

Subject: GCSE Business

Year group: Yr 10

Department Curriculum Vision:

Through studying this qualification students will:

- apply knowledge and understanding to business decision making, including:
 - o the interdependent nature of business activity, influences on business, business operations, finance, marketing and human resources; and how these interdependencies underpin business decision making
 - o how different business contexts affect business decisions
 - o the use and limitation of quantitative and qualitative data in making business decisions
- develop problem-solving and decision-making skills relevant to business
- investigate, analyse and evaluate business opportunities and issues
- make justified decisions using both qualitative and quantitative data, including its selection, interpretation, analysis and evaluation, and the application of appropriate quantitative skills.

	Autumn Term 1	Autumn Term 2
Content: (Know what...)	Start Theme 1: Investigating small business Theme 1 concentrates on the key business concepts, issues and skills involved in starting and running a small business. It provides a framework for students to explore core concepts through the lens of an entrepreneur setting up a business. In this theme, students will be introduced to local and national business contexts and will develop an understanding of how these contexts impact business behaviour and decisions. Local contexts refer specifically to small businesses or those operating in a single UK location and national contexts relate to businesses operating in more than one location or across the	● Topic 1.3 Putting a business idea into practice: this topic focuses on making a business idea happen through identifying aims and objectives and concentrating on the financial aspects.

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Students must develop an understanding of the interdependent nature of business activity through interactions between business operations, finance, marketing and human resources, as well as the relationship between the business and the environment in which it operates.

Students must understand how these interdependencies and relationships underpin business decisions.

- Topic 1.1 Enterprise and entrepreneurship: students are introduced to the dynamic nature of business in relation to how and why business ideas come about. They also explore the impact of risk and reward on business activity and the role of Entrepreneurship.
- Topic 1.2 Spotting a business opportunity: students will explore how new and small businesses identify opportunities through understanding customer needs and conducting market research. They will also focus on understanding the competition.

Skills: (know how...)	Through studying this qualification students will: ● apply knowledge and understanding to different business contexts. These include businesses ranging from small enterprises to large multinationals and businesses operating in local, national and global contexts ● develop an understanding of how these contexts impact on business behaviour ● use business terminology to identify and explain business activity ● apply business concepts to familiar and unfamiliar contexts.	Through studying this qualification students will: ● apply knowledge and understanding to different business contexts. These include businesses ranging from small enterprises to large multinationals and businesses operating in local, national and global contexts ● develop an understanding of how these contexts impact on business behaviour ● use business terminology to identify and explain business activity ● apply business concepts to familiar and unfamiliar contexts.
Key vocabulary	● Risk and reward ● Entrepreneurship ● Customer needs ● Market research ● Market segmentation	● Aims and objectives ● Revenue, cost and profit ● Cash inflows/outflows ● Breakeven ● Financing
Mid Term Assessment	MUA 1.1	MUA 1.2
End Term Assessment	EUA 1.1	EUA 1.2
	Spring 1	Spring 2

Content: (Know what...)	Topic 1.4 Making the business effective: students will explore a range of factors that impact on the success of the business, including location, the marketing mix and the business plan	Topic 1.5 Understanding external influences on business: – students are introduced to a range of factors, many of which are outside of the immediate control of the business, such as stakeholders, technology, legislation and the economy. Students will explore how businesses respond to these influences.
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Key vocabulary	● Limited/Unlimited liability ● Sole trader/partnership/private limited company ● Franchise ● Marketing mix ● Business plans	● Business stakeholders ● E-commerce ● Social media ● Legislation ● Economic climate
Mid Term Assessment	MUA 1.3	MUA 1.4
End Term Assessment	EUA 1.3	EUA 1.4
	Summer 1	Summer 2
Content: (Know what...)	Start theme 2: Building a business Theme 2 examines how a business develops beyond the start-up phase. It focuses on the key business concepts, issues and decisions used to grow a business, with emphasis on aspects of marketing, operations, finance and human resources. Theme 2 also considers the impact of the wider world on the decisions a business makes as it grows. In this theme, students will be introduced to national and global business contexts and will develop an understanding of how these contexts impact business behaviour and decisions. National contexts build on those in Theme 1 and relate to businesses operating in more than one location or across the UK. Global contexts relate to non-UK or transnational	Topic 2.3 Making operational decisions – this topic focuses on meeting customer needs through the design, supply, quality and sales decisions a business makes.

	businesses. Students must develop an understanding of the interdependent nature of business activity through interactions between business operations, finance, marketing and human resources, as well as the relationship between the business and the environment in which it operates. Students must understand how these functional areas influence business activity and how interdependencies and relationships between them underpin business decisions. ● Topic 2.1 Growing the business – students are introduced to methods of growth and how and why business aims and objectives change as businesses evolve. The impact of globalisation and the ethical and environmental questions facing businesses are explored. ● Topic 2.2 Making marketing decisions – students will explore how each element of the marketing mix is managed and used to inform and make business decisions in a competitive marketplace.	
Skills: (Know how...)	Through studying this qualification students will: ● apply knowledge and understanding to different business contexts. These include businesses ranging from small enterprises to large multinationals and businesses operating in local, national and global contexts ● develop an understanding of how these contexts impact on business behaviour ● use business terminology to identify and explain business activity	Through studying this qualification students will: ● apply knowledge and understanding to different business contexts. These include businesses ranging from small enterprises to large multinationals and businesses operating in local, national and global contexts ● develop an understanding of how these contexts impact on business behaviour ● use business terminology to identify and explain business activity

	● apply business concepts to familiar and unfamiliar contexts.	● apply business concepts to familiar and unfamiliar contexts.
Key vocabulary	● Organic/inorganic growth ● Public limited company ● Globalisation ● Imports/Exports ● Design mix ● Produce life cycle	● Job/batch/flow production ● Just-in-time stock control ● Bar gate stock graphs ● Quality control ● Quality assurance
Mid Term Assessment	MUA 1.5	MUA 2.1
End Term Assessment	EUA 1.5	EUA 2.2
Additional information		
Homework	All homework on Google classroom	
Extra curricular and enrichment opportunities	See Extracurricular activities.	
Useful links that will support learning	Google classroom Tutor2u Business Bee Gcse Bitesize	

How parents can support learning	Checking they have completed their homework on time and in full. Creating regular activities at regular times of the day will help your child take breaks from revising as well as improve their time-management skills by having to organise revision around these times.
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