

Subject	Business Studies	Year Group	Y10	
	<b>Unit 3.1</b>	<b>Unit 3.2</b>	<b>Unit 3.3</b>	<b>Unit 3.6</b>
Scheme title	Business in the real world	Influences from Business	Business operations	Finance
Purpose of scheme	Students will develop an understanding of the purpose of business activity, the role of business enterprise and entrepreneurship and the dynamic nature of business.	To explore how external factors like the economy, technology, ethics, and law shape business decisions and impact their ability to operate.	Students will look at production and the production processes. They will learn about procurement, customer service and quality. They will identify both the advantages and disadvantages of each method of production.	Students will look at the role of finance within a businesses starting with sources of finance that a business can use. They will examine the benefits and the drawbacks of the main sources of finance that are available to businesses in the UK. The students will also look at why cash is important to a business and how this differs from profit.
Knowledge in sequence	<ul style="list-style-type: none"> <li>- The purpose and nature of business</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>	<ul style="list-style-type: none"> <li>- Technology</li> <li>- Ethical and environmental issues</li> <li>- The economic climate on businesses</li> <li>- Globalisation</li> <li>- Legislation</li> <li>- Competitive environment</li> </ul>	<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 service</li> </ul>	<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>
Skills	Analysing how business ownership affects risk and evaluating the impact of stakeholder conflict on decision-making.	Assessing the impact of external change and interpreting economic data (like exchange rate shifts) to predict business performance.	Evaluating different production methods and managing supply chains to improve operational efficiency and quality.	Calculating financial information and evaluating viability of business projects
Key words	Consumer, customer, enterprise, entrepreneur, company, objective, revenue, economies of scale and diseconomies of scale. Entrepreneur, Opportunity Cost, Social Enterprise, Limited Liability, Partnership, Sole Trader, Private Limited Company (Ltd), Public Limited Company (Plc), Stakeholders, Business Objectives	Stakeholders, intranets, extranets, M-commerce, external costs, economy, globalisation, exports, growth, legislation, monopoly, uncertainty. Interest Rates, Exchange Rates (SPICED), Inflation, Sustainability, Ethics, Globalization, Consumer Rights Act, Equality Act, E-commerce, Economic Climate.	Job Production, Batch Production, Flow Production, Just-in-Time (JIT), Just-in-Case (JIC), Procurement, Logistics, Total Quality Management (TQM), Lean Production, Supply Chain. Economies of scale.	Revenue, Fixed Costs, Variable Costs, Break-even Point, Margin of Safety, Gross Profit, Net Profit, Cash Flow Forecast, Assets, Liabilities.
End point	Students will have a good understanding of the purpose of businesses and why businesses set aims and objectives. They will understand the different legal structures of businesses, and how each structures can impact shareholders differently. Students will also have a good understanding of the benefits and costs of expanding a business.	Students will be able to discuss the external influences on business and how business adapt to these changes. They will also understand how these changes may benefit business and how they may negatively impact businesses.	Students will be able to explain the different methods of production and the advantages and disadvantages of each method of production. They will be able to explain the impact suppliers can have on businesses. They will be able to explain the concept of quality and how good quality can lead to higher levels of customer satisfaction, and the benefits this can have to a business.	Students will understand the role of finance within a business. They will be able to list different finance options to businesses within the UK. They will be able to explain how poor cash flow management can lead to a business failing. They will be able to explain how cashflows can be forecasted. They will also be able to analyse the financial performance of a business by looking at key documents.
Assessment Methods	Regular exam-style questions marked in books. End of unit assessment.	Regular exam-style questions marked in booklets. End of unit assessment.	Regular exam-style questions marked in booklets. End of unit assessment.	Regular exam-style questions marked in booklets. End of unit assessment.