

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

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	The purpose of planning business	Y11 topics 5.2, 5.3, 5.4 and 5.5		
	activity	and 7		Great example of a 16
	Components of a business plan			year old entrepreneur:
		Students will demonstrate		http://www.bbc.co.uk
	Advantages and disadvantages of	knowledge and understanding		
	producing a business plan	of the core concepts		/newsbeat/article/372
	The role, importance and usefulness	Faces weighting and being and		<u>55033/a-16-year-old-b</u>
	of a business plan	Essay writing - analysing and evaluating		ritish-girl-earns-48000-
	Skills: Applying, explaining, analysing	evaluating		<u>helping-chinese-peopl</u>
	and evaluating (giving a fully justified			<u>e-name-their-babies</u>
	opinion)			Do entrepreneurs set
				up in business for a
5.3 (intro)	Knowledge: Meaning of revenues,			better work/life
Revenues, costs,	costs, profit and loss			balance?
profit and loss	The concept of revenue, costs and			http://startups.co.uk/i
i i	profit and loss in business and their	Students will demonstrate	Recall key terms / information	mproving-work-life-bal
	importance in business	knowledge and understanding	Apply info in context of the case	ance-why-60-of-uk-wo
	decision-making	of the core concepts	study	men-dream-of-starting
	The different costs in operating a		To analyse and evaluate	<u>-a-business/</u>
	business	Develop Maths skills using	significance	What to visit:
	Calculation of costs and revenue	formulae (which must be learnt		Businesses are all
	Calculation of profit/loss	for the exam)		around you locally and
				in central London. Try
	Skills: Applying, explaining and	Topic reviewed in Y11 as part of		to apply business
	numeracy	the Finance Section 5 of the		theory to understand
		course		how businesses are
1.3 Business	Knowledge: Meaning of sole trader,			performing. Consider
ownership	partnership, private limited company,			the 4 functional areas
Ownership	public limited company, limited and	Students will demonstrate		of a business:
	unlimited liability	knowledge and understanding		marketing, HR,
	The features of different types of	of the core concepts		production and
	business ownership (sole trader,			finance., the next time

1.4 Business aims and objectives	partnership, private limited company, 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 Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion) Knowledge: 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 Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion) Knowledge: Meaning of business aims and objectives The aims and objectives of business How and why objectives of business How and why objectives might change as businesses evolve Why different businesses may have different objectives	Essay writing - analysing and evaluating skills to be developed, as well as application skills Topics links up with topic areas 1.1, 1.2 and the Finance Section 5 Students will demonstrate knowledge and understanding of the core concepts Essay writing - analysing and evaluating skills to be developed, as well as application skills Topic links up with topic areas 1.1, 1.2, 1.3, 1.5, 1.6 and 2.2	Recall key terms / information Apply info in context of the case study To analyse and evaluate significance	you go shopping or on holiday! 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.
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		Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion)						
Autumn 2	1.5 Stakeholders in business	Knowledge: 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 Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion)	Revisit topic areas 1.3, 1.4 Topic links up with topic areas 1.1, 1.2, 1.3, 1.4 Students will demonstrate knowledge and understanding of the core concepts Essay writing - analysing and evaluating skills to be developed, as well as application skills	Students are able to: Recall key terms / information Apply info in context of the case study To analyse and evaluate significance				
	1.6 Business growth 2.1 The role of marketing	Knowledge: Methods by which businesses grow (internal / organic and external) How different businesses might grow in different ways Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion) Knowledge: Meaning of marketing	Topic links with Topic areas 1.4, 2.1, and Y11 topics 5.5 and 7 Students will demonstrate knowledge and understanding of the core concepts Essay writing - analysing and evaluating skills to be developed, as well as application skills					

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	2.2 Market research	The purpose of marketing in business activity (identifying and understanding customers, informing customers and increasing sales) Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion) Knowledge: 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 Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion), numeracy	Students will demonstrate knowledge and understanding of the core concepts Essay writing - analysing and evaluating skills to be developed, as well as application skills Links up with topic area 1.2 Revisit topic areas 1.1, 1.4, 1.5, 1.6	Students are able to: Recall key terms / information Apply information in context of the case study To analyse and evaluate significance	
Spring 1	2.3 Market		Revisit 2.1, 2.2 Links with topic areas 2.1, 2.2	Students are able to:	
Spring 1	segmentation	Knowledge: Meaning of market segmentation	LITIKS WITH TOPIC areas 2.1, 2.2	Recall key terms / information	



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2.4 The marketing mix	The use of segmentation to target customers How and why different methods of segmentation are used in different business situations Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion) Knowledge: Meaning of marketing mix The four Ps of the marketing mix and their importance The product - stages of the product life cycle Pricing methods Promotion - point of sale Promotion - advertising Place - distribution of products and services How the four Ps of the marketing mix work together The use of the marketing mix to inform and implement business decisions Interpretation of market data Skills: Applying, explaining, analysing and evaluating (giving a fully justified	Revisit topic areas 1.3, 1.6, 2.1, 2.2 Students will demonstrate knowledge and understanding of the core concepts Essay writing - analysing and evaluating skills to be developed, as well as application skills Links with topic areas 1.2, 2.1 and Y11 topics Section 5 and 7 (synoptic topic) Students will demonstrate knowledge and understanding of the core concepts Essay writing - analysing and evaluating skills to be developed, as well as application skills	Apply information in context of the case study To analyse and evaluate significance Apply information in context of the case study To analyse and evaluate significance	
	and evaluating (giving a fully justified opinion)			

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Spring 2	3.1 The role of human resources (HR)	Knowledge: Meaning of human resources (HR) The purpose of HR within business Benefits and costs of completing an analysis of their HR needs Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion)	Students will demonstrate knowledge and understanding of the core concepts Essay writing - analysing and evaluating skills to be developed, as well as application skills	Students are able to: Recall key terms / information Apply information in context of the case study To analyse and evaluate significance				
	3.2 Organisational structures and different ways of working	Knowledge: 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 Why businesses have different organisational structures Ways of working						
		Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion) Knowledge: Meaning of (digital) communication	Revisit topic areas 2.3 and 2.4					

fort	3.3 Communication in business	Business KS4 Curriculum Mag 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) Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion)	Students will demonstrate knowledge and understanding of the core concepts Essay writing - analysing and evaluating skills to be developed, as well as application skills		
Summer 1	3.4 Recruitment and selection	Knowledge: 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 Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion)	Students will demonstrate knowledge and understanding of the core concepts Essay writing - analysing and evaluating skills to be developed, as well as application skills Links with Y10 topic area 1.2 Revisit topic areas 3.1 and 3.2	Students are able to: Recall key terms / information Apply information in context of the case study To analyse and evaluate significance	
	3.5 Motivation and retention	Knowledge: Meaning of motivation and retention		Students are able to: Recall key terms / information	



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3.6 Training and development	Financial methods of motivation (and perform calculations) Non-financial methods of motivation The importance of employee motivation The importance of employee retention Skills: Applying, explaining, analysing, evaluating (giving a fully justified opinion) and numeracy Knowledge: Meaning of training and development Different training methods — on-the-job, off-the-job and induction training Why businesses train their workers and the use of different training methods Staff development — apprenticeships and professional development, including vocational and academic development The benefits to employees and businesses of staff development Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion)	Students will demonstrate knowledge and understanding of the core concepts Essay writing - analysing and evaluating skills to be developed, as well as application skills	Apply information in context of the case study To analyse and evaluate significance	



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Summer 2	3.7 Employment law	Knowledge: 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 Skills: Applying, explaining, analysing and evaluating (giving a fully justified	Students will demonstrate knowledge and understanding of the core concepts Essay writing - analysing and evaluating skills to be developed, as well as application skills	Students are able to: Recall key terms / information Apply information in context of the case study To analyse and evaluate significance	
	4.1 Production processes	opinion) Knowledge: 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 Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion).	Students will demonstrate knowledge and understanding of the core concepts Essay writing - analysing and evaluating skills to be developed, as well as application skills Links with Y10 Topic areas 1.2, 1.3		

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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	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 Knowledge: 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 Skills: Applying, explaining, analysing and evaluating (giving a fully justified	Students will demonstrate knowledge and understanding of the core concepts Essay writing - analysing and evaluating skills to be developed, as well as application skills Topic links up with Y10 topic areas1.2 and 2.1 and Y11 Finance topics and Section 7	Students are able to: Recall key terms / information Apply information in context of the case study To analyse and evaluate significance	What to read: 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 https://www.bbc.co.u k/news/business
	4.2 Quality of goods and services	opinion). Knowledge: Meaning of quality Different methods of ensuring quality – quality control and quality assurance Methods of ensuring quality	Links with topic areas 4.1, 4.3 and 4.4, 5.3 Review Paper 1 topics		Business clips from BBC business and Reuters sites https://uk.reuters.com/

fort	4.3 the sales	Business KS4 Curriculum Map Importance of quality in both the production of goods and the provision of services Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion).	2022-23		What to visit: Businesses are all around you locally and in central London. Try to apply business
	process and customer service 4.4 Consumer law	Knowledge: 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	Students will demonstrate knowledge and understanding of the core concepts Essay writing - analysing and evaluating skills to be developed, as well as application skills	Students are able to: Recall key terms / information Apply information in context of the case study To analyse and evaluate significance	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! Revision guide to be purchased for
	4.5 Business location	Knowledge: Ways in which customers are protected by law Ways that consumer law affects business activity Skills: Identifying, applying, explaining, analysing and evaluating (giving a fully justified opinion)	Links with topic area 4.2		September 2020 Use of OCR GCSE Business quizlet and Seneca. This can be done for both pre learning and to check knowledge after lesson/topic revised.

		Rusiness KS4 Curriculum Map Knowledge: Factors that influence where businesses decide to locate Importance of different factors that influence location decisions Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion)	Links with Y10 topic area 4.2 and Y11 Section 7		
Autumn 2	4.6 Working with suppliers	Knowledge: Role of procurement in a business context Impact of logistical and supply decisions on businesses Skills: Identifying, applying, explaining, analysing and evaluating (giving a fully justified opinion	Students will demonstrate knowledge and understanding of the core concepts Essay writing - analysing and evaluating skills to be developed, as well as application skills	Students are able to: Recall key terms / information Apply information in context of the case study To analyse and evaluate significance	
	Finance 5.1 The role of the finance function	Knowledge: Role of the finance function in businesses How the finance function can influence business activity Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion)			
	5.2 Sources of finance	Knowledge: Reasons businesses need finance Ways of raising finance, and the costs and uses of these	Links with Y10 topic areas 1.2, 1.3 and Y11 topic 4.1		

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		How and why different sources of finance are suitable for new and for established businesses	Review topic areas 4.1, 4,2, 4.3, 4.4, 4.5, 4.6 (Section 4)				
	5.3 Revenues,	Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion). Mathematical skills.	Mock: Paper 1 (Sections 1 to 3)				
	costs, profit and loss	Knowledge: Meaning of revenue, costs, profit, and loss Examples of different costs Importance of revenue, cost, profit, and loss in business decision-making	Revisit Maths skills / formulae (which must be learnt)				
Spring 1	5.4 Break-even	Interpretation of gross/net profit margins and average rate of return Skills: Identifying, applying, analysing, evaluating and maths calculations (including formulae, such as	Students will demonstrate knowledge and understanding of the core concepts	Students are able to: Recall key terms / information Apply information in context of the case study To analyse and evaluate significance			
		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	Essay writing - analysing and evaluating skills to be developed, as well as application skills				
	5.5 Cash and cash flow	Knowledge: Break-even and its uses. Usefulness of break-even analysis in decision-making	Links up with topic areas 1.2, 4.1and 5.3				
		Skills: Applying, explaining, analysing, evaluating and maths calculations					

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		(break-even formula). Interpret information given in graphs and charts including break-even graphs as part of quantitative skills			
		Knowledge: 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	Review topic areas 5.1, 5.2 and 5.3 Review Paper 1 topics ahead of Mock	Students are able to: Recall key terms / information Apply information in context of the case study To analyse and evaluate	
		Skills: Applying, explaining, analysing, evaluating and maths calculations (including cash flow forecasts) and data interpretation. Interpret	Students will demonstrate knowledge and understanding of the core concepts Essay writing - analysing and	significance	
	Influences on business 6.1 Ethical and	Knowledge: Meaning of ethical considerations	evaluating skills to be developed, as well as application skills		
	environmental considerations	Impact of ethical considerations on businesses	Links with topic areas 1.1, 1,2,1.5, 4.1, 4.4 Review topic areas 5.4 and 5.5		
Spring 2		Meaning of environmental considerations	Revisit topic areas 5.4, 5.5 and 6.1	Students are able to: Recall key terms / information	

forti	smere	Business KS4 Curriculum Map Impact of environmental considerations Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion)	2022-23	Apply information in context of the case study To analyse and evaluate significance	
	6.2 The economic climate	Knowledge: 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) Skills: Applying, explaining, analysing and evaluating (giving a fully justified opinion)	Students will demonstrate knowledge and understanding of the core concepts Essay writing - analysing and evaluating skills to be developed, as well as application skills Links with topic areas 1.2, 2.1, 3.1, 4.1 and Section 7	Students are able to: Recall key terms / information Apply information in context of the case study To analyse and evaluate significance	
	6.3 Globalisation	Knowledge: Meaning of globalisation Impact of growth of multinationals (MNCs) How globalisation has influenced business location Meaning of international branding and the branding strategies that can be used	Links with topic areas 1.5, 4.5, 6.2 Students will demonstrate knowledge and understanding of the core concepts Essay writing - analysing and evaluating skills to be		

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