



Computer Science, IT, Business and Digital Media Department

Long-term sequencing Year 11 GCSE Business Studies

CURRICULUM INTENT: High quality pedagogy to develop students' knowledge and understanding of the curriculum; ensuring that students understand the place of Business Studies in society and, its cultural effects, and its spiritual relevance to the Catholic ethos; to equip students with the skills to apply knowledge and understanding to contemporary business issues in local, national and global contexts; to allow students the opportunity to develop as enterprising individuals making balanced and structured arguments ("Think like an entrepreneur"); pupil ownership of their progress; providing high-quality support to close any attainment gaps.

HALF TERM 1:

STUDENTS MUST KNOW:

Theme 2: Building a business

Topic 2.1 Growing the business

- Methods of business growth and their impact
- The types of business ownership
- Sources of finance for growing and established businesses
- How and why business aims and objectives change
- The impact of globalisation on businesses
- Barriers to international trade
- How businesses compete internationally
- The impact of ethical and environmental considerations on businesses possible trade-offs between the environment, sustainability and profit

HOW THIS WILL BE ASSESSED:

Mini test – 2.1

HALF TERM 2:

STUDENTS MUST KNOW:

Topic 2.2 Making marketing decisions

- The design mix & product life cycle
- Looking at strategies in connection to price, promotion & place to improve business success
- Using the marketing mix to build competitive advantage and the relation between them

HOW THIS WILL BE ASSESSED:

Mini test – 2.2

Learning Review Week 1 Assessment

HALF TERM 3:

STUDENTS MUST KNOW:

Topic 2.3 Making operational decisions

- The purpose of business operations
- Production processes
- Impacts of technology on production
- Managing stock
- The role of procurement
- The concept of quality and its importance
- The sales process
- The importance to businesses of providing good customer service

HOW THIS WILL BE ASSESSED:

Mini test – 2.3

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| <p>HALF TERM 4: STUDENTS MUST KNOW: 2.4 Making financial decisions</p> <ul style="list-style-type: none">• The concept and calculation of gross profit and net profit• Calculation and interpretation of profit margins and rates of return• The use and interpretation of quantitative business data to• support, inform and justify business decisions• The use and limitations of financial information in understanding business performance and making business decisions <p>HOW THIS WILL BE ASSESSED: Mini test – 2.4 Mock paper - & walkthrough Learning Review Week 2 Assessment</p> | <p>HALF TERM 5: STUDENTS MUST KNOW: Topic 2.5 Making human resource decisions</p> <ul style="list-style-type: none">• Different organisational structures and when each are appropriate• The importance of effective communication• Different ways of working• Different job roles and responsibilities• How businesses recruit people• How businesses train and develop employees• Why businesses train and develop employees• The importance of motivation in the workplace• How businesses motivate employees <p>HOW THIS WILL BE ASSESSED: Mini test – 2.5 Mock paper - & walkthrough</p> | <p>HALF TERM 6: STUDENTS MUST KNOW:</p> <ul style="list-style-type: none">• Revise, recall, retrieval• Theme 1 Investigating small business 1.1-1.5• Theme 2 Building a business – 2.1-2.5• Assessing and addressing knowledge gaps <p>HOW THIS WILL BE ASSESSED: Practice 6, 9, 12-mark exam questions Revise, recall, retrieval – Knowledge gaps Final – EXAM – (paper 1 & paper 2)</p> |
| <p>Home learning will consist of a combination of: Independent Revision Activities- worksheets, KO, Key Vocabulary for Quick Starts, practice past papers, exam paper walkthroughs and website revision sites.</p> | | |