

Subject: GCSE Business studies

Year 10 (Modules, Topics)

Term 1	Term 2	Term 3
<p>Theme 1: Investigating small business In this theme, students will be introduced to local and national business contexts and will develop an understanding of how these contexts impact business behaviour and decisions. Local contexts refer specifically to small businesses or those operating in a single UK location and national contexts relate to businesses operating in more than one location or across the UK.</p> <p>Topic 1.1: Enterprise and entrepreneurship students are introduced to the dynamic nature of business in relation to how and why business ideas come about. They also explore the impact of risk and reward on business activity and the role of entrepreneurship.</p> <p>Topic 1.2: Spotting a business opportunity students will explore how new and small businesses identify opportunities through understanding customer needs and conducting market research. They will also focus on</p>	<p>Theme 1: Investigating small business</p> <p>Topic 1.3: Putting a business idea into practice This topic focuses on making a business idea happen through identifying aims and objectives and concentrating on the financial aspects.</p> <p>Topic 1.4: Making the business effective Students will explore a range of factors that impact on the success of the business, including location, the marketing mix and the business plan.</p>	<p>Theme 1: Investigating small business</p> <p>Topic 1.5: Understanding external influences on business students are introduced to a range of factors, many of which are outside of the immediate control of the business, such as stakeholders, technology, legislation and the economy. Students will explore how businesses respond to these influences.</p>

understanding the competition.		
Assessment: End of topic exam questions	Assessment: End of topic exam questions	Assessment: Past exam paper

**Year 11
(Modules, Topics)**

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<p>Unit 3 – Investigating Businesses This unit is a controlled assessment unit. All controlled assessment tasks will be set by AQA.</p> <p>Assessment: This unit is a controlled assessment unit, produced under controlled conditions.</p>	<p>Unit 2 – Growing as a Business This unit builds upon the content of Unit 1, allowing students to study businesses as they grow and the issues that expansion raises.</p> <ol style="list-style-type: none"> 1. The Business Organisation 2. Marketing 3. Finance <p>Students consider changing business aims, legal structure and finance options during Business expansion.</p> <p>Assessment: End of topic exam questions</p>	<p>Unit 4: People in Businesses Students investigate how businesses organise their staff and define their job roles. They investigate the working arrangements of staff at different levels of hierarchy within businesses and how these meet the needs of the business. Students explore issues such as decision making within organisations and employment contracts.</p> <p>Unit 1 (Revision) – Setting up a business Revision package to run as homework tasks</p> <p>Assessment: Unit 1 and unit 2 external exam</p>

Subject: BTEC Business studies

Year 10 (Modules, Topics)

Term 1	Term 2	Term 3
<p>Unit 1: Enterprise in the Business World This unit introduces students to the language and terminology used in business.</p> <p>In this unit students will:</p> <p>A: know how trends and the current business environment may impact on a business. B: plan an idea for a new business. C: present a business model for a business start-up.</p> <p>Assessment: Internal - coursework</p>	<p>Unit 1: Enterprise in the Business World This unit introduces students to the language and terminology used in business.</p> <p>In this unit students will:</p> <p>A: know how trends and the current business environment may impact on a business. B: plan an idea for a new business. C: present a business model for a business start-up.</p> <p>Assessment: Internal - coursework</p>	<p>Unit 4: Principles of Customer Service This unit develops and broadens students understanding of customer service in different businesses.</p> <p>In this unit students will:</p> <p>A: understand how businesses provide customer service. B: demonstrate appropriate customer service skills in different situations.</p> <p>Assessment: Internal - coursework</p>

Year 11 (Modules, Topics)

Term 1	Term 2	Term 3
<p>Unit 5: Sales and Personal Selling This unit will introduce students to the methods of selling. Students will develop techniques to</p>	<p>Unit 2: Finance for Business All businesses have to spend money before they can make a profit, and when they spend money,</p>	

<p>sell successfully – including effective handling of customer queries and problems – and learn to apply them in different situations. Students will also have a chance to put personal selling skills into practice.</p> <p>In this unit students will: A: explore the role of sales staff. B: demonstrate personal selling skills and processes.</p> <p>Assessment: Internal - coursework</p>	<p>they incur costs. The unit explores the ways in which businesses measure success and identify areas for improvement.</p> <p>In this unit students will: A: understand the costs involved in business and how businesses make a profit B: understand how businesses plan for success C: understand how businesses measure success and identify areas for improvement.</p> <p>Assessment: External exam</p>	<p>Assessment: Improvements to any coursework. Resit of external exam if required.</p>
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