



KS3 **BUSINESS** Year 9 Progression Grid



	Working Towards	Expected Standard	Greater Depth
	By the end of Year 9 a student should be able to:	By the end of Year 9 a student should be able to:	By the end of Year9 a student should be able to:
A U T U M N	<p><u>IDENTIFY:</u> A business Why we have businesses How a business can add value The three business sectors What is an aim and objective What a business competitor is What is a sole trader, partnership, private and public limited company and franchise What is a customer What is customer service What is customer satisfaction What the marketing mix is What is market research including primary and secondary What an invention is What is innovation What the difference is between risk and reward</p>	<p><u>EXPLAIN</u> Why businesses exist Methods of how a business can add value The three sectors of business An aim and objective with examples Competition with examples Business ownership with examples of each type The role of a customer How a business gives good/bad customer service How a customer can be satisfied The four elements of the marketing mix with examples The difference between primary and secondary market research How innovation takes place with examples How inventions happen with examples Why risks are taken to gain rewards</p>	<p><u>ANALYSE</u> The effect of business on society The effect of adding value on business How a business can operate in all three sectors How aims and objectives can be used to direct the business How business ownership affects how a business operates Effect of customer loyalty on a business with examples Effect of good/bad customer service on a business How the marketing mix should be integrated and work together The effects of primary and secondary market research on the revenue of a business The effects of innovation and invention on a business The effects of risk and the rewards gained for a business</p>

S P R I N G	<u>IDENTIFY:</u> What is tax How does tax affect a business Name a business law What is recruitment How staff can affect a business What is finance Where can a business borrow money from What is revenue What are business costs How is profit calculated What is an interest rate	<u>EXPLAIN</u> The tax issues that affect a business The laws that affect a business Identify four business laws How a business recruits its staff How finance is gained from different sources How revenue is calculated with examples Examples of business costs and how they can be monitored Calculate profit with examples How an interest rate can increase/decrease	<u>ANALYSE</u> The effects of taxation on a business The effects of laws on a business How to effectively recruit staff for a business The use of correct sources of finance to support business start ups How revenue can be affected by external issues How costs can be affected by external issues How to increase/decrease profit The effect of an increase/decrease in interest rate can affect profit of a business
S U M M E R	<u>IDENTIFY:</u> What is a business cycle What is a recession, boom, decline What is the economy What is ethics Name businesses that affect the environment What is an exchange rate Calculate one currency into another currency Participate in the festival challenge	<u>EXPLAIN</u> The four areas of a business cycle and what they represent What affects the economy How ethics affects a business How a business can affect the environment How a change in exchange rate can affect the economy Take an active role in the festival challenge and lead on an aspect of it	<u>ANALYSE</u> How the business cycle can affect the profit of a business How the effects of the economy on a business How the effects of ethics can affect the profit of a business How a business can affect the environment we live in How a weak/strong pound can affect the profit of a business Take a leadership role in the festival challenge.