

YEAR 10 business CURRICULUM PROGRESSION OVERVIEW

Subject Curriculum Intent

Know and understand business concepts, business terminology, business objectives, the integrated nature of business activity and the impact of business on individuals and wider society • apply knowledge and understanding to contemporary business issues and to different types and sizes of businesses in local, national and global contexts • develop as enterprising individuals with the ability to think commercially and creatively to demonstrate business acumen, and draw on evidence to make informed business decisions and solve business problems • develop as effective and independent students, and as critical and reflective thinkers with enquiring minds • use an enquiring, critical approach to make informed judgements • investigate and analyse real business opportunities and issues to construct well-argued, well-evidenced, balanced and structured arguments, demonstrating their depth and breadth of understanding of business • develop and apply quantitative skills relevant to business, including using and interpreting data.

	Autumn Term 1	Autumn Term 2	Spring Term 1	Spring Term 2	Summer Term 1	Summer Term 2
Topic	Enterprise and entrepreneurship (1.1)	Spotting a business opportunity (1.2)	Putting a business idea into practice (1.3)	Making the business effective (1.4)	Understanding external influences on businesses (1.5)	Understanding external influences on businesses (1.5)
Core Knowledge/ Threshold Concept	Why and how business ideas come about. Impact of risk and reward on business activity. The role of an entrepreneur and the purpose of business activity. Identify and understand customer needs.	The purpose and methods of market research. How businesses use market segmentation. Understanding the competitive environment. What business aims and objectives are and how they differ. The concept, calculation and interpretation of revenue, costs profit, cash and cash-flow.	Business aims/objectives, revenue/costs/profit, cash and cashflow, sources of finance.	Options for business start-ups, location, the marketing mix, business plans.	Stakeholders, technology, legislation, the economy, external influences.	Detailed look at the economy and how a business is affected by external influences such as unemployment and inflation.
Why this learning now?	Theme 1 of the course is taught first so that students develop a sound understanding	Theme 1 of the course is taught first so that students develop a sound understanding	Putting a business idea into practice – this topic focuses on making a business idea	Making the business effective – students will explore a range of factors that impact on	Understanding external influences on business – students are introduced to a range	Students will explore how businesses respond to the influences of

	of the basic fundamentals of starting and running a business, which is key information required to access other areas of the course.	of the basic fundamentals of starting and running a business, which is key information required to access other areas of the course.	happen through identifying aims and objectives and concentrating on the financial aspects.	the success of the business, including location, the marketing mix and the business plan.	of factors, many of which are outside of the immediate control of the business, such as stakeholders, technology, legislation and the economy. Mock and Revision.	stakeholders, technology, legislation and the economy.
Assessment Opportunities:	End of unit section mock examinations to identify gaps followed by self and peer assessment. Summative Assessments: Paper 1 Topic 1: Enterprise and entrepreneurship.	End of unit section mock examinations to identify gaps followed by self and peer assessment. Summative Assessments: Paper 1 Topic 2: Spotting a business opportunity.	End of unit section mock examinations to identify gaps followed by self and peer assessment. Summative Assessments: Paper 1 Topic 3: Putting a business idea into practice.	End of unit section mock examinations to identify gaps followed by self and peer assessment. Summative Assessments: Paper 1 Topic 4: Making the business effective.	End of unit section mock examinations to identify gaps followed by self and peer assessment. Summative Assessments: Paper 1 Topic 5: Understanding external influences on business.	MOCK examination to identify gaps followed by self and peer assessment.
Learning at Home	Use of SENECA for independent learning lessons and home learning to practice what is learned in face to face lessons.	Flipped business videos + worksheets, Extended writing to consolidate key skills and crucial knowledge, Flashcards, Summary sheets, Fill-in-the-blanks.	Use of SENECA for independent learning lessons and home learning to practice what is learned in face to face lessons.	Flipped business videos + worksheets, Extended writing to consolidate key skills and crucial knowledge, Flashcards, Summary sheets, Fill-in-the-blanks.	Use of SENECA for independent learning lessons and home learning to practice what is learned in face to face lessons.	Flipped business videos + worksheets, Extended writing to consolidate key skills and crucial knowledge, Flashcards, Summary sheets, Fill-in-the-blanks.

Key Vocabulary	Dynamic, enterprise, entrepreneurship.	Market research, segmentation, market mapping, objectives, revenue, profit, cashflow.	Limited liability, sole traders, partnership, limited companies, franchise.	Location, marketing mix, promotion, business plan.	Stakeholders, economics, e-commerce, technology, legislation.	Inflation, exchange rates, business cycle, Interest rates, unemployment.
Spiritual, Moral, Social and Cultural concepts covered	Learners develop their ability to understand the importance of social, moral and cultural changes. The different spiritual beliefs of people play a key role in business planning. Learners are made aware that these beliefs need to be considered when bringing out new products and often embed this practice when they are planning their own enterprise product idea. This leads onto the Learners having the chance to work in teams, be creative, use their problem-solving skills and adapt products to meet the wants and needs of customers with different beliefs. Learners explore equal opportunities legislation and how it has changed over time. This provides the opportunity for them to form their own opinions and broaden their morals.					
Links to careers and the world of work	<p>Business offers students the opportunity to study different types of businesses in different industries. It looks at why they exist, how they are set up and how they are run.</p> <p>Everyone works in an organisation which is a business of some sort – so studying business is useful as you develop skills that are found in most jobs. Business will give you the skills of coming up with business ideas, using maths skills to analyse data, making decisions and developing your communication skills through presentations and reports - all highly transferable skills.</p> <p>Business can lead into a wide range of careers such as marketing, HR, finance and law.</p> <p>Studied alongside maths it can open doors into careers related to finance or running your own business.</p>					

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	Autumn Term 1	Autumn Term 2	Spring Term 1	Spring Term 2	Summer Term 1	Summer Term 2
Topic	Business Growth (2.1)	Marketing decisions (2.2)	Making operational decisions (2.3)	Making financial decisions (2.4)	Making human resource decisions (2.5)	Theme 1 and theme 2
Core Knowledge/ Threshold Concept	Business growth, aims and objectives, globalisation, ethics and environmental considerations.	Design mix, product life cycle, pricing strategies, promotion strategies, distribution, marketing mix, competitive advantage.	Business operations, suppliers, quality, sales process.	Calculations, business performance.	Organisational structure, recruitment training, motivation.	Revision for paper 1 and paper 2 knowledge. Review of exam technique.
Why this learning now?	Theme 2 of the course is taught after theme 1 as the skills required of students are the same and the assessment objectives are the same.	Theme 2, students are also able to use knowledge gained from theme 1 section to understand the content of this exam section better.	Students will develop their knowledge of operational decisions from theme 1 and learn about production and quality in more detail.	Students will develop their knowledge of financial decisions from theme 1 and learn about finance in more detail.	Students will develop their knowledge of HR from theme 1 and learn about recruitment, selection, training and motivation in more detail.	

Assessment Opportunities:	<p>End of unit section mock examinations to identify gaps followed by self- and peer assessment</p> <p>Summative Assessments:</p> <p>Paper 2 Topic 1: Growing the business.</p> <p>MOCK – paper 1</p>	<p>End of unit section mock examinations to identify gaps followed by self- and peer assessment</p> <p>Summative Assessments:</p> <p>Paper 2 Topic 2: Making marketing decisions.</p>	<p>End of unit section mock examinations to identify gaps followed by self- and peer assessment</p> <p>Summative Assessments:</p> <p>Paper 2 Topic 3: Making operational decisions.</p> <p>MOCK – paper 1 and 2</p>	<p>End of unit section mock examinations to identify gaps followed by self- and peer assessment</p> <p>Summative Assessments:</p> <p>Paper 2 Topic 4: Making financial decisions.</p>	<p>End of unit section mock examinations to identify gaps followed by self- and peer assessment</p> <p>Summative Assessments:</p> <p>Paper 2 Topic 5: Making human resource decisions.</p>	
Learning at Home	<p>Use of SENECA for independent learning lessons and home learning to practice what is learned in face to face lessons.</p>	<p>Flipped business videos + worksheets, Extended writing to consolidate key skills and crucial knowledge, Flashcards, Summary sheets, Fill-in-the-blanks.</p>	<p>Use of SENECA for independent learning lessons and home learning to practice what is learned in face to face lessons.</p>	<p>Flipped business videos + worksheets, Extended writing to consolidate key skills and crucial knowledge, Flashcards, Summary sheets, Fill-in-the-blanks.</p>	<p>Use of SENECA for independent learning lessons and home learning to practice what is learned in face to face lessons.</p>	<p>Flipped business videos + worksheets, Extended writing to consolidate key skills and crucial knowledge, Flashcards, Summary sheets, Fill-in-the-blanks.</p>
Key Vocabulary	<p>Business growth (organic and inorganic) and ownership (PLC) and sources of finance (both internal and external sources), Globalisation and international trade on a business – tariffs, trade blocs, MNC's, e-commerce, ethics and environmental</p>	<p>Marketing mix (design mix, pricing strategies, promotional mix and distribution).</p>	<p>Business calculations – calculation of gross and net profit, gross profit margin and net profit margin and average rate of return. Quantitative business data (financial, marketing and market).</p>	<p>job, batch and flow production, stock control, JIT, procurement, quality, customer service.</p>	<p>organisational structures, communication, recruitment and selection, training, motivation.</p>	

	considerations – trade off with profit, pressure groups.					
Spiritual, Moral, Social and Cultural concepts covered	Learners will be aware of different cultures and are able to work in group situations to discuss the effects of culture on business today. Learners to learn to discuss how different multinational organisations trade in different cultures and backgrounds. Learners look at the production of goods and the recruitment and retention of staff. They practice role play interviews, which enables them to form their own views and opinions, understand the consequences of their actions and apply this to real life business situations.					
Links to careers and the world of work	<p>Business offers students the opportunity to study different types of businesses in different industries. It looks at why they exist, how they are set up and how they are run.</p> <p>Everyone works in an organisation which is a business of some sort – so studying business is useful as you develop skills that are found in most jobs. Business will give you the skills of coming up with business ideas, using maths skills to analyse data, making decisions and developing your communication skills through presentations and reports - all highly transferable skills.</p> <p>Business can lead into a wide range of careers such as marketing, HR, finance and law.</p> <p>Studied alongside maths it can open doors into careers related to finance or running your own business.</p>					