

Curriculum Knowledge Map

CHS Computing and Technology 2022/2023 GCSE Business (AQA 8132)

Year 11

Existing structure for Year 10's into Year 11

Year 11	AUTUMN		SPRING		SUMMER	
	Unit Name	Unit Name	Unit Name	Unit Name	Unit Name	Unit Name
	Business in the Real World Influence on Business		Business in the Real World Influence on Business		Paper 1 & 2 Preparation	
	Business Operations (Paper 1 Concepts)	Human Resources (Paper 1 Concepts)	Business Marketing (Paper 2 Concepts)	Business Finance (Paper 2 Concepts)	Study Skills for Business	
Declarative <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 Operations.</i></p> <p>Students should understand what business operations involve, their role within the production of goods and the provision of services, and how they influence business activity</p> <p>Production processes</p> <ul style="list-style-type: none"> • Methods of production: <ul style="list-style-type: none"> ○ job ○ flow • Efficiency in production: <ul style="list-style-type: none"> ○ lean production ○ just in time (JIT). 	<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 Human Resources.</i></p> <p>Students should understand the purpose of human resources, its role within business and how it influences business activity.</p> <p>Organisational structures</p> <ul style="list-style-type: none"> • Organisational structures • Appropriateness of organisational structures • Centralisation and decentralisation <p>Recruitment and selection of employees</p> <ul style="list-style-type: none"> • The need for recruitment 	<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 Marketing.</i></p> <p>Students should understand the purpose of marketing, its role within business and how it influences business activity.</p> <p>Identifying and understanding customers</p> <ul style="list-style-type: none"> • The importance of identifying and satisfying customer needs <p>Segmentation</p> <ul style="list-style-type: none"> • Types of segmentation 	<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>Sources of finance</p> <ul style="list-style-type: none"> • Methods businesses use to raise finance • Appropriateness of sources of finance <p>Cash flow</p> <ul style="list-style-type: none"> • Importance of cash to businesses 	<p>During this half term in the lead up to exams students will revisit key areas of the course whilst also completing study and preparation.</p> <p>Students lessons will focus on examination technique for short, medium and long response questions</p> <ul style="list-style-type: none"> • 4-mark questions • 6-mark questions • 9-mark questions • 12-mark questions <p>Students will look at the best approach to a case study and how to demonstrate knowledge and understanding on the exams.</p>	

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	<p>The role of procurement</p> <ul style="list-style-type: none"> Managing stock: <ul style="list-style-type: none"> Just in time (JIT) Just in case (JIC). The effects of procurement and logistics on a business, including: <ul style="list-style-type: none"> efficiency lower unit costs. The value of effective supply chain management, including: <ul style="list-style-type: none"> working with suppliers to ensure that key processes are running efficiently and cost effectively getting goods and services for the best price and value cutting any waste and unnecessary costs to create a streamlined process and fast production times. <p>The concept of quality</p> <ul style="list-style-type: none"> Consequences of quality issues Methods of maintaining consistent quality: Total quality management (TQM) Costs and benefits of maintaining quality: <ul style="list-style-type: none"> additional sales image/reputation higher price inspection costs staff training product recalls 	<ul style="list-style-type: none"> Methods of recruitment and selection of employees Contracts of employment <p>Motivating employees</p> <ul style="list-style-type: none"> Importance of motivation in the workforce Methods to motivate staff <p>Training</p> <ul style="list-style-type: none"> Importance of training the workforce Types of training undertaken by businesses 	<p>The purpose and methods of market research</p> <ul style="list-style-type: none"> Purpose of market research Collect information about: <ul style="list-style-type: none"> demand competition target market. Methods of market research to include primary and secondary: <ul style="list-style-type: none"> Questionnaires, surveys, interviews focus groups internet research printed press e.g. newspapers. Use of market research: information that may help decision making <p>The elements of the marketing mix: price, product, promotion and place (4Ps)</p> <ul style="list-style-type: none"> Pricing methods, including: <ul style="list-style-type: none"> price skimming price penetration competitive pricing loss leader cost-plus. The factors that influence pricing decisions, including: <ul style="list-style-type: none"> Costs, nature of the market, degree of competition, product life cycle. Product & Product differentiation: 	<ul style="list-style-type: none"> Interpreting cash flow forecasts Difference between cash and profit <p>Financial terms and calculations</p> <ul style="list-style-type: none"> Basic financial terms Basic financial calculations Average rate of return Break-even <p>Analysing the financial performance of a business</p> <ul style="list-style-type: none"> Purpose of financial statements Components of financial statements Interpretation of data given on financial statements 	<p>Students will prepare for both paper 1 and paper 2:</p> <p>Paper 1</p> <ul style="list-style-type: none"> Business in the real world Influence on business Business operations Human resources <p>Paper 2</p> <ul style="list-style-type: none"> Business in the real world Influence on business Marketing Finance 	
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	<ul style="list-style-type: none"> ○ the provision of services. Good customer services • Methods of good service: <ul style="list-style-type: none"> ○ product knowledge ○ customer engagement (creating a positive experience for the customer) ○ post sales services (e.g., user training, help lines, servicing). Benefits of good customer service, including: <ul style="list-style-type: none"> ○ increase in customer satisfaction ○ customer loyalty ○ increased spend ○ profitability. • Dangers of poor customer service, including: <ul style="list-style-type: none"> ○ dissatisfied customers ○ poor reputation via word of mouth ○ reduction in revenue. • The ways in which advances in ICT have allowed customer services to develop: <ul style="list-style-type: none"> ○ websites ○ e-commerce ○ social media. 		<ul style="list-style-type: none"> ○ unique selling point (USP), brand image. • The product life cycle: <ul style="list-style-type: none"> ○ research and development ○ introduction ○ growth ○ maturity ○ decline • extension strategies: <ul style="list-style-type: none"> ○ updating packaging ○ adding more or different features ○ changing target market ○ advertising ○ price reduction. • Product portfolio • Promotional methods: <ul style="list-style-type: none"> ○ advertising, including: <ul style="list-style-type: none"> ○ newspapers, magazines, television, internet, billboards. • PR <ul style="list-style-type: none"> ○ sales promotion ○ point of sales displays ○ 2 for 1 offers, free gifts, samples, coupons, competitions, sponsorship, social media. • Factors influencing the selection of the promotional mix: <ul style="list-style-type: none"> ○ finance available ○ competitor actions ○ the nature of the product or service ○ the nature of the market ○ target market. 			
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			<ul style="list-style-type: none"> Reasons for promotion: <ul style="list-style-type: none"> inform/remind customers about the product create or increase sales create or change the image of the product persuade customers to buy the product. Place (the different channels of distribution used by businesses): <ul style="list-style-type: none"> retailers wholesalers telesales. E-commerce and m-commerce Integrated nature of the marketing mix, using the marketing mix to inform and implement business decisions 			
<p>Procedural <i>What should they be able to do?</i></p>	<p>Production processes</p> <ul style="list-style-type: none"> Students should be familiar with job and flow production methods and understand when each is appropriate. Students should consider how production might be made more efficient by the use of lean production techniques. <p>The role of procurement</p> <ul style="list-style-type: none"> Students should be able to evaluate the use of managing stock using JIT to a given business. Students should recognise that the 	<p>Organisational structures</p> <ul style="list-style-type: none"> internal organisational structures, span of control, chain of command, layering and delegation why businesses have internal organisational structures, including an understanding of different job roles and responsibilities throughout the business the impact that having a tall or flat organisational structure has on how a business is managed how organisational structure may affect the 	<p>Identifying and understanding customers</p> <ul style="list-style-type: none"> understand the importance of identifying and satisfying customer needs, in order to: <ul style="list-style-type: none"> provide a product or service that customers will buy increase sales select the correct marketing mix avoid costly mistakes be competitive. <p>Segmentation</p> <ul style="list-style-type: none"> understand how and why different businesses use 	<p>Sources of finance</p> <ul style="list-style-type: none"> 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) analyse the advantages and disadvantages of each method for a given situation evaluate the suitability of sources of finance for 	<p>Demonstrate knowledge and understanding of business concepts and issues.</p> <p>Apply knowledge and understanding of business concepts and issues to a variety of contexts.</p> <p>Analyse and evaluate business information and issues to demonstrate understanding of business activity, make judgements and draw conclusions.</p>	

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	<p>benefits of reduced costs must be balanced against the cost of more frequent deliveries and lost purchasing economies of scale.</p> <ul style="list-style-type: none"> • The benefits of having spare stock to satisfy demand balanced against the cost of holding buffer stock. • Students should be able to analyse the factors that affect the choice of supplier for a given business. • Students should understand what procurement and logistics are and their effect on a business. • Students should recognise that the benefits of reduced costs must be balanced against the quality of service. • Students should understand what a supply chain is and recognise the benefits of managing an effective supply chain. <p>The concept of quality</p> <ul style="list-style-type: none"> • Students should have an understanding of customer expectations of quality in terms of production of goods and the provision of services. • How businesses identify quality problems and 	<p>different ways of communication.</p> <p>Recruitment and selection of employees</p> <ul style="list-style-type: none"> • understand the difference between internal and external recruitment and the benefits and drawbacks of each approach • outline the main stages in the recruitment and selection process, including an understanding of job analysis, job description, person specification, and selection methods • analyse the benefits of having an effective recruitment and selection process for a business, including high productivity, high quality output or customer service and staff retention • understand the difference between part time and full time contracts, job share and zero hour contracts • understand the benefits of full and part time employment. <p>Motivating employees</p> <ul style="list-style-type: none"> • understand the benefits of a motivated workforce, such as staff 	<p>segmentation to target customers, including:</p> <ul style="list-style-type: none"> ○ gender, age, location, income. <p>The purpose and methods of market research</p> <ul style="list-style-type: none"> • understand why businesses conduct market research, such as to identify market opportunities and to get a better insight into their customers and competitors. • understand the difference between qualitative and quantitative market research. • identify the benefits and drawbacks for various market research techniques and select the best method for a given business. • be able to interpret and use qualitative and quantitative market research findings. • be expected to manipulate and interpret data from tables and charts. • be able to identify market size and market share. <p>The elements of the marketing mix: price, product, promotion and place (4Ps)</p>	<p>new and established businesses.</p> <p>Cash flow</p> <ul style="list-style-type: none"> • understand the consequences of cash flow problems and the effect of positive cash flow • understand how and why cash flow forecasts are constructed • 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) • evaluate possible solutions to cash flow problems, including re-scheduling payments, overdrafts, reducing cash outflow, increasing cash inflow and finding new sources of finance. <p>Financial terms and calculations</p> <ul style="list-style-type: none"> • understand the difference between variable costs, fixed costs and total costs • understand the concept of revenue, costs, profit and loss 	<ul style="list-style-type: none"> • 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 • apply knowledge and understanding to contemporary business issues and to different types and sizes of businesses in local, national and global contexts • 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 • develop as effective and independent students, and as critical and reflective thinkers with enquiring minds • use an enquiring, critical approach to make informed judgements • investigate and analyse real business opportunities and issues to construct well-argued, well-evidenced, balanced and structured 	
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	<p>how businesses measure quality and the consequences of these issues.</p> <ul style="list-style-type: none"> • Students should be aware of the methods of maintaining consistent quality and be able to identify the advantages to a business of using TQM. • Students should be aware of the possible quality issues as businesses grow, particularly if outsourcing and franchising is used. <p>Good customer services</p> <ul style="list-style-type: none"> • Students should understand the sales process. • Students should be able to understand the importance of providing good service to customers and analyse the techniques businesses use to provide good customer service. 	<p>retention and high productivity</p> <ul style="list-style-type: none"> • understand the use of financial methods of motivation (including an understanding of the main methods of payment including salary, wage, commission and profit sharing) • understand the use of non-financial methods of motivation, including styles of management, importance of training and greater responsibility, fringe benefits. <p>Training</p> <ul style="list-style-type: none"> • explain the benefits of training employees for a business, including increased productivity, ability to deal with changes in technology, increased motivation, staff retention, production of high-quality goods and good customer service • understand the methods of training undertaken by businesses, including induction training, on the job training and off the job training • explain the benefits of induction training • analyse the benefits and drawbacks of on the job and off the job training 	<ul style="list-style-type: none"> • have an understanding of the main features of pricing methods and the impact they will have on a business. • be able to recognise the factors, internal and external, which might influence the pricing decision. • have an understanding of the basic relationship between price and demand. • understand the benefits and risks of developing new products. • understand the importance of product design, image and the needs of the target market when designing new products. • appreciate the significance of having a USP in a competitive market. • have an understanding of the product life cycle and evaluate the effectiveness of extension strategies and when they would be suitable. • understand how and why businesses might broaden and balance their product portfolio using the Boston Matrix. • be familiar with promotional methods. 	<ul style="list-style-type: none"> • 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 • understand the meaning of the term break-even output and interpret break-even charts • identify the break-even level of output and margin of safety from a break-even chart • evaluate the value of using break-even analysis to a business. <p>Analysing the financial performance of a business</p> <ul style="list-style-type: none"> • understand the importance of financial statements for assessing business performance and helping make business decisions • identify the main components of the income statement and the statement of financial position • understand the difference between assets and liabilities and that the statement of financial position is a snapshot in time • make judgements on the performance of a 	<p>arguments, demonstrating their depth and breadth and understanding of business</p> <ul style="list-style-type: none"> • develop and apply quantitative skills relevant to business, including using and interpreting data. <p>Calculation</p> <ul style="list-style-type: none"> • Calculations in a business context, including: <ul style="list-style-type: none"> • percentages and percentage changes • averages • 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>Interpretation</p> <ul style="list-style-type: none"> • Interpretation and use of quantitative data in business contexts to support, inform and justify business decisions, including: <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 	
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		and evaluate which would be the most appropriate method for a variety of businesses.	<ul style="list-style-type: none"> • appreciate the benefits and drawbacks of promotional methods used by businesses. • be able to analyse factors influencing the selection of the promotion mix. • be familiar with the different channels of distribution used by businesses to gain access to potential customers. • be able to analyse the growing importance of e-commerce and m-commerce and how it can extend the reach of businesses. • be able to recognise how the marketing mix evolves over time and evaluate how businesses may react to this. 	<p>business through the interpretation of the information contained in income statements</p> <ul style="list-style-type: none"> • consider current performance, performance against previous years, performance against competitors and performance from the perspective of a range of stakeholders • calculate gross profit margin and net profit margin to help assess financial performance. 	<ul style="list-style-type: none"> • marketing data, including market research data • market data, including market share, changes in costs and changes in prices. 	
Disciplinary Literacy (Tier 3 Vocab)	<p>Tier 3 – Subject-specific academic vocabulary:</p> <ul style="list-style-type: none"> • Production • Specialization • Kaizen • Purchasing • Procurement • Logistics 	<p>Tier 3 – Subject-specific academic vocabulary:</p> <ul style="list-style-type: none"> • Delaying • Delegation • Decentralization • Diversification • Person Specification • Productivity • Employment • Retention • Recruitment 	<p>Tier 3 – Subject-specific academic vocabulary:</p> <ul style="list-style-type: none"> • Portfolio • Extension strategies • Competitive • Promotional • Advertising • Distribution • Wholesaler • Intermediary 	<p>Tier 3 – Subject-specific academic vocabulary:</p> <ul style="list-style-type: none"> • Finance • Collateral • Inventories • Asset • Shareholder • Mortgages • Profit • Revenue • Investment • Liability 	<p>Tier 3 – Subject-specific academic vocabulary:</p> <p>Key terminology will be covered based upon the exam preparation with students in lessons covering SEEC strategies from Years 10 & 11</p>	
Assessment	<p>Business Baseline assessment: At the start of the autumn term students will complete a baseline assessment for GCSE Business that covers the course content across all 6</p>	<p>College Entry Mock examination: Students will have a Mock exam during the exam window for Year 11 students. They will have 2 assessment papers, that reflect the</p>	<p>Ongoing assessment and practice: There will be regular assessment practice in this half term for students including a range of strategies:</p>	<p>Spring Mock examination: Students will have a Mock exam during the exam window for Year 11 students. They will have 2 assessment papers, that reflect the</p>	<p>Students will prepare for both paper 1 and paper 2:</p> <p>Paper 1</p> <ul style="list-style-type: none"> • Business in the real world • Influence on business • Business operations 	

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	<p>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>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>	<ul style="list-style-type: none"> • Modelled practice • Walking Talking Assessments • Independent assessment and feedback • Self and Peer assessment opportunities 	<p>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 November to support for their Summer exams.</i></p>	<ul style="list-style-type: none"> • Human resources <p>Paper 2</p> <ul style="list-style-type: none"> • Business in the real world • Influence on business • Marketing • Finance <p>Each examination paper is 50% of the final grade for the students.</p> <p><i>Each assessment paper will consist of multiple-choice questions, 4, 6, 9 and 12 mark responses to case study information.</i></p>	
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CHS Computing and Technology 2023/2024

GCSE Business (AQA 8132)

Year 11 (Revised 2 Year KS4 Map)

Year 11	AUTUMN		SPRING		SUMMER	
	Unit Name	Unit Name	Unit Name	Unit Name	Unit Name	Unit Name
	Business Finance	Knowledge Organisers & Case Studies	Key Business Concepts (Paper 1 & 2)	Study Skills for Business	The Big Business Review	
Declarative <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>Sources of finance</p> <ul style="list-style-type: none"> • Methods businesses use to raise finance • Appropriateness of sources of finance <p>Cash flow</p> <ul style="list-style-type: none"> • Importance of cash to businesses • Interpreting cash flow forecasts • Difference between cash and profit <p>Financial terms and calculations</p>	<p>In knowledge organiser lessons students will use independent practice to recall 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>Business in the Real World</p> <ul style="list-style-type: none"> • The purpose and nature of businesses • Business ownership 	<p>In these lessons' students will explore:</p> <p>Business in the Real World</p> <ul style="list-style-type: none"> • The purpose and nature of businesses • Business ownership • Setting business aims and objectives • Stakeholders • Business location • Business planning • Expanding a business <p>Influence on Business</p> <ul style="list-style-type: none"> • Technology • Ethical and environmental considerations • The economic climate on businesses • Globalisation • Legislation • Competitive environment <p>Business Operations</p>	<p>During this half term in the lead up to exams students will revisit key areas of the course whilst also completing study and preparation.</p> <p>Students lessons will focus on examination technique for short, medium and long response questions</p> <ul style="list-style-type: none"> • 4-mark questions • 6-mark questions • 9-mark questions • 12-mark questions <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>Paper 1</p> <ul style="list-style-type: none"> • Business in the real world 	<p>Revision and Review:</p> <p>Business in the Real World</p> <ul style="list-style-type: none"> • The purpose and nature of businesses • Business ownership • Setting business aims and objectives • Stakeholders • Business location • Business planning • Expanding a business <p>Influence on Business</p> <ul style="list-style-type: none"> • Technology and environmental considerations • The economic climate on businesses • Globalisation • Legislation • Competitive environment <p>Business Operations</p> <ul style="list-style-type: none"> • Production processes 	

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	<ul style="list-style-type: none"> • Basic financial terms • Basic financial calculations • Average rate of return • Break-even <p>Analysing the financial performance of a business</p> <ul style="list-style-type: none"> • Purpose of financial statements • Components of financial statements • Interpretation of data given on financial statements 	<ul style="list-style-type: none"> • Setting business aims and objectives • Stakeholders • Business location • Business planning • Expanding a business <p>Influence on Business</p> <ul style="list-style-type: none"> • Technology and environmental considerations • Ethical and environmental considerations • The economic climate on businesses • Globalisation • Legislation • Competitive environment <p>Business Operations</p> <ul style="list-style-type: none"> • Production processes • The role of procurement • The concept of quality • Good customer services <p>Human Resources</p> <ul style="list-style-type: none"> • Organisational structures • Recruitment and selection of employees • Motivating employees • Training <p>Marketing</p> <ul style="list-style-type: none"> • Identifying and understanding customers • Segmentation • The purpose and methods of market research • The elements of the marketing mix: price, 	<ul style="list-style-type: none"> • Production processes • The role of procurement • The concept of quality • Good customer services <p>Human Resources</p> <ul style="list-style-type: none"> • Organisational structures • Recruitment and selection of employees • Motivating employees • Training <p>Marketing</p> <ul style="list-style-type: none"> • Identifying and understanding customers • Segmentation • The purpose and methods of market research • The elements of the marketing mix: price, product, promotion and place (4Ps) • Product portfolio • PR • Reasons for promotion • Place • E-commerce and m-commerce <p>Finance</p> <ul style="list-style-type: none"> • Sources of finance • Cash flow • Financial terms and calculations • Analysing the financial performance of a business 	<ul style="list-style-type: none"> • Influence on business • Business operations • Human resources <p>Paper 2</p> <ul style="list-style-type: none"> • Business in the real world • Influence on business • Marketing <p>Finance</p>	<ul style="list-style-type: none"> • The role of procurement • The concept of quality • Good customer services <p>Human Resources</p> <ul style="list-style-type: none"> • Organisational structures • Recruitment and selection of employees • Motivating employees • Training <p>Marketing</p> <ul style="list-style-type: none"> • Identifying and understanding customers • Segmentation • The purpose and methods of market research • The elements of the marketing mix: price, product, promotion and place (4Ps) • Product portfolio • PR • Reasons for promotion • Place • E-commerce and m-commerce <p>Finance</p> <ul style="list-style-type: none"> • Sources of finance • Cash flow • Financial terms and calculations • Analysing the financial performance of a business 	
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		<p>product, promotion and place (4Ps)</p> <ul style="list-style-type: none"> • Product portfolio • PR • Reasons for promotion • Place • E-commerce and m-commerce <p>Finance</p> <ul style="list-style-type: none"> • Sources of finance • Cash flow • Financial terms and calculations • Analysing the financial performance of a business 				
<p>Procedural <i>What should they be able to do?</i></p>	<p>Sources of finance</p> <ul style="list-style-type: none"> • 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) • analyse the advantages and disadvantages of each method for a given situation • evaluate the suitability of sources of finance for new and established businesses. <p>Cash flow</p> <ul style="list-style-type: none"> • understand the consequences of cash 	<p>Students should be able to:</p> <ul style="list-style-type: none"> • Select appropriate information about a topic, identifying what knowledge is required to develop their own understanding. • Break down information into manageable chunks of information that will support ongoing and future learning. • Make suitable links between key topics within each area of business. <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>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>Paper 1</p> <ul style="list-style-type: none"> • Business in the real world • Influence on business • Business operations • Human resources <p>Paper 2</p> <ul style="list-style-type: none"> • Business in the real world • Influence on business • Marketing 	<p>Demonstrate knowledge and understanding of business concepts and issues.</p> <p>Apply knowledge and understanding of business concepts and issues to a variety of contexts.</p> <ul style="list-style-type: none"> • Analyse and evaluate business information and issues to demonstrate understanding of business activity, make judgements and draw conclusions. • know and understand business concepts, business terminology, business objectives, the integrated nature of business activity and the impact of business on 	<p>Demonstrate knowledge and understanding of business concepts and issues.</p> <p>Apply knowledge and understanding of business concepts and issues to a variety of contexts.</p> <ul style="list-style-type: none"> • Analyse and evaluate business information and issues to demonstrate understanding of business activity, make judgements and draw conclusions. • know and understand business concepts, business terminology, business objectives, the integrated nature of business activity and the impact of business on 	

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	<p>flow problems and the effect of positive cash flow</p> <ul style="list-style-type: none"> • understand how and why cash flow forecasts are constructed • 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) • evaluate possible solutions to cash flow problems, including re-scheduling payments, overdrafts, reducing cash outflow, increasing cash inflow and finding new sources of finance. <p>Financial terms and calculations</p> <ul style="list-style-type: none"> • understand the difference between variable costs, fixed costs and total costs • understand the concept of revenue, costs, profit and loss • understand the main investment projects that businesses undertake, including investment in new machinery, buildings and vehicles 	<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>	<ul style="list-style-type: none"> • Finance <p>Students lessons will focus on examination technique for short, medium and long response questions</p> <ul style="list-style-type: none"> • 4-mark questions • 6-mark questions • 9-mark questions • 12-mark questions <p>Students will look at the best approach to a case study and how to demonstrate knowledge and understanding on the exams.</p>	<p>individuals and wider society</p> <ul style="list-style-type: none"> • apply knowledge and understanding to contemporary business issues and to different types and sizes of businesses in local, national and global contexts • 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 • develop as effective and independent students, and as critical and reflective thinkers with enquiring minds • use an enquiring, critical approach to make informed judgements • investigate and analyse real business opportunities and issues to construct well-argued, well-evidenced, balanced and structured arguments, demonstrating their depth and breadth and understanding of business • develop and apply quantitative skills 	<p>individuals and wider society</p> <ul style="list-style-type: none"> • apply knowledge and understanding to contemporary business issues and to different types and sizes of businesses in local, national and global contexts • 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 • develop as effective and independent students, and as critical and reflective thinkers with enquiring minds • use an enquiring, critical approach to make informed judgements • investigate and analyse real business opportunities and issues to construct well-argued, well-evidenced, balanced and structured arguments, demonstrating their depth and breadth and understanding of business • develop and apply quantitative skills 	
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	<p>and be able to calculate the average rate of return for these projects</p> <ul style="list-style-type: none"> • understand the meaning of the term break-even output and interpret break-even charts • identify the break-even level of output and margin of safety from a break-even chart • evaluate the value of using break-even analysis to a business. <p>Analysing the financial performance of a business</p> <ul style="list-style-type: none"> • understand the importance of financial statements for assessing business performance and helping make business decisions • identify the main components of the income statement and the statement of financial position • understand the difference between assets and liabilities and that the statement of financial position is a snapshot in time • make judgements on the performance of a business through the interpretation of the information contained in income statements • consider current performance, 			<p>relevant to business, including using and interpreting data.</p> <p>Calculation</p> <ul style="list-style-type: none"> • Calculations in a business context, including: <ul style="list-style-type: none"> • percentages and percentage changes • averages • 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>Interpretation</p> <ul style="list-style-type: none"> • Interpretation and use of quantitative data in business contexts to support, inform and justify business decisions, including: <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 • marketing data, including market research data • market data, including market share, changes in costs and changes in prices. 	<p>relevant to business, including using and interpreting data.</p> <p>Calculation</p> <ul style="list-style-type: none"> • Calculations in a business context, including: <ul style="list-style-type: none"> • percentages and percentage changes • averages • 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>Interpretation</p> <ul style="list-style-type: none"> • Interpretation and use of quantitative data in business contexts to support, inform and justify business decisions, including: <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 • marketing data, including market research data • market data, including market share, changes in costs and changes in prices. 	
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	<p>performance against previous years, performance against competitors and performance from the perspective of a range of stakeholders</p> <ul style="list-style-type: none"> • calculate gross profit margin and net profit margin to help assess financial performance. 					
<p>Disciplinary Literacy (Tier 3 Vocab)</p>	<p>Tier 3 – Subject-specific academic vocabulary:</p> <ul style="list-style-type: none"> • Finance • Collateral • Inventories • Asset • Shareholder • Mortgages • Profit • Revenue • Investment • Liability 	<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 with key terms from throughout the course as a guide for their future lessons.</p>	<p><i>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 & 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 & 11</p>	<p><i>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 & 11</i></p>	
<p>Assessment</p>	<p>Business Baseline assessment: 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>College Entry Mock examination: 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</p>	<p>Ongoing assessment and practice: There will be regular assessment practice in this half term for students including a range of strategies:</p> <ul style="list-style-type: none"> • Modelled practice • Walking Talking Assessments • Independent assessment and feedback • Self and Peer assessment opportunities 	<p>Spring Mock examination: 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</p>	<p>Students will prepare for both paper 1 and paper 2:</p> <p>Paper 1</p> <ul style="list-style-type: none"> • Business in the real world • Influence on business • Business operations • Human resources <p>Paper 2</p> <ul style="list-style-type: none"> • Business in the real world • Influence on business • Marketing • Finance 	

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		<p>understanding with assessments.</p>		<p>understanding with assessments.</p> <p><i>The focus here will be to see how student have developed their assessment practice since November to support for their Summer exams.</i></p>	<p>Each examination paper is 50% of the final grade for the students.</p> <p><i>Each assessment paper will consist of multiple-choice questions, 4, 6, 9 and 12 mark responses to case study information.</i></p>	
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