

Key Stage 4 Long Term Planning

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

Curriculum Area: Art, Performance and Technologies Faculty

Year 10	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
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 2.1 Growing the business
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 the risks of starting a business.	Pupils will understand how to manage business finance. They will also explore the different sources of finance that are available for small businesses and their impacts.	Pupils will be able to explain the different types of business ownerships and their legal responsibilities. Pupils will also be able to explain the ideal location for a business and the importance of the marketing mix and a business plan.	Pupils will be able to explain the impact of external influences on businesses such as the exchange rate, unemployment, inflation, interest rates and government taxation.	Pupils will develop knowledge on the impact of growing a business globally in terms of methods and the logistics.	Pupils will learn about the ethical and environmental factors businesses need to consider when operating globally. Pupils will also be to explain how the marketing mix of a business needs to be adapted to reflect ethical behavior.
Skills	Pupils will develop skills in supporting business startups. Pupils will also be able to carry out effective market research using different methods.	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 interpret a cash flow forecast and suggest if a business idea is viable.	Pupils will be able to act as a business advisor through evaluating the elements of a detailed business plan to assess the feasibility of the business. Students will also be able to create an integrated marketing mix for a business.	Pupils will be able to identify what factors can influence a business that is beyond their control. These include changes in technology, legislation and the economy. Pupils will also be given support in answering extended exam questions.	Pupils will be able to identify how a business can grow organically and inorganically. Pupils will also be able to identify the restrictions countries put in place to protect domestic businesses. These restrictions include tariffs and trade blocs.	Pupils will be able to identify the short- and long-term impacts to a business of behaving ethically. Students will also be able to effectively analyse how pressure groups influence businesses to behave ethically.
Connections to previous learning	KS3 pupils that have taken part in business workshops and activities should understand the key topics from syllabus.	Connection to topics studied in Autumn 1. Pupils will gain a better understanding of the importance of cash to run and start a business.	Connection to topics studied in Autumn 2. Pupils will gain greater insight to why financial information needs to be included in a business plan.	Connection to topics studied in Autumn 1 & 2. Pupils develop a deeper understanding on how the economy can impact business success.	Connection to topics studied in Autumn 1 & Spring 1. Pupils will see the connection of how a business goes from a private limited to a public limited company and the impacts.	Connection to topics studied in Summer 1. Pupils will gain a deep understanding of ethical difficulties businesses face when operating in different countries.
Assessment	Pupils will be required to complete an assessment based on topics studied in Autumn 1. The assessment will consist of multiple choice and 3-mark questions. PLC checklists will be used to self-assess knowledge.	Pupils will be required to complete an assessment based on topics studied in Autumn 2. The assessment will consist of multiple choice, 2-mark quantitative questions, 3-mark and 6-mark questions. PLC checklists will be used to self-assess knowledge.	Pupils will be required to complete an assessment based on topics studied in Spring 1. The assessment will consist of multiple choice, 3-mark, 6-mark and case study-based questions. PLC checklists will be used to self-assess knowledge.	Pupils will be required to complete an assessment based on topics studied in Spring 2. The assessment will consist of multiple choice, 3-mark, 6-mark and 9-mark questions. PLC checklists will be used to self-assess knowledge.	Pupils will be required to complete an assessment based on topics studied in Summer 1 & 2. The assessment will consist of multiple choice, 3-mark, 6-mark, 9-mark and 12-mark questions. PLC checklists will be used to self-assess knowledge.	Pupils will be required to complete an assessment based on topics studied in Summer 1 & 2. The assessment will consist of multiple choice, 3-mark, 6-mark, 9-mark and 12-mark questions. PLC checklists will be used to self-assess knowledge.

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Homework	Knowledge check homework will be set every week to build and extend learning in this topic.	Knowledge check homework will be set every week to build and extend learning in this topic.	Exam questions in the form of multiple choice and short answer questions will be set every week to build and extend learning in this topic.	Exam questions in the form of multiple choice and short answer questions will be set every week to build and extend learning in this topic.	Short answer and long answer exam questions will be set as homework every week to build and extend learning in this topic.	Long answer exam questions will be set as homework every week to build and extend learning in this topic.
Cultural Capital	Pupils will explore case studies about young entrepreneurs to investigate how they found gaps in the market to build their successful business.	Pupils will learn about the importance of budgeting. Pupils financial literacy will also be improved through learning the impacts of loans, interests, debit and credit cards.	Pupils will learn the importance of having good credit.	Pupils will understand how the economy operates and how changes within the economy impacts different stakeholders, including themselves. Pupils will understand their legal rights when purchasing products and in a working environment.	Pupils will understand how businesses in other countries operate and how products are adapted to suit the needs of local consumers. Pupils will learn to appreciate different cultures and continents.	Pupils will gain a better understanding of the actions they can take in their daily lives to protect the environment such as recycling and saving electricity.
Numeracy		Pupils will calculate profit, business costs, cash flows and breakeven. Pupils will be using formulas and basic math skills such as percentage change and calculating interest.		Pupils will be using formulas and basic math skills to calculate exchange rates.		
Literacy	Pupils will be provided with a separate key word 'Yellow Textbook'. At the start of each lesson students will be asked to define key terms from previous lessons. Spelling and misconceptions will be discussed. Correct business vocabulary will be expected throughout the lesson. Match up key term exercises will be used. Support with exam questions using acronyms will be practiced. Pupils will read current news articles which link to the topics explored in Autumn 1.	Pupils will be provided with a separate key word 'Yellow Textbook'. At the start of each lesson students will be asked to define key terms from previous lessons. Spelling and misconceptions will be discussed. Correct business vocabulary will be expected throughout the lesson. Match up key term exercises will be used. Support with exam questions using acronyms will be practiced. Pupils will read current news articles which link to the topics explored in Autumn 2.	Pupils will be provided with a separate key word 'Yellow Textbook'. At the start of each lesson students will be asked to define key terms from previous lessons. Spelling and misconceptions will be discussed. Correct business vocabulary will be expected throughout the lesson. Match up key term exercises will be used. Support with exam questions using acronyms will be practiced. Pupils will read current news articles which link to the topics explored in Spring 1.	Pupils will be provided with a separate key word 'Yellow Textbook'. At the start of each lesson students will be asked to define key terms from previous lessons. Spelling and misconceptions will be discussed. Correct business vocabulary will be expected throughout the lesson. Match up key term exercises will be used. Support with exam questions using acronyms will be practiced. Pupils will read current news articles which link to the topics explored in Spring 2.	Pupils will be provided with a separate key word 'Yellow Textbook'. At the start of each lesson students will be asked to define key terms from previous lessons. Spelling and misconceptions will be discussed. Correct business vocabulary will be expected throughout the lesson. Match up key term exercises will be used. Support with exam questions using acronyms will be practiced. Pupils will read current news articles which link to the topics explored in Summer 1.	Pupils will be provided with a separate key word 'Yellow Textbook'. At the start of each lesson students will be asked to define key terms from previous lessons. Spelling and misconceptions will be discussed. Correct business vocabulary will be expected throughout the lesson. Match up key term exercises will be used. Support with exam questions using acronyms will be practiced. Pupils will read current news articles which link to the topics explored in Summer 2.
CEIAG	Workshop by FutureU (My Online Brand). TBC	Money Sense workshop by NatWest.	Potential visit to a local business (Leyland Trucks, BAE Systems, York's Chocolate Story or Westinghouse).	A university business taster session will be delivered by a local university to broaden pupils' knowledge of higher education and provide them with the tools to access Russell group universities.	Pupils will be looking at share prices and how investors make money by strategically choosing a business and monitoring the value of their shares.	Pupils will complete an end of year project evaluating a multinational business using different business models and theories. Pupils may present their findings to industry professionals and teachers.

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

Curriculum Area: Art, Performance and Technologies Faculty

Year 11	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1
Syllabus	Topic 2.2 Making marketing decisions	Topic 2.3 Making operational decisions	Topic 2.4 Making financial decisions	Topic 2.5 Making human resource decisions	Revision of topics: Theme 1 and Theme 2.
Knowledge	Pupils will develop further knowledge of the marketing mix and how to adapt it based on different business decisions.	Pupils will develop knowledge on different production methods, stock control, ways of managing quality and how to process sales.	Pupils will be able to identify gross and net profit and suggest whether a business is viable based on these figures. They will also be able to suggest if a specific 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 evaluate the design mix of a range of products. Pupils will also be able to assess the marketing campaign of a business taking into consideration their product and market.	Pupils will be able to suggest ideal production methods for businesses and justify their choice. Pupils 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 and net profit. They will also be able to calculate the ARR on an investment and interpret quantitative business data.	Pupils will be able to 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 short and long answer exam questions.
Connections to previous learning	Connection to topics studied in Spring 1 Year 10. Pupils will use the knowledge studied in Year 10 to develop a deeper understanding of each element of the marketing mix.	Connection to topics studied in Autumn 1 Year 10. Pupils will have a sound understanding of how quality is a way to meet customer needs. This connection will demonstrate how businesses measure and ensure products are quality.	Connection to topics studied in Autumn 1 Year 10. Pupils will use the knowledge gained in Year 10 to understand the different types of profits and investments businesses consider once they become established.	No prior connections as topics will be new to all pupils.	Pupils will develop a detailed mind map to see how different topics studied across the two years are connected.
Assessment	Pupils will be required to complete a timed assessment based on topics studied in Autumn 1. The assessment will consist of multiple choice, 2-mark, 3-mark, 6-mark, 9-mark and 12-mark questions. Topic quizzes and key term recap activities will be completed frequently to build knowledge. PLC checklists will be used to self-assess knowledge.	Pupils will be required to complete a timed assessment based on topics studied in Autumn 2. The assessment will consist of multiple choice, 2-mark, 3-mark, 6-mark, 9-mark and 12-mark questions. Topic quizzes and key term recap activities will be completed frequently to build knowledge. PLC checklists will be used to self-assess knowledge.	Pupils will be required to complete a timed assessment based on topics studied in Spring 1. The assessment will consist of quantitative questions to test pupils' knowledge of business formulas. Topic quizzes and key term recap activities will be completed frequently to build knowledge. PLC checklists will be used to self-assess knowledge.	Pupils will be required to complete a timed assessment based on topics studied in Autumn 2. The assessment will consist of multiple choice, 2-mark, 3-mark, 6-mark, 9-mark and 12-mark questions. Topic quizzes and key term recap activities will be completed frequently to build knowledge. PLC checklists will be used to self-assess knowledge.	Pupils will compete GCSE Business past exam papers.
Homework	Exam questions in the form of multiple choice and short answer questions will be set every week to build and extend learning in this topic.	Short answer and long answer exam questions will be set as homework every week to build and extend learning in this topic.	Short answer and long answer exam questions will be set as homework every week to build and extend learning in this topic.	Short answer and long answer exam questions will be set as homework every week to build and extend learning in this topic.	Short answer and long answer exam questions will be set as homework every week to build and extend learning in this topic.

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Cultural Capital		Pupils will start to understand logistics in business. They will be shown videos from businesses such as Amazon, BMW and Heinz and will understand the need for high productivity and efficiency.	Pupils will assess the financial records of private and public limited companies on the Companies House website.	External speaker from Leyland Trucks, BAE Systems or Westinghouse Springfields on managing and motivating staff. TBC.	
Numeracy		Pupils will be required to interpret bar chart stock graphs.	Pupils will be required to calculate different types of profits. They will also calculate ARR and learn how to interpret quantitative business data to support, inform and justify business decisions.		
Literacy	<p>Pupils will be provided with a separate key word 'Yellow Textbook'. At the start of each lesson students will be asked to define key terms from previous lessons.</p> <p>Spelling and misconceptions will be discussed. Correct business vocabulary will be expected throughout the lesson.</p> <p>Strategies to support written exam answers will be well practiced. Such as acronyms and writing frames/model answers.</p> <p>Pupils will read current news articles which link to the topics explored in Autumn 1.</p>	<p>Pupils will be provided with a separate key word 'Yellow Textbook'. At the start of each lesson students will be asked to define key terms from previous lessons.</p> <p>Spelling and misconceptions will be discussed. Correct business vocabulary will be expected throughout the lesson.</p> <p>Strategies to support written exam answers will be well practiced. Such as acronyms and writing frames/model answers.</p> <p>Pupils will read current news articles which link to the topics explored in Autumn 2.</p>	<p>Pupils will be provided with a separate key word 'Yellow Textbook'. At the start of each lesson students will be asked to define key terms from previous lessons.</p> <p>Spelling and misconceptions will be discussed. Correct business vocabulary will be expected throughout the lesson.</p> <p>Strategies to support written exam answers will be well practiced. Such as acronyms and writing frames/model answers.</p> <p>Pupils will read current news articles which link to the topics explored in Spring 1.</p>	<p>Pupils will be provided with a separate key word 'Yellow Textbook'. At the start of each lesson students will be asked to define key terms from previous lessons.</p> <p>Spelling and misconceptions will be discussed. Correct business vocabulary will be expected throughout the lesson.</p> <p>Strategies to support written exam answers will be well practiced. Such as acronyms and writing frames/model answers.</p> <p>Pupils will read current news articles which link to the topics explored in Spring 2.</p>	<p>At the start of each lesson students will be asked to define key terms from Theme 1 and 2.</p> <p>Spelling and misconceptions will be discussed.</p> <p>Strategies to support written exam answers will be well practiced. Such as acronyms and writing frames/model answers.</p>
CEIAG	Pupils will explore the different courses and careers available within marketing.	<p>Pupils will explore the different operational roles available in the North West.</p> <p>Workshop by FutureU (Advanced Manufacturing workshop)</p>	Pupils will experience what it is like to manage and calculate business finance. Pupils will also explore different industries analyse data and graphs.	<p>Pupils will explore how different businesses motivate and train their employees.</p> <p>Pupils will also get the opportunity to investigate methods that motivate them to work.</p>	Pupils will explore the different careers, courses and apprenticeships opportunities available within business, marketing and accounting.