

BUSINESS STUDIES

TERM 1 content and skills:	TERM 2 content and skills:	TERM 3 content and skills:
<ul style="list-style-type: none"> ● Unit 1 - Business in the Real World ● Start Unit 2 – Influences on Business 	<ul style="list-style-type: none"> ● Complete Unit 2 – Influences on Business ● Unit 3 – Business Operations 	<ul style="list-style-type: none"> ● Unit 4 – Human Resources
Year 10		
<p>The purpose of business activity, the role of business enterprise and entrepreneurship, and the dynamic nature of business. To understand the difference between goods and services, coupled with needs and wants. To explore business legal structures, the benefits, and drawbacks of limiting liability and to understand the Factors of Production and three main business sectors, Primary, Secondary and Tertiary. Students will be aware of the impact business in the real world has on the four main functional areas of business: business operations, human resources, marketing and finance.</p>	<p>The reasons for the differing aims and objectives of both for and not-for-profit organisations. The importance of external influences on business for different stakeholders, for example competition, government policy and economic and environmental challenges. Students will also explore how businesses are forced to change in response to these influences. Students will also identify what influences the location of businesses to include proximity to the market, availability of raw materials, labour, competition, and costs. Focus in second half of term will be on Operations to include production, procurement, customer service and quality.</p>	<p>Students should understand the interdependent nature of business operations, human resources, marketing, and finance. Students should be able to give examples of how business objectives would be split into functional plans with clear links throughout. What business operations involve, their role within the production of goods and the provision of services, and how they influence business activity. Students will Understand the purpose of human resources, its role within business and how it influences business activity. Skills include interpretation of HR data using business case studies, with written analysis and evaluation.</p>
<p>Assessment: Assessment is ongoing during the lessons to check understanding and culminating in an end of unit test which consists of some multiple choice, 2 & 4 mark questions and some longer questions requiring analysis and Evaluation.</p>	<p>Assessment: Assessment is ongoing during the lessons to check understanding and culminating in an end of unit test which consists of some multiple choice, 2 & 4 mark questions and some longer questions requiring analysis and Evaluation.</p>	<p>Assessment: End of Year Mock Exam.</p>

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TERM 4 content and skills: <ul style="list-style-type: none"> Unit 5 - Marketing 	TERM 5 content and skills: <ul style="list-style-type: none"> Unit 6 - Finance 	TERM 6 content and skills: <ul style="list-style-type: none"> Revision & Practice tests Catch-up workshops 	
Year 11			
<p>Understanding the purpose of marketing, its role within business and how it influences business activity. Skills include interpretation of marketing data, including primary market research, secondary market research, analysing and evaluating a business's marketing strategy.</p>	<p>Understanding and explaining the purpose of the finance function, its role within business and how it influences business activity. Interpreting and analysing financial forecasts and statements such as break-even analysis, cash flow forecasts, income statements and statements of financial position.</p>	<p>Focus will be on exam practice and exam technique. All material including Year 10 topics will be revisited and examined again.</p>	
<p>Assessment: Assessment is ongoing during the lessons to check understanding and culminating in an end of unit test which consists of some multiple choice, 2 & 4 mark questions and some longer questions requiring analysis and Evaluation.</p>	<p>Assessment: Assessment is ongoing during the lessons to check understanding and culminating in an end of unit test which consists of some multiple choice, 2 & 4 mark questions and some longer questions requiring analysis and Evaluation.</p>	<p>Assessment: External AQA Exams: Paper 1: Influences of operations and HR on business activity - 90-minute exam Paper 2: Influences of marketing and finance on business activity - 90-minute exam</p>	