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| **Year 10** | **Half term 1**  **Learning Overview**  **(7 weeks)** | **Half term 2**  **Learning Overview**  **(8 weeks)** | **Half term 3**  **Learning Overview**  **(5 weeks)** | **Half term 4**  **Learning Overview**  **(6 weeks)** | **Half term 5**  **Learning Overview**  **(6 weeks)** | **Half term 6**  **Learning Overview**  **(4 weeks)** |
| Paper 1: Business activity, marketing and people | | | | | Paper 2: Operations, finance and influences on business |
| * Business enterprise * Entrepreneurship * Business planning * Revenue, cost, profit and loss * Business ownership, aims and objectives | * Stakeholders * Business growth * Role of marketing * Market research * Market segmentation | * The 4Ps of marketing * Human resources | * Organisational structures * Communication * Recruitment and selection | * Motivation and retention * Training and development * Employment law | * Production processes * Quality of good and services   Y10 Assessment will take place in this half term. |
| **Year 11** | **Half term 1**  **Learning Overview**  **(7 weeks)** | **Half term 2**  **Learning Overview**  **(7 weeks)** | **Half term 3**  **Learning Overview**  **(7 weeks)** | **Half term 4**  **Learning Overview**  **(6 weeks)** | **Half term 5**  **Learning Overview**  **(4 weeks)** |  |
| Paper 2: Operations, finance and influences on business | | | | Interdependence in business |
| * Sales and customer service * Consumer law * Business location * Suppliers | * Role of finance * Sources of finance * Revenue, cost, profit and loss | * Break even * Cash and cash flow * Ethical and environmental considerations | * The economic climate * Globalisation | This section focuses on how one part of a business effects other parts of a business and the overall performance of the organisation.  Revision |