



From September 2023

Theme Name	Term	Prior Learning	Skills Developed	Next link in curriculum	Assessed via
1.1 Enterprise and Entrepreneurship	Y10 Autumn	Students will not have had any KS3 specific experience as GCSE Business is an option. Therefore generic English, Mathematics, Geographical and creative skills will be drawn upon.	<ul style="list-style-type: none"> What it takes to be an entrepreneur Risks and rewards The role of business enterprise A01 - Knowledge and understanding of key words A02 - Application to the case study and why it is significant A03 - Analysis and explanation of the impact on the business <p>Problem-solving and decision-making skills relevant to business</p> <p>Analytical and evaluation skills</p> <p>Quantitative skills- calculations in a business context Interpretation and use of quantitative data in business context to support, inform and justify Communication and interpersonal skills Application Skills used throughout</p>	1.2 Spotting a business opportunity	<p>Project presentations</p> <p>Case Study Q&As</p> <p>End of Theme Test</p> <p>End of Topic Exam Questions Multiple-choice questions - Short-answer questions - Extended-writing questions</p>
1.2 Spotting a Business Opportunity	Y10 Autumn	<p>Knowledge, skills and development of:</p> <p>1.1 Enterprise and Entrepreneurship</p>	<ul style="list-style-type: none"> Customer needs Market research Market segmentation The competitive environment A01 - Knowledge and understanding of key words 	1.3 Putting a business idea into practice	<p>Project research task report</p> <p>Case Study Q&As</p> <p>End of Theme Test</p> <p>End of Topic Exam Questions Multiple-choice questions - Short-answer questions - Extended-writing questions</p>



			<ul style="list-style-type: none"> • A02 - Application to the case study and why it is significant • A03 - Analysis and explanation of the impact on the business <p>Problem-solving and decision-making skills relevant to business</p> <p>Analytical and evaluation skills</p> <p>Quantitative skills- calculations in a business context Interpretation and use of quantitative data in business context to support, inform and justify Communication and interpersonal skills Application Skills used throughout 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.</p>		
1.3 Putting a business idea into practice	Y10 Spring	Knowledge, skills and development of: 1.1 Enterprise and Entrepreneurship 1.2 Spotting a Business Opportunity	<ul style="list-style-type: none"> • Aims and objectives • Business revenue, costs and profit • Cash and cash flow • Sources of business finance <ul style="list-style-type: none"> • A01 - Knowledge and understanding of key words • A02 - Application to the case study and why it is significant. Use of calculations to interpret data • A03 - Analysis and explanation of the impact on the business 	1.4 Making the business effective	Calculations project Case Study Q&As End of Theme Test End of Topic Exam Questions Multiple-choice questions - Short-answer questions - Extended-writing questions



			<p>Problem-solving and decision-making skills relevant to business</p> <p>Analytical and evaluation skills</p> <p>Quantitative skills- calculations in a business context Interpretation and use of quantitative data in business context to support, inform and justify Communication and interpersonal skills Application Skills used throughout Calculations and interpretations in a business context, including: percentages and percentage changes averages revenue, costs and profit break even cash-flow forecasts, including total costs, total revenue and net cash flow</p>		
1.4 Making the Business Effective	Y10 Spring	<p>Knowledge, skills and development of:</p> <p>1.1 Enterprise and Entrepreneurship</p> <p>1.2 Spotting a Business Opportunity</p> <p>1.3 Putting a business idea into practice</p>	<ul style="list-style-type: none"> • The options for business start-up and small businesses • Business location • The marketing mix • Business planning and plans <ul style="list-style-type: none"> • A01 - Knowledge and understanding of key words • A02 - Application to the case study and why it is significant. Use of calculations to interpret data • A03 - Analysis and explanation of the impact on the business <p>Problem-solving and decision-making skills relevant to business</p>	1.5 Understanding external influence on businesses	<p>Marketing mix and business planning project</p> <p>Case Study Q&As</p> <p>End of Theme Test</p> <p>End of Topic Exam Questions Multiple-choice questions - Short-answer questions - Extended-writing questions</p>



			<p>Analytical and evaluation skills</p> <p>Quantitative skills- calculations in a business context Interpretation and use of quantitative data in business context to support, inform and justify Communication and interpersonal skills Application Skills used throughout 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</p>		
1.5 Understanding external influences on businesses	Y10 Summer	<p>Knowledge, skills and development of:</p> <p>1.1 Enterprise and Entrepreneurship</p> <p>1.2 Spotting a Business Opportunity</p> <p>1.3 Putting a business idea into practice</p> <p>1.4 Making the Business Effective</p>	<ul style="list-style-type: none"> ● Business stakeholders ● Different types of technology used by businesses ● Legislation and business ● The economy and business ● External influences <ul style="list-style-type: none"> ● A01 - Knowledge and understanding of key words ● A02 - Application to the case study and why it is significant. Use of calculations to interpret data ● A03 - Analysis and explanation of the impact on the business <p>Problem-solving and decision-making skills relevant to business</p> <p>Analytical and evaluation skills</p>	2.1 Growing the business	<p>Pressure groups presentation</p> <p>Case Study Q&As</p> <p>End of Theme Test</p> <p>End of Topic Exam Questions Multiple-choice questions - Short-answer questions - Extended-writing questions</p>



			<p>Quantitative skills- calculations in a business context Interpretation and use of quantitative data in business context to support, inform and justify Communication and interpersonal skills Application Skills used throughout 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</p>		
2.1 Growing the business	Y11 Autumn	<p>Knowledge, skills and development of:</p> <p>1.1 Enterprise and Entrepreneurship</p> <p>1.2 Spotting a Business Opportunity</p> <p>1.3 Putting a business idea into practice</p> <p>1.4 Making the Business Effective</p> <p>1.5 Understanding external influences on businesses</p>	<ul style="list-style-type: none"> Types of business growth Changes in aims and objectives Business and globalisation Ethics and the business environment <ul style="list-style-type: none"> A01 - Knowledge and understanding of key words A02 - Application to the case study and why it is significant. Use of calculations to interpret data A03 - Analysis and explanation of the impact on the business <p>Problem-solving and decision-making skills relevant to business</p> <p>Analytical and evaluation skills</p> <p>Quantitative skills- calculations in a business context Interpretation and use of quantitative data in business context to support, inform and justify Communication and interpersonal skills Application Skills used throughout</p>	2.2 Making marketing decisions	<p>Ethical business presentation</p> <p>Case Study Q&As</p> <p>End of Theme Test</p> <p>End of Topic Exam Questions Multiple-choice questions - Short-answer questions - Extended-writing questions</p>



			<p>Investigate, analyse and evaluate business opportunities and issues Problem-solving and decisionmaking skills relevant to business</p> <p>Analytical and evaluation skills</p> <p>Quantitative skills- calculations in a business context Interpretation and use of quantitative data in business context to support, inform and justify</p> <p>Communication and interpersonal skills</p>		
2.2 Making marketing decisions	Y11 Autumn	<p>Knowledge, skills and development of:</p> <p>1.1 Enterprise and Entrepreneurship</p> <p>1.2 Spotting a Business Opportunity</p> <p>1.3 Putting a business idea into practice</p> <p>1.4 Making the Business Effective</p> <p>1.5 Understanding external influences on businesses</p> <p>2.1 Growing the business</p>	<ul style="list-style-type: none"> ● The design mix ● The product life cycle ● The marketing mix ● Making business decisions ● A01 - Knowledge and understanding of key words ● A02 - Application to the case study and why it is significant. Use of calculations to interpret data ● A03 - Analysis and explanation of the impact on the business <p>Problem-solving and decision-making skills relevant to business</p> <p>Analytical and evaluation skills</p> <p>Quantitative skills- calculations in a business context Interpretation and use of quantitative data in business context to support, inform and justify Communication and interpersonal skills</p> <p>Application Skills used throughout</p>	2.3 Making product decisions	<p>Marketing mix project</p> <p>Case Study Q&As</p> <p>End of Theme Test</p> <p>End of Topic Exam Questions Multiple-choice questions - Short-answer questions - Extended-writing questions</p>



			<p>Problem-solving and decision-making skills relevant to business</p> <p>Analytical and evaluation skills</p> <p>Quantitative skills- calculations in a business context Interpretation and use of quantitative data in business context to support, inform and justify Communication and interpersonal skills</p>		
2.3 making product decisions	Y11 Spring	<p>Knowledge, skills and development of:</p> <p>1.1 Enterprise and Entrepreneurship</p> <p>1.2 Spotting a Business Opportunity</p> <p>1.3 Putting a business idea into practice</p> <p>1.4 Making the Business Effective</p> <p>1.5 Understanding external influences on businesses</p> <p>2.1 Growing the business</p> <p>2.2 Making marketing decisions</p>	<ul style="list-style-type: none"> ● Business operations ● Working with suppliers ● Managing quality ● The sales process ● A01 - Knowledge and understanding of key words ● A02 - Application to the case study and why it is significant. Use of calculations to interpret data ● A03 - Analysis and explanation of the impact on the business <p>Problem-solving and decision-making skills relevant to business</p> <p>Analytical and evaluation skills</p> <p>Quantitative skills- calculations in a business context Interpretation and use of quantitative data in business context to support, inform and justify Communication and interpersonal skills Application Skills used throughout</p>	2.4 Making financial decisions	<p>Procurement and suppliers activities</p> <p>Case Study Q&As</p> <p>End of Theme Test</p> <p>End of Topic Exam Questions Multiple-choice questions - Short-answer questions - Extended-writing questions</p>



<p>2.4 making financial decisions</p>	<p>Y11 Spring</p>	<p>Knowledge, skills and development of:</p> <p>1.1 Enterprise and Entrepreneurship</p> <p>1.2 Spotting a Business Opportunity</p> <p>1.3 Putting a business idea into practice</p> <p>1.4 Making the Business Effective</p> <p>1.5 Understanding external influences on businesses</p> <p>2.1 Growing the business</p> <p>2.2 Making marketing decisions</p> <p>2.3 making product decisions</p>	<ul style="list-style-type: none"> • Business calculations • Understanding business performance • Analysing business data and statistics • A01 - Knowledge and understanding of key words • A02 - Application to the case study and why it is significant. Use of calculations to interpret data • A03 - Analysis and explanation of the impact on the business <p>Problem-solving and decision-making skills relevant to business</p> <p>Analytical and evaluation skills</p> <p>Quantitative skills- calculations in a business context Interpretation and use of quantitative data in business context to support, inform and justify Communication and interpersonal skills Application Skills used throughout</p>	<p>2.5 Making human resource decisions</p>	<p>Q&As on financial data Case Study Q&As End of Theme Test</p> <p>End of Topic Exam Questions Multiple-choice questions - Short-answer questions - Extended-writing questions</p>
<p>2.5 making human resource decisions</p>	<p>Y11 Summer</p>	<p>Knowledge, skills and development of:</p> <p>1.1 Enterprise and Entrepreneurship</p> <p>1.2 Spotting a Business Opportunity</p>	<ul style="list-style-type: none"> • Organisational structures • Effective recruitment • Effective training and development • Motivation • A01 - Knowledge and understanding of key words 	<p>Revision for final GCSE examinations</p>	<p>Recruitment, training and motivation activities Case Study Q&As End of Theme Test</p> <p>End of Topic Exam Questions</p>



		<p>1.3 Putting a business idea into practice</p> <p>1.4 Making the Business Effective</p> <p>1.5 Understanding external influences on businesses</p> <p>2.1 Growing the business</p> <p>2.2 Making marketing decisions</p> <p>2.3 making product decisions</p> <p>2.4 making financial decisions</p>	<ul style="list-style-type: none"> • A02 - Application to the case study and why it is significant. Use of calculations to interpret data • A03 - Analysis and explanation of the impact on the business <p>Problem-solving and decision-making skills relevant to business</p> <p>Analytical and evaluation skills</p> <p>Quantitative skills- calculations in a business context Interpretation and use of quantitative data in business context to support, inform and justify Communication and interpersonal skills Application Skills used throughout</p>		<p>Multiple-choice questions - Short-answer questions - Extended-writing questions</p>
2.6 Preparation for external examinations	Y11 Summer	<p>Knowledge, skills and development of:</p> <p>1.1 Enterprise and Entrepreneurship</p> <p>1.2 Spotting a Business Opportunity</p> <p>1.3 Putting a business idea into practice</p> <p>1.4 Making the Business Effective</p>	<ul style="list-style-type: none"> • Revision and review of all topics from Theme 1 & 2 • A01 - Knowledge and understanding of key words • A02 - Application to the case study and why it is significant. Use of calculations to interpret data • A03 - Analysis and explanation of the impact on the business <p>Examination technique to shorter and longer mark questions. -</p> <p>Multiple-choice questions -</p>	<p>Revision “Walk and Talk” Mock exam Timed Exam and Past Paper</p>	<p>Past Paper questions and examination structure practice</p> <p>End of Topic Exam Questions Multiple-choice questions - Short-answer questions - Extended-writing questions</p>



		1.5 Understanding external influences on businesses 2.1 Growing the business 2.2 Making marketing decisions 2.3 making product decisions 2.4 making financial decisions 2.5 making human resource decisions	Short-answer questions - Extended-writing questions		
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