

Yr10 (KS4)	Topic Area	Knowledge/Skills that are taught	Knowledge/Skills revisited	What does good look like?	Resources/support at home
Autumn 1	1.1 The role of business enterprise and entrepreneurship	<p>As a new subject, the attention especially will be on new key business terms. Also, writing skills are important and will need extra guidance, given the possibility of a decline, due to Covid led schools shutdown.</p> <p><i>Knowledge:</i> Meaning of entrepreneur, risk, reward Why businesses exist Role of entrepreneur in business activity Why certain people are more suited to being a successful entrepreneur Characteristics of risk and reward and their merits in deciding whether or not to start a business</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion)</p>	<p>New course – important to learn new terms</p> <p>Ensure business spelling is correct!</p> <p>Reading business section of a paper will help develop application, analytical and evaluation skills Topic 1.1 underpins the course.</p> <p>Develop application skills – must link answers to case study questions, by referring to the business and its role / sector – ‘write in context’</p> <p>Essay writing - analysing and evaluating</p>	<p>Students are able to: Recall key terms / information Apply info in context of the case study To analyse and evaluate significance</p>	<p><i>What to read:</i> OCR GCSE e-textbook (Schofield and Williams) Glossary given to each student. Also, worth reading business page(s) from Evening Standard, daily newspapers and BBC business website</p> <p>https://www.bbc.co.uk/news/business</p> <p><i>What to watch:</i> Business clips from BBC business and Reuters sites</p> <p>https://uk.reuters.com/</p> <p>https://www.bbc.co.uk/news/business</p>
	1.2 Business planning	<p><i>Knowledge:</i> Meaning of a business plan The purpose of planning business activity</p>	<p>Links with 1.1, 1.3, 1.4, 1.5, 1.6, 2.2, 2.4, 3.4 and Y11 topics 5.2, 5.3, 5.4 and 5.5 and 7</p>		<p>https://www.bbc.co.uk/news/business</p>

	<p>5.3 (intro) Revenues, costs, profit and loss</p> <p>1.3 Business ownership</p>	<p>Components of a business plan</p> <p>Advantages and disadvantages of producing a business plan The role, importance and usefulness of a business plan</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion)</p> <p><i>Knowledge:</i> Meaning of revenues, costs, profit and loss The concept of revenue, costs and profit and loss in business and their importance in business decision-making The different costs in operating a business Calculation of costs and revenue Calculation of profit/loss</p> <p><i>Skills:</i> Applying, explaining and numeracy</p> <p><i>Knowledge:</i> Meaning of sole trader, partnership, private limited company, public limited company, limited and unlimited liability The features of different types of business ownership (sole trader, partnership, private limited company,</p>	<p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating</p> <p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Develop Maths skills using formulae (which must be learnt for the exam)</p> <p>Topic reviewed in Y11 as part of the Finance Section 5 of the course</p> <p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be</p>	<p>Recall key terms / information Apply info in context of the case study To analyse and evaluate significance</p>	<p>Great example of a 16 year old entrepreneur: http://www.bbc.co.uk/newsbeat/article/37255033/a-16-year-old-british-girl-earns-48000-helping-chinese-people-name-their-babies</p> <p>Do entrepreneurs set up in business for a better work/life balance? http://startups.co.uk/improving-work-life-balance-why-60-of-uk-women-dream-of-starting-a-business/</p> <p><i>What to visit:</i> Businesses are all around you locally and in central London. Try to apply business theory to understand how businesses are performing. Consider the 4 functional areas of a business: marketing, HR, production and finance., the next time</p>
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	<p>1.4 Business aims and objectives</p>	<p>public limited company) Advantages and disadvantages of different forms of business ownership The concept of limited liability The suitability of differing types of ownership in different business contexts</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion)</p> <p><i>Knowledge:</i> Meaning of business aims and objectives The aims and objectives of business How and why objectives might change as businesses evolve Why different businesses may have different objectives</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion)</p> <p><i>Knowledge:</i> Meaning of business aims and objectives The aims and objectives of business How and why objectives might change as businesses evolve Why different businesses may have different objectives</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified</p>	<p>developed, as well as application skills</p> <p>Topics links up with 1.1, 1.2 and the Finance Section 5</p> <p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p> <p>Topic links up with 1.1, 1.2, 1.3, 1.5, 1.6 and 2.2</p>	<p>Recall key terms / information Apply info in context of the case study To analyse and evaluate significance</p>	<p>you go shopping or on holiday!</p> <p>Use of OCR GCSE Business papers. OCR Business Quizlet and Seneca. This can be done for both pre learning and to check knowledge after lesson/topic revised.</p> <p>OCR GCSE Business 9-1 Revision notes</p>
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		opinion)	Revisit topics 1.1, 5.3 Revisit 1.2		
Autumn 2	1.5 Stakeholders in business	<p><i>Knowledge:</i> Meaning of stakeholders The roles and objectives of internal and external stakeholder groups The effect business activity has on stakeholders The effect stakeholders have on business (and businesses have on stakeholders)</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion)</p>	<p>Revisit 1.3, 1.4</p> <p>Topic links up with 1.1, 1.2, 1.3, 1.4</p> <p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p>	<p>Students are able to: Recall key terms / information Apply info in context of the case study To analyse and evaluate significance</p>	
	1.6 Business growth	<p><i>Knowledge:</i> Methods by which businesses grow (internal / organic and external) How different businesses might grow in different ways</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion)</p>	<p>Topic links with 1.4, 2.1, and Y11 topics 5.5 and 7</p> <p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p>		
	2.1 The role of marketing	<p><i>Knowledge:</i> Meaning of marketing The purpose of marketing in business activity (identifying and understanding customers, informing customers and</p>	<p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p>		

	2.2 Market research	<p>increasing sales)</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion)</p> <p><i>Knowledge:</i> Meaning of (primary and secondary) market research The purpose of market research Primary research methods Secondary research sources How appropriate different methods and sources of market research are for different business purposes The use and interpretation of qualitative and quantitative data in market research</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion), numeracy</p>	<p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p> <p>Links up with 1.2</p> <p>Revisit 1.1, 1.4, 1.5, 1.6</p> <p>Revisit 2.1, 2.2</p>	<p>Students are able to:</p> <p>Recall key terms / information Apply information in context of the case study To analyse and evaluate significance</p>	
Spring 1	2.3 Market segmentation	<p><i>Knowledge:</i> Meaning of market segmentation</p> <p>The use of segmentation to target customers How and why different methods of segmentation are used in different business situations</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion)</p>	<p>Links with Topic 2.1, 2.2</p> <p>Revisit 1.3, 1.6, 2.1, 2.2</p> <p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be developed, as well as</p>	<p>Students are able to:</p> <p>Recall key terms / information Apply information in context of the case study To analyse and evaluate significance</p>	

	<p>2.4 The marketing mix</p>	<p><i>Knowledge:</i> Meaning of marketing mix The four Ps of the marketing mix and their importance</p> <p>The product - stages of the product life cycle Pricing methods Promotion - point of sale Promotion – advertising Place - distribution of products and services</p> <p>How the four Ps of the marketing mix work together</p> <p>The use of the marketing mix to inform and implement business decisions Interpretation of market data</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion)</p>	<p>application skills</p> <p>Links with 1.2, 2.1 and Y11 topics Section 5 and 7 (synoptic topic)</p> <p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p>	<p>Apply information in context of the case study To analyse and evaluate significance</p>	
<p>Spring 2</p>	<p>3.1 The role of human resources (HR)</p>	<p><i>Knowledge:</i> Meaning of human resources (HR) The purpose of HR within business Benefits and costs of completing an analysis of their HR needs</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion)</p>	<p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p>	<p>Students are able to: Recall key terms / information Apply information in context of the case study To analyse and evaluate significance</p>	

	<p>3.2 Organisational structures and different ways of working</p>	<p><i>Knowledge:</i> Meaning of organisational structure and chart, chain of command, span of control, delegation, subordinates, zero hour contracts, flexible working Different organisational structures The terminology of organisation charts</p> <p>Why businesses have different organisational structures Ways of working</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion)</p>			
	<p>3.3 Communication in business</p>	<p><i>Knowledge:</i> Meaning of (digital) communication Ways of communicating in a business context – verbal, written, email, texts, social media and website The importance of business communications The influence of digital communication on business activity (marketing, HR, operations and finance)</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion)</p>	<p>Revisit 2.3 and 2.4</p> <p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p>		

Summer 1	<p>3.4 Recruitment and selection</p> <p>3.5 Motivation and retention</p> <p>3.6 Training and development</p>	<p><i>Knowledge:</i> Meaning of (internal and external) recruitment Why businesses recruit Different stages in the process of recruitment and selection The use of different recruitment methods to meet different business needs Methods of selection</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion)</p> <p><i>Knowledge:</i> Meaning of motivation and retention Financial methods of motivation (and perform calculations Non-financial methods of motivation The importance of employee motivation The importance of employee retention</p> <p><i>Skills:</i> Applying, explaining, analysing, evaluating (giving a fully justified opinion) and numeracy</p> <p><i>Knowledge:</i> Meaning of training and development</p>	<p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p> <p>Links with Y10 topic 1.2</p> <p>Revisit Topics 3.1 and 3.2</p> <p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p>	<p>Students are able to: Recall key terms / information Apply information in context of the case study To analyse and evaluate significance</p> <p>Students are able to: Recall key terms / information Apply information in context of the case study To analyse and evaluate significance</p>	

		<p>Different training methods – on-the-job, off-the-job and induction training Why businesses train their workers and the use of different training methods</p> <p>Staff development – apprenticeships and professional development, including vocational and academic development</p> <p>The benefits to employees and businesses of staff development</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion)</p>			
Summer 2	3.7 Employment law	<p><i>Knowledge:</i> Meaning of employment law Main laws that exist to protect workers in the UK Benefits and costs of employment laws for workers and businesses The impact of current legislation on recruitment and employment</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion)</p> <p><i>Knowledge:</i> Meaning of job, batch and</p>	<p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p>	<p>Students are able to: Recall key terms / information Apply information in context of the case study To analyse and evaluate significance</p>	

	4.1 Production processes	<p>flow production processes and when they are appropriate for businesses Benefits and costs of the different production</p> <p>How the use of technology within production processes has developed Benefits and costs of the use of technology in production processes and their impact on businesses</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion).</p>	<p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p> <p>Links with Y10 topic 1.2, 1.3</p>		
Yr11 (KS4)	Topic Area	Knowledge/Skills that are taught	Knowledge/Skills revisited	What does good look like?	Resources/support at home
Autumn 1	4.1 Production processes	<p>Review of communications topics. General overview of the Paper 1 syllabus, using stretched exams / MCQs (Topics 1.1 to 1.6, 2.1 to 2.4 and 3.1 to 3.7) for 6 lessons</p> <p><i>Knowledge:</i> Meaning of job, batch and flow production processes and when they are appropriate for businesses Benefits and costs of the different production How the use of technology within production processes has developed Benefits and costs of the use of technology in production processes and their impact on businesses</p>	<p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p> <p>Topic links up with Y10 topics 1.2 and 2.1 and Y11 Finance</p>	<p>Students are able to: Recall key terms / information Apply information in context of the case study To analyse and evaluate significance</p>	<p><i>What to read:</i> OCR GCSE textbook (Schofield and Williams) Glossary given to each student. Also, worth reading business page(s) from Evening Standard, daily newspapers and BBC business website</p> <p>https://www.bbc.co.uk/news/business</p>

	<p>4.2 Quality of goods and services</p>	<p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion).</p> <p><i>Knowledge:</i> Meaning of quality Different methods of ensuring quality – quality control and quality assurance Methods of ensuring quality Importance of quality in both the production of goods and the provision of services</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion).</p>	<p>topics and Section 7 (synoptic)</p> <p>Links with Topics 4.1, 4.3 and 4.4, 5.3</p> <p>Review Paper 1 topics</p>		<p><i>What to watch:</i> Business clips from BBC business and Reuters sites</p> <p>https://uk.reuters.com/</p> <p>https://www.bbc.co.uk/news/business</p> <p><i>What to visit:</i> Businesses are all around you locally and in central London. Try to apply business theory to understand how businesses are performing. Consider the 4 functional areas of a business: marketing, HR, production and finance., the next time you go shopping or on holiday!</p> <p>Revision guide to be purchased for September 2020</p>
	<p>4.3 the sales process and customer service</p>	<p><i>Knowledge:</i> Different methods of selling that a business might use Influence of e-commerce on business activity Importance of customer service (including after -sales service) in business activity The contribution of product knowledge and customer engagement to customer service in business activity</p>	<p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p>	<p>Students are able to: Recall key terms / information Apply information in context of the case study To analyse and evaluate significance</p>	
	<p>4.4 Consumer law</p>	<p><i>Knowledge:</i> Ways in which customers are protected by law Ways that consumer law affects</p>	<p>Links with Topic 4.2</p>		

	4.5 Business location	<p>business activity</p> <p><i>Skills:</i> Identifying, applying, explaining, analysing and evaluating (giving a fully justified opinion)</p> <p><i>Knowledge:</i> Factors that influence where businesses decide to locate Importance of different factors that influence location decisions</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion)</p>	Link with Y10 topic 4.2 and Y11 Section 7		Use of OCR GCSE Business quizlet and Seneca. This can be done for both pre learning and to check knowledge after lesson/topic revised.
Autumn 2	4.6 Working with suppliers	<p><i>Knowledge:</i> Role of procurement in a business context Impact of logistical and supply decisions on businesses</p> <p><i>Skills:</i> Identifying, applying, explaining, analysing and evaluating (giving a fully justified opinion)</p>	<p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p>	<p>Students are able to:</p> <p>Recall key terms / information Apply information in context of the case study To analyse and evaluate significance</p>	
	Finance 5.1 The role of the finance function	<p><i>Knowledge:</i> Role of the finance function in businesses How the finance function can influence business activity</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified</p>			

	<p>5.2 Sources of finance</p> <p>5.3 Revenues, costs, profit and loss</p>	<p>opinion)</p> <p><i>Knowledge:</i> Reasons businesses need finance Ways of raising finance, and the costs and uses of these How and why different sources of finance are suitable for new and for established businesses</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion)</p> <p><i>Knowledge:</i> Meaning of revenue, costs, profit, and loss Examples of different costs Importance of revenue, cost, profit, and loss in business decision-making</p>	<p>Links with Y10 topics 1.2, 1.3 and Y11 topic 4.1</p> <p>Review topics 4.1, 4.2, 4.3, 4.4, 4.5, 4.6 (Section 4)</p> <p>Mock: Paper 1 (Sections 1 to 3)</p> <p>Revisit Maths skills / formulae (which must be learnt)</p>		
Spring 1	5.4 Break-even	<p>Interpretation of gross/net profit margins and average rate of return</p> <p><i>Skills:</i> Identifying, applying, analysing, evaluating and maths calculations (including formulae, such as profitability ratios and average rate of return) and data / graphs / chart Interpretation. Percentages, percentage changes and averages are other quantitative skills that must be learnt</p>	<p>Links with 5.2</p> <p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p>	<p>Students are able to:</p> <p>Recall key terms / information</p> <p>Apply information in context of the case study</p> <p>To analyse and evaluate significance</p>	

	<p>5.5 Cash and cash flow</p>	<p><i>Knowledge:</i> Break-even and its uses. Usefulness of break-even analysis in decision-making</p> <p><i>Skills:</i> Applying, explaining, analysing, evaluating and maths calculations (break-even formula). Interpret information given in graphs and charts including break-even graphs as part of quantitative skills</p> <p><i>Knowledge:</i> Importance of cash to a business Difference between cash and profit Components of a cash flow forecast Usefulness of cash flow forecast to a business</p> <p><i>Skills:</i> Applying, explaining, analysing, evaluating and maths calculations (including cash flow forecasts) and data interpretation. Interpret</p>	<p>Links with 1.2, 4.1, 5.3</p> <p>Review Topics 5.1, 5.2 and 5.3</p> <p>Review Paper 1 topics</p> <p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p>	<p>Students are able to: Recall key terms / information Apply information in context of the case study To analyse and evaluate significance</p>	
	<p>Influences on business</p> <p>6.1 Ethical and environmental considerations</p>	<p><i>Knowledge:</i> Meaning of ethical considerations Impact of ethical considerations on businesses</p>	<p>Links with 1.1, 1.2, 1.5, 4.1, 4.4</p> <p>Review Topics 5.4 and 5.5</p>		

Spring 2		<p>Meaning of environmental considerations Impact of environmental considerations</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion)</p>	<p>Revisit Topics 5.4, 5.5 and 6.1</p>	<p>Students are able to: Recall key terms / information Apply information in context of the case study To analyse and evaluate significance</p>	
	6.2 The economic climate	<p><i>Knowledge:</i> Meaning of economic climate Impact of changes in the economic climate (income and employment levels) on businesses How businesses may respond to changes in the economic climate and possible strategies (affecting Production, HR, Finance and Marketing)</p> <p><i>Skills:</i> Applying, explaining, analysing and evaluating (giving a fully justified opinion)</p>	<p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p> <p>Links with 1.2, 2.1, 3.1, 4.1 and Section 7</p>	<p>Students are able to: Recall key terms / information Apply information in context of the case study To analyse and evaluate significance</p>	
	6.3 Globalisation	<p><i>Knowledge:</i> Meaning of globalisation Impact of growth of multinationals (MNCs) How globalisation has influenced business location Meaning of international branding</p>	<p>Link with 1.5, 4.5, 6.2</p> <p>Students will demonstrate knowledge and understanding of the core concepts</p>		

		<p>and the branding strategies that can be used</p> <p>Ways in which businesses compete internationally</p> <p>Different strategies that businesses use to compete internationally</p> <p><i>Skills:</i> Applying, explaining, analysing evaluating (giving a fully justified opinion) and synopticity</p>	<p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p>		
Summer 1	<p>The interdependent nature of business</p> <p>7</p> <p>GCSE Exam Preparation / revision</p>	<p><i>Knowledge:</i> Links between production, finance, marketing and human resources within a business context</p> <p>Impact on risk and reward on business activity</p> <p>Use of financial in measuring and understanding business performance and decision-making</p> <p><i>Skills:</i> Applying, explaining, analysing, evaluating and synopticity (make connections between different parts of the course and apply to business decision-making within a business context)</p>	<p>Continue to develop synoptic skills</p> <p>Students will demonstrate knowledge and understanding of the core concepts</p> <p>Essay writing - analysing and evaluating skills to be developed, as well as application skills</p> <p>Review Topics 6.1, 6.2 and Paper 1 topics</p>	<p>Students are able to:</p> <p>Recall key terms / information</p> <p>Apply information in context of the case study</p> <p>To analyse and evaluate significance</p>	
Summer 2					