



Theme Name	Term	Skills Developed	Prior Learning	Next link in curriculum
1.5 Understanding external influences on businesses	Y10 Autumn	<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> <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 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>	Knowledge, skills and development of: 1.1 Enterprise and Entrepreneurship 1.2 Spotting a Business Opportunity 1.3 Putting a business idea into practice 1.4 Making the Business Effective	2.1 Growing the business
2.1 Growing the business	Y10 Spring	<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 	Knowledge, skills and development of: 1.1 Enterprise and Entrepreneurship 1.2 Spotting a Business Opportunity 1.3 Putting a business idea into practice	2.2 Making marketing decisions



		<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</p> <p>Application Skills used throughout 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 Communication and interpersonal skills</p>	<p>1.4 Making the Business Effective</p> <p>1.5 Understanding external influences on businesses</p>	
2.2 Making marketing decisions	Y10 Summer	<ul style="list-style-type: none"> • The design mix • The product life cycle • The marketing mix • Making business decisions <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 	<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>	2.3 Making product decisions



		<ul style="list-style-type: none"> • 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 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>1.5 Understanding external influences on businesses</p> <p>2.1 Growing the business</p>	
<p>2.3 making product decisions</p>	<p>Y11 Autumn</p>	<ul style="list-style-type: none"> • Business operations • Working with suppliers • Managing quality • The sales process <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>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>2.4 Making financial decisions</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> <p>Application Skills used throughout</p>	<p>1.5 Understanding external influences on businesses</p> <p>2.1 Growing the business</p> <p>2.2 Making marketing decisions</p>	
2.4 making financial decisions	Y11 Autumn	<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</p> <p>Application Skills used throughout</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>	2.5 Making human resource decisions



<p>2.5 making human resource decisions</p>	<p>Y11 Spring</p>	<ul style="list-style-type: none"> Organisational structures Effective recruitment Effective training and development Motivation <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</p> <p>Application Skills used throughout</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> <p>2.4 making financial decisions</p>	<p>Revision for final GCSE examinations</p>
<p>2.6 Preparation for external examinations</p>	<p>Y11 Spring / Summer</p>	<ul style="list-style-type: none"> Revision and review of all topics from Theme 1 & 2 <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>Examination technique to shorter and longer mark questions. –</p> <p>Multiple-choice questions - Short-answer questions - Extended-writing questions</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>Revision “Walk and Talk” Mock exam Timed Exam and Past Paper</p>



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