities and issues to construct well-</li> </ul>	<p><b>Demonstrate knowledge and understanding of business concepts and issues. Apply knowledge and understanding of business concepts and issues to a variety of contexts.</b></p> <ul style="list-style-type: none"> <li>Analyse and evaluate business information and issues to demonstrate understanding of business activity, make judgements and draw conclusions.</li> <li>know and understand business concepts, business terminology, business objectives, the integrated nature of business activity and the impact of business on individuals and wider society.</li> <li>apply knowledge and understanding to contemporary business issues and to different types and sizes of businesses in local, national and global contexts.</li> <li>develop as enterprising individuals with the ability to think commercially and creatively to demonstrate business acumen and draw on evidence to make informed business decisions and solve business problems.</li> <li>develop as effective and independent students, and as critical and reflective thinkers with enquiring minds.</li> <li>use an enquiring, critical approach to make informed judgements.</li> <li>investigate and analyse real business opportunities and issues to construct well-</li> </ul>	
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	<p><b>Financial terms and calculations</b></p> <ul style="list-style-type: none"> <li>• understand the difference between variable costs, fixed costs and total costs.</li> <li>• understand the concept of revenue, costs, profit and loss.</li> <li>• understand the main investment projects that businesses undertake, including investment in new machinery, buildings and vehicles and be able to calculate the average rate of return for these projects.</li> <li>• understand the meaning of the term break-even output and interpret break-even charts.</li> <li>• identify the break-even level of output and margin of safety from a break-even chart.</li> <li>• evaluate the value of using break-even analysis to a business.</li> </ul> <p><b>Analysing the financial performance of a business</b></p> <ul style="list-style-type: none"> <li>• understand the importance of financial statements for assessing business performance and helping make business decisions.</li> <li>• identify the main components of the income statement and the statement of financial position.</li> <li>• understand the difference between assets and liabilities and that the statement of financial position is a snapshot in time.</li> <li>• make judgements on the performance of a business through the interpretation</li> </ul>			<p>argued, well-evidenced, balanced and structured arguments, demonstrating their depth and breadth and understanding of business.</p> <ul style="list-style-type: none"> <li>• develop and apply quantitative skills relevant to business, including using and interpreting data.</li> </ul> <p><b>Calculation</b></p> <ul style="list-style-type: none"> <li>• Calculations in a business context, including:</li> <li>• percentages and percentage changes</li> <li>• averages</li> <li>• revenue, costs and profit</li> <li>• gross profit margin and net profit margin ratios</li> <li>• average rate of return</li> <li>• cash flow forecasts, including total costs, total revenue and net cash flow.</li> </ul> <p><b>Interpretation</b></p> <ul style="list-style-type: none"> <li>• Interpretation and use of quantitative data in business contexts to support, inform and justify business decisions, including:</li> <li>• information from graphs and charts</li> <li>• profitability ratios (gross profit margin and net profit margin)</li> <li>• financial data, including profit and loss, average rate of return and cash flow forecasts.</li> <li>• marketing data, including market research data.</li> <li>• market data, including market share, changes in costs and changes in prices.</li> </ul>	<p>argued, well-evidenced, balanced and structured arguments, demonstrating their depth and breadth and understanding of business.</p> <ul style="list-style-type: none"> <li>• develop and apply quantitative skills relevant to business, including using and interpreting data.</li> </ul> <p><b>Calculation</b></p> <ul style="list-style-type: none"> <li>• Calculations in a business context, including:</li> <li>• percentages and percentage changes</li> <li>• averages</li> <li>• revenue, costs and profit</li> <li>• gross profit margin and net profit margin ratios</li> <li>• average rate of return</li> <li>• cash flow forecasts, including total costs, total revenue and net cash flow.</li> </ul> <p><b>Interpretation</b></p> <ul style="list-style-type: none"> <li>• Interpretation and use of quantitative data in business contexts to support, inform and justify business decisions, including:</li> <li>• information from graphs and charts</li> <li>• profitability ratios (gross profit margin and net profit margin)</li> <li>• financial data, including profit and loss, average rate of return and cash flow forecasts.</li> <li>• marketing data, including market research data.</li> <li>• market data, including market share, changes in costs and changes in prices.</li> </ul>	
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	<p>of the information contained in income statements.</p> <ul style="list-style-type: none"> <li>consider current performance, performance against previous years, performance against competitors and performance from the perspective of a range of stakeholders.</li> <li>calculate gross profit margin and net profit margin to help assess financial performance.</li> </ul>					
<b>Disciplinary Literacy</b> <i>(Tier 3 Vocab)</i>	<p>Tier 3 – Subject-specific academic vocabulary:</p> <ul style="list-style-type: none"> <li>Finance</li> <li>Collateral</li> <li>Inventories</li> <li>Asset</li> <li>Shareholder</li> <li>Mortgages</li> <li>Profit</li> <li>Revenue</li> <li>Investment</li> <li>Liability</li> </ul>	<p>When completing knowledge organisers students will be tasked with identifying key terminology relating to each unit of study (topic area) as well as key formula for finance.</p> <p>Students will also be provided with a key terminology list for the knowledge organiser lessons throughout the course as a guide for their future lessons.</p>	<p><i>Tier 3 – Subject-specific academic vocabulary:</i>  <i>Key terminology will be covered based upon the exam preparation with students in lessons covering SEEC strategies from Years 10 &amp; 11</i></p>	<p>Tier 3 – Subject-specific academic vocabulary:          Key terminology will be covered based upon the exam preparation with students in lessons covering SEEC strategies from Years 10 &amp; 11</p>	<p><i>Tier 3 – Subject-specific academic vocabulary:</i>  <i>Key terminology will be covered based upon the exam preparation with students in lessons covering SEEC strategies from Years 10 &amp; 11</i></p>	
<b>Assessment</b>	<p><b>Business Baseline assessment:</b>          At the start of the autumn term students will complete a baseline assessment for GCSE Business that covers the course content across all 6 units of the course. This will help identify areas/topics of strength and areas for development as we continue to pursue learning in Year 11.</p>	<p><b>College Entry Mock examination:</b> Students will have a Mock exam during the exam window for Year 11 students. They will have 2 assessment papers, that reflect the Paper 1 and Paper 2 format for the summer examination. Feedback will be generated from these two assessments to enable students to develop their skills, knowledge and understanding with assessments.</p>	<p><b>Ongoing assessment and practice:</b>          There will be regular assessment practice in this half term for students including a range of strategies:</p> <ul style="list-style-type: none"> <li>Modelled practice</li> <li>Walking Talking Assessments</li> <li>Independent assessment and feedback</li> <li>Self and Peer assessment opportunities</li> </ul>	<p><b>Spring Mock examination:</b>          Students will have a Mock exam during the exam window for Year 11 students. They will have 2 assessment papers, that reflect the Paper 1 and Paper 2 format for the summer examination. Feedback will be generated from these two assessments to enable students to develop their skills, knowledge and understanding with assessments.</p> <p><i>The focus here will be to see how student have developed their assessment practice since</i></p>	<p>Students will prepare for both paper 1 and paper 2:</p> <p><b>Paper 1</b></p> <ul style="list-style-type: none"> <li>Business in the real world</li> <li>Influence on business</li> <li>Business operations</li> <li>Human resources</li> </ul> <p><b>Paper 2</b></p> <ul style="list-style-type: none"> <li>Business in the real world</li> <li>Influence on business</li> <li>Marketing</li> <li>Finance</li> </ul> <p><b>Each examination paper is 50% of the final grade for the students.</b></p>	

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				<i>November to support for their summer exams.</i>	<i>Each assessment paper will consist of multiple-choice questions, 4, 6, 9 and 12 mark responses to case study information.</i>	
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