



From September 2026

Theme Name	Term	Prior Learning	Skills Developed	Next link in curriculum	Assessed via
2.1 Growing the business	Y11 Aut1	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 1.5 Understanding external influences on businesses	- Types of business growth - Changes in aims and objectives - Business and globalisation - Ethics and the business environment - 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 Problem-solving and decision-making skills relevant to business Analytical and evaluation skills 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	2.2 Making marketing decisions	Ethical business presentation Case Study Q&As End of Theme Test End of Topic Exam Questions Multiple-choice questions - Short-answer questions - Extended-writing questions



			Investigate, analyse and evaluate business opportunities and issues Problem-solving and decisionmaking skills relevant to business Analytical and evaluation skills 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		
2.2 Making marketing decisions	Y11 Aut2	Knowledge, skills and development of: 1.1 Enterprise and Entrepreneurship 1.2 Spotting a Business Opportunity 1.3 Putting a business idea into practice	• 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 Problem-solving and decision-making skills relevant to business	2.3 Making product decisions	Marketing mix project Case Study Q&As End of Theme Test End of Topic Exam Questions Multiple-choice questions - Short-answer questions - Extended-writing questions



		1.4 Making the Business Effective 1.5 Understanding external influences on businesses 2.1 Growing the business	Analytical and evaluation skills 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 Problem-solving and decision-making skills relevant to business Analytical and evaluation skills 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		
2.3 making product decisions	Y11 Spr1	Knowledge, skills and development of:	• Business operations • Working with suppliers • Managing quality • The sales process	2.4 Making financial decisions	Procurement and suppliers activities Case Study Q&As End of Theme Test



		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 1.5 Understanding external influences on businesses 2.1 Growing the business 2.2 Making marketing 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 Problem-solving and decision-making skills relevant to business Analytical and evaluation skills 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		End of Topic Exam Questions Multiple-choice questions - Short-answer questions - Extended-writing questions
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2.5 making human resource decisions	Y11 Spr2	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 1.5 Understanding external influences on businesses 2.1 Growing the business 2.2 Making marketing decisions	• Organisational structures • Effective recruitment • Effective training and development • Motivation • 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 Problem-solving and decision-making skills relevant to business Analytical and evaluation skills 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	Revision for final GCSE examinations	Recruitment, training and motivation activities Case Study Q&As End of Theme Test End of Topic Exam Questions Multiple-choice questions - Short-answer questions - Extended-writing questions
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		2.3 making product decisions			
		2.4 making financial decisions			
Preparation for external examinations	Y11 Sum1	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 1.5 Understanding external influences on businesses	- 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 Examination technique to shorter and longer mark questions. – Multiple-choice questions - Short-answer questions - Extended-writing questions	Revision “Walk and Talk” Mock exam Timed Exam and Past Paper	Past Paper questions and examination structure practice End of Topic Exam Questions Multiple-choice questions - Short-answer questions - Extended-writing questions



		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			
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