

Business

	AUTUMN 1	AUTUMN 2	SPRING 1	SPRING 2	SUMMER 1	SUMMER 2
KEY TOPIC/VALUE						
YEAR 9	<p>The role of Business enterprise Customer Needs & Market Research</p> <p>Exam Skill 3 mark 'explain' questions</p>	<p>Market Segmentation The marketing mix</p> <p>Exam Skill 6 mark 'discuss' questions</p>	<p>Business ownership Business Aims and Objectives</p> <p>Exam skill using context 1 mark 'identify', 2 mark 'outline' and 6 mark analyse questions</p>	<p>Business Stakeholders Business Revenue, costs and Profit</p> <p>Exam skill – Calculations addition, subtraction, multiplication and % change. Interpretation of numerical data displayed in graphs and charts</p>	<p>Organisation structures Communication Different ways of working</p>	<p>Production Processes</p>
YEAR 10	<p>How business ideas come about Risk and Reward The Competitive environment Marketing Decisions; product, product lifecycle Exam skill – numeracy; sales figures, % change</p>	<p>Marketing Decisions; price, promotion, place</p> <p>Exam skill 9 mark 'justify which option'</p>	<p>Financial decisions; break even, cash flow,</p> <p>Exam skill – Numeracy calculating a %, use of a formula</p>	<p>Financial decisions; calculating interest, sources of finance, Gross profit and net profit margins, ARR</p>	<p>Human Resource Decisions; Recruitment, training and Development and Motivation</p>	<p>Consolidation Mock Examination Business Planning</p>

	AUTUMN 1	AUTUMN 2	SPRING 1	SPRING 2	SUMMER 1	SUMMER 2
YEAR 11	<p>Operational Decisions; Impact of technology on production, working with suppliers (bar gate stock graphs, procurement),</p> <p>Exam skill – 12 mark 'evaluate' questions</p>	<p>Operational Decisions; managing quality and the sales process</p> <p>Technology and business</p> <p>Consolidation Mock Examination</p>	<p>Legislation and Business</p> <p>The economy and business</p> <p>Methods of Business Growth</p> <p>Financing business growth</p>	<p>Changes in business aims and objectives</p> <p>Globalisation</p> <p>Ethics and the environment</p> <p>Understanding Business Performance</p>		