



	Year 10		Year 11	
Term	Units	Assessments	Units	Assessments
Autumn	<b>Business Activity</b> <ul style="list-style-type: none"> <li><i>The role of enterprise</i></li> <li><i>Business planning</i></li> <li><i>Business ownership</i></li> <li><i>Business stakeholders</i></li> </ul>	The following types of assessment are planned: <ul style="list-style-type: none"> <li>Multiple choice questions</li> <li>Exam style questions</li> <li>Case study questions and extended writing practice</li> <li>Group tasks</li> <li>Mini projects</li> <li>Presentations</li> <li>Evaluation of the local area and interacting with local business people to look at different types of business and recording findings</li> <li>Calculations to show how finance impacts Business Activity, Marketing and People</li> <li>Short answer tests</li> <li>End of unit assessments for Business Activity, Marketing and People.</li> </ul>	<b>Operations, Finance and Influences on Business</b>	The following types of assessment are planned: <ul style="list-style-type: none"> <li>Multiple choice questions</li> <li>Exam style questions</li> <li>Case study questions and extended writing practice</li> <li>Group tasks</li> <li>Mini projects</li> <li>Presentations</li> <li>Regular calculation practice</li> <li>Short answer tests</li> <li>End of unit assessments for Operations, Finance and end of Business 2.</li> </ul> Year 11 mock examinations
	<i>Growth (mergers and takeovers)</i>  <i>Factors affecting business location</i>		<b>Operations</b> <ul style="list-style-type: none"> <li><i>Different methods of production job, batch and flow)</i></li> <li><i>Quality of goods and services</i></li> <li><i>Selling and Customers Service</i></li> </ul>	



**GCSE (9-1) in Business (J204) consists of two units which are externally examined:**

**Business 1 - Business Activity, Marketing and People**      Written paper 1 hour 30 mins – 80 marks, 50% of the qualification.

**Business 2 - Operations, Finance and Influences on**      Written paper 1 hour 30 mins – 80 marks, 50% of the qualification.

	Year 10		Year 11	
Term	Units	Assessments	Units	Assessments
Spring	<b>Business Activity (continued)</b> Recap and Revision  <b>Marketing</b> <i>The role of marketing Market research and market segmentation</i>		<b>Finance</b> <ul style="list-style-type: none"> <li>• Sources of finance</li> <li>• Business accounts – cost, revenue, profit, loss.</li> <li>• Break-even</li> <li>• ARR</li> </ul>	End of Year 11 examination  The key focus for Year 11 will be exam skills and examination questions.
	<b>Marketing</b> <i>Marketing mix (Price, Product, Place, Promotion)</i>		Cash flow forecasts	
Summer	<b>People</b> <ul style="list-style-type: none"> <li>• Role of HR</li> <li>• Organisational structures</li> <li>• Communication</li> <li>• Recruitment</li> <li>• Motivation and retention</li> <li>• Training</li> <li>• Employment Law</li> </ul>	Year 10 mock examination paper.	<b>Influences on Business</b> <ul style="list-style-type: none"> <li>• Business Ethics and Environmental Concern</li> <li>• The Economy</li> <li>• Globalisation</li> </ul>	
			<b>Revision 1</b>	<b>External Examination Business 1—</b> Business Activity, Marketing and People (50%)
			<b>Revision 2</b>	<b>External Examination Business 2—</b> Operations, Finance and Influences on Business (50%)