

Business

	Term 1	Term 2	Term 3	Term 4	Term 5	Term 6
Year 10	Enterprise and Entrepreneurship The dynamic nature of business Risk and reward The role of business enterprise	Spotting a Business Opportunity Customer needs Market research Market segmentation The competitive business environment	Putting a Business Idea in Practice Business aims and objectives Business revenues, costs and profit Cash and cash flow Sources of business finance	Making the Business Effective The options for start-up and small businesses Business location The marketing mix Business plans	Understanding External Influences Business stakeholders Technology and business Legislation and business The economy External Influences	Growing the business Business growth Changes in businesses aims and objectives Business and globalisation Ethics and the environment
Year 11	Making Marketing Decisions Product Price Place Promotion Using the marketing mix to make business decisions	Making Operational Decisions Business operations Working with suppliers Managing quality The sales process	Making Financial Decisions Business calculations Understanding business performance	Making Human Resources Decisions Organisational structures Effective recruitment Effective training and development Motivation	Revision Review of Theme 1	Revision Review of Theme 2

Awarding and specification information for KS4