

MOOR PARK HIGH SCHOOL: CURRICULUM

Key Stage 4 Long Term Planning

Year 10 2019-2020 SYLLABUS: Pearson/Edexcel GCSE Business Studies. Pupils will develop an understanding of how to set up a business.

Curriculum Area: Business Technology (Business)

Year 10	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2	Year 10 Work Experience – 1 Week	Super Learning Week – 3 Days		
Syllabus	Topic 1.1 Enterprise and entrepreneurship Topic 1.2 Spotting a business opportunity	Topic 1.3 Putting a business idea into practice	Topic 1.4 Making the business effective	Topic 1.5 Understanding external influences on business	Topic 2.1 Growing the business	Topic 2.2 Making marketing decisions				
Knowledge	Pupils will learn about famous entrepreneurs and the skills required to make a business successful. They will develop enough knowledge for them to set up a small business and understand how to overcome any problems.	Pupils will understand how to manage Business Finance.	Pupils will be able to explain the ideal location for a business. How to market a product and the suitable content of a business plan.	Pupils will be able to explain the impact of external influences on business such as the exchange rate, the recession etc.	Pupils will develop knowledge on the impact of growing a business globally. In terms of methods and the logistics.	Pupils will develop further knowledge on the marketing Mix and how to adapt it based on different business decisions.				
Skills	They will develop skills in supporting business startups. Pupils will be able to carry out effective market research using different methods and identify their market segments to sell a product.	Pupils will be able to calculate a business's revenue, profit and costs. They will also be able to calculate the breakeven point and the margin of safety. In addition, pupils will be able to calculate cash flows and suggest if a business will be viable.	Pupils will be able to act as a business advisor, making suggestions about where to locate, how to create a marketing campaign and how to apply for a business loan, using the contents of a comprehensive business plan.	Pupils will be able to identify what factors can influence a business that is beyond their control. These include changes in technology, Legislation, the economy and interest rates. Pupils will also be given support in developing exam skills.	Pupils will develop skills in calculating exchange rates and the consequences of these fluctuating. They will also be able to recommend and justify the choices available in terms of business ownership.	Pupils will be able to create a design Mix for a new product. They will also be able create a comprehensive marketing campaign taking into consideration the product and market.				

Key Stage 4 Long Term Planning

Year 11 2019-2020 SYLLABUS: Pearson/Edexcel GCSE Business Studies. Pupils will develop an understanding of how to maintain a successful business.

Curriculum Area: Business Technology (Business)

Year 11	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1
Syllabus	Topic 2.3 Making operational decisions	Topic 2.4 Making financial decisions	Topic 2.5 Making human resource decisions	Revision Topics: Theme 1	Revision of topics: Theme 2
Knowledge	Pupils will develop knowledge on different production methods, stock control, ways of managing quality and how to process sales.	Pupils will be able identify gross and net profit and suggest whether a business is viable based on these figures. They will also be able to suggest if an investment is a good business strategy.	Pupils will be able to explain the complexity of effective people management. They will be able to make suggestions on how to motivate staff, recruit them and train and develop them based on their needs.	Pupils will be revising all the topics from Theme 1.	Pupils will be revising all the topics from Theme 2.
Skills	Pupils will be able to suggest ideal options for production and justify their choice. They will be able to decide on ways to improve quality whilst ensuring that business is managing their stock effectively.	Pupils will be able to calculate, Gross, Net and Operating Profit. They will also be able to calculate the ARR on an investment.	Pupils will be able to manage the recruitment of new employees and decide on strategies to motivate staff. They will also be able to recommend the best methods in training and developing employees.	Pupils will be given more opportunities to develop their exam skills using content and with a variety of shorter and longer mark questions.	Pupils will be given more opportunities to develop their exam skills using content and with a variety of shorter and longer mark questions