

# KS4 Long Term Plan 2021-2022

**Subject: Business**

**Exam Board: Edexcel**



## **Statement of Intent for Business**

The Business department aims to enlighten minds through investigating the business world and the economy on a local, national and global level. We want to ensure that students understand that whatever they do in the future they will all work for some sort of organisation and all be a part of a global economy. Understanding the world of business and economics is essential and building students transferable skills base in areas such as comprehension, numeracy, problem solving and collaboration is core to what we do.

We endeavour to make sure that students of business make progress at pace through work that is varied, active and that supports and challenges them whatever their ability. As a department we pride ourselves on knowing students and building relationships of trust and honesty. Through rigorous assessment for learning we ensure that every student knows what they have to do to progress in the subject. Our schemes of work are reviewed and revised regularly to ensure that Business lessons are relevant and up to date and incorporate latest business thinking and current news stories so that

## **Statement of Implementation for Business**

The curriculum in Business is planned and delivered by specialist teachers of Business at Key Stage 4 and 5. All teachers have experience in the Business world in a variety of roles. The Business Department has three specialist classrooms, two of which have ICT facilities to allow BTEC students to work on internally assessed coursework and GCSE and A'Level students to complete independent research tasks and develop skills in business application such as MS Excel and PowerPoint.

Key Stage 4 schemes of work follow the Edexcel specification for GCSE Business. Key Stage 4 groups are taught in option groups and have 3 x 50 minute lessons per week. The course is split into two themes. Theme 1 focuses on small businesses and the external environment in which they operate in. Therefore it studies economic factors, as well as understanding customer needs. Theme 2 takes a closer look at more internal factors that determine the growth and success of businesses. Therefore this will cover topics like the marketing mix, stock control and how to get the best out of the workforce.

<b>Term</b>	<b>Topics Covered</b> (Date completed by and number of lessons)	<b>Skills/AOs/interleaved content</b>	<b>Assessment</b> (date and nature of assessment)
Yr 10 Autumn (7.5 weeks)	<p><b>Topics</b></p> <p><b>Topic 1.1: Enterprise and Entrepreneurship</b></p> <p>1.1.1 The dynamic nature of business 1.1.2 Risk and reward 1.1.3 The role of business enterprise</p> <p><b>Topic 1.2: Spotting a Business Opportunity</b></p> <p>1.2.1 Customer needs 1.2.2 Market research- Methods and types</p>	<p>AO1, AO2, AO3</p> <p>Name, outline, describe, explain, evaluate, analyse</p> <p>Contextual answers</p> <p>Model answers prepared by teacher</p> <p>Weekly peer marking</p> <p>Weekly homework set on Showbie</p>	<p>End of Topic 1.1 Test (w/c 27th September)</p>
Yr 10 Autumn 2 (7 weeks)	<p><b>Topic 1.2: Spotting a Business Opportunity (continued)</b></p> <p>1.2.3 Market segmentation 1.2.4 The competitive environment</p> <p><b>Topic 1.3: Putting A Business Idea into Practice</b></p> <p>1.3.1 Business aims and objectives 1.3.2 Business revenues, costs and profits - Interest - Breakeven - Margin of Safety</p>	<p>AO1, AO2, AO3</p> <p>Name, outline, describe, explain, evaluate, analyse</p> <p>Contextual answers</p> <p>Numerical skills (division / multiplication / subtracting / adding / working out percentages)</p> <p>Model answers prepared by teacher</p> <p>Weekly peer marking</p> <p>Weekly homework set on Showbie</p>	<p>End of Topic 1.2 Test with 1.1 interleaving (w/c 15th October)</p>
Yr 10 Spring 1 (6 weeks)	<p><b>Topic 1.3: Putting A Business Idea into Practice (continued)</b></p>	<p>AO1, AO2, AO3</p> <p>Name, outline, describe, explain, evaluate, analyse</p> <p>Numerical skills (division / multiplication / subtracting / adding / working out percentages)</p>	<p>End of Topic 1.3 Test with interleaving (w/c 10th January)</p>

	<p>1.3.3 Cash and cash-flow 1.3.4 Sources of business finance</p> <p><b>Topic 1.4 Making the business effective</b></p> <p>1.4.1 The options for start-up and small businesses - Legal structures - Limited &amp; Unlimited Liability - Franchising 1.4.2 Business location</p>	<p>Understanding, interpreting and drawing graphs</p> <p>Model answers prepared by teacher</p> <p>Weekly peer marking</p> <p>Weekly homework set on Showbie</p>	
<p>Yr 10 Spring 2 (6 weeks)</p>	<p><b>Topic 1.4 Making the business effective (continued)</b></p> <p>1.4.3 The marketing mix 1.4.4 Business plans</p> <p><b>Topic 1.5 Understanding External Influences on a Business</b></p> <p>1.5.1 Business stakeholders 1.5.2 Technology and business 1.5.3 Legislation and business 1.5.4 The economy and business - Interest rates - Exchange rates - Unemployment - Consumer income - Government Taxation - Inflation 1.5.5 External influences</p>	<p>Name, outline, describe, explain, evaluate, analyse</p> <p>Contextual answers</p> <p>Model answers prepared by teacher</p> <p>Weekly peer marking</p> <p>Weekly homework set on Showbie</p>	<p>End of Topic 1.4 Test with interleaving (w/c 28<sup>th</sup> February)</p> <p>End of Topic 1.5 Test with interleaving – To be peer marked (w/c 28<sup>th</sup> March)</p>
<p>Yr 10 Summer 1</p>	<p>Revision lessons for Year 10 Exams</p>	<p>Exam prep – go over context, command words, developmental language</p>	<p>Year 10 Exams (90 minute paper)</p>

(6 weeks)	<p><b>Topic 2.1 Growing the Business</b> <b>Business Growth</b></p> <ul style="list-style-type: none"> <li>- Changes in aims and objectives</li> </ul>	<p>Introduce revision strategies</p> <p>Look at past papers</p>	covering whole of Theme 1)
Yr 10 Summer 2  (7 weeks)	<p><b>Topic 2.1 Growing the Business</b> <b>Business Growth (continued)</b></p> <ul style="list-style-type: none"> <li>- Business and Globalisation</li> <li>- Ethics, The Environment and Business</li> </ul> <p><b>Topic 2.2 Making Marketing Decisions</b></p> <ul style="list-style-type: none"> <li>- Product</li> <li>- Price</li> <li>- Promotion</li> <li>- Place</li> </ul>		End of Topic 2.1 Test with interleaving (w/c 27 <sup>th</sup> June)
Yr 11 Autumn 1  (7.5 weeks)	<p><b>Topic 2.5 Making Human Resource Decisions</b></p> <ul style="list-style-type: none"> <li>- Organisational Structure</li> <li>- Effective Recruitment</li> <li>- Effective Training and Recruitment</li> <li>- Employee Motivation</li> </ul> <p>Theme 1 &amp; 2 revision lessons</p>	<p>AO1, AO2, AO3</p> <p>Exam prep – go over context, command words, developmental language</p> <p>Theme 1 &amp; 2 revision</p>	<p>End of Topic 2.5 Test with interleaving - To be peer marked</p> <p>Year 11 Mock Exams (w/c 11/10) – 2 weeks</p>
Yr 11 Autumn 2  (7 weeks)	<p>Mock exam feedback</p> <p>Booster lessons based on QLA</p> <p><b>Revising previous topics</b></p> <p>1.1,1.2 Booster lessons x 2; 1 mini</p>	<p>AO1, AO2, AO3</p> <p>Name, outline, describe, explain, evaluate, analyse</p> <p>Contextual answers</p> <p>Model answers prepared by teacher</p> <p>Weekly peer marking</p> <p>Weekly homework set on Showbie</p>	<p>Assessing long written answers in class and on Showbie</p> <p>Peer assessment of mini tests</p>

	<p>test lesson (Mix of Qs - Peer assessment)</p> <p>1.3, 2.4 Booster lessons x 2; 1 mini test lesson (Mix of Qs - Peer assessment)</p> <p>1.4, 1.5 Booster lessons x 2; 1 mini test lesson (Mix of Qs - Peer assessment)</p>	<p>Independent revision using guide and workbooks, as well as the following resources:</p> <p><a href="https://www.bbc.co.uk/bitesize/subjects/zpsvr82">https://www.bbc.co.uk/bitesize/subjects/zpsvr82</a>  <a href="https://www.tutor2u.net/business/blog/gcse-igcse-business-studies-revision-notes-master-listing">https://www.tutor2u.net/business/blog/gcse-igcse-business-studies-revision-notes-master-listing</a>  <a href="https://revisionworld.com/gcse-revision/business-studies">https://revisionworld.com/gcse-revision/business-studies</a>  <a href="https://www.businessed.co.uk/index.php/home/theory/gcse/edexcel-gcse-9-1-theory-notes-public">https://www.businessed.co.uk/index.php/home/theory/gcse/edexcel-gcse-9-1-theory-notes-public</a>  <a href="https://www.tutor2u.net/live">https://www.tutor2u.net/live</a></p>	
<p>Yr 11 Spring 1  (6 weeks)</p>	<p><b>Revising previous topics</b></p> <p>2.1,2.2 Booster lessons x 2; 1 mini test lesson (Mix of Qs - Peer assessment)</p> <p>2.3,2.4 Booster lessons x 2; 1 mini test lesson (Mix of Qs - Peer assessment)</p> <p>Revision for PPE (Targeting weakest areas based on mini tests)</p>	<p>Revision key areas picked up in exam week</p> <p>Exam questions (homework and in class)</p> <p>Independent revision using guide and workbooks, as well as the following resources:</p> <p><a href="https://www.bbc.co.uk/bitesize/subjects/zpsvr82">https://www.bbc.co.uk/bitesize/subjects/zpsvr82</a>  <a href="https://www.tutor2u.net/business/blog/gcse-igcse-business-studies-revision-notes-master-listing">https://www.tutor2u.net/business/blog/gcse-igcse-business-studies-revision-notes-master-listing</a>  <a href="https://revisionworld.com/gcse-revision/business-studies">https://revisionworld.com/gcse-revision/business-studies</a>  <a href="https://www.businessed.co.uk/index.php/home/theory/gcse/edexcel-gcse-9-1-theory-notes-public">https://www.businessed.co.uk/index.php/home/theory/gcse/edexcel-gcse-9-1-theory-notes-public</a>  <a href="https://www.tutor2u.net/live">https://www.tutor2u.net/live</a></p>	<p>Year 11 PPE (w/c 31/01) – 2 weeks</p>
<p>Yr 11 Spring 2  (6 weeks)</p>	<p><b>Theme 1 Feedback/ Interleaving</b></p> <p><b>Theme 2 Feedback/ Interleaving</b></p> <p>Interleave lessons from PPE analysis</p> <p><b>Theme 1 Booster Lessons:</b></p> <p>1.1,1.2 Booster lessons x 2; 1 mini test lesson (Mix of Qs - Peer assessment)</p>	<p>Revision</p> <p>Exam papers (homework and in class)</p> <p>Independent revision using guide and workbooks, as well as the following resources:</p> <p><a href="https://www.bbc.co.uk/bitesize/subjects/zpsvr82">https://www.bbc.co.uk/bitesize/subjects/zpsvr82</a>  <a href="https://www.tutor2u.net/business/blog/gcse-igcse-business-studies-revision-notes-master-listing">https://www.tutor2u.net/business/blog/gcse-igcse-business-studies-revision-notes-master-listing</a>  <a href="https://revisionworld.com/gcse-revision/business-studies">https://revisionworld.com/gcse-revision/business-studies</a>  <a href="https://www.businessed.co.uk/index.php/home/theory/gcse/edexcel-gcse-9-1-theory-notes-public">https://www.businessed.co.uk/index.php/home/theory/gcse/edexcel-gcse-9-1-theory-notes-public</a>  <a href="https://www.tutor2u.net/live">https://www.tutor2u.net/live</a></p>	<p>In class mini tests</p>

	1.3, 1.4 Booster lessons x 2; 1 mini test lesson (Mix of Qs - Peer assessment)		
Yr 11 Summer 1  (6 weeks)	<p><b>Theme 2 Booster lessons</b></p> <p>2.1,2.2 Booster lessons x 2; 1 mini test lesson (Mix of Qs - Peer assessment)</p> <p>2.3,2.4 Booster lessons x 2; 1 mini test lesson (Mix of Qs - Peer assessment)</p> <p>Booster lessons based on QLA</p> <p>Exams start</p>	<p>Revision</p> <p>Exam papers (homework and in class)</p> <p>Independent revision using guide and workbooks, as well as the following resources:</p> <p><a href="https://www.bbc.co.uk/bitesize/subjects/zpsvr82">https://www.bbc.co.uk/bitesize/subjects/zpsvr82</a></p> <p><a href="https://www.tutor2u.net/business/blog/gcse-igcse-business-studies-revision-notes-master-listing">https://www.tutor2u.net/business/blog/gcse-igcse-business-studies-revision-notes-master-listing</a></p> <p><a href="https://revisionworld.com/gcse-revision/business-studies">https://revisionworld.com/gcse-revision/business-studies</a></p> <p><a href="https://www.businessed.co.uk/index.php/home/theory/gcse/edexcel-gcse-9-1-theory-notes-public">https://www.businessed.co.uk/index.php/home/theory/gcse/edexcel-gcse-9-1-theory-notes-public</a></p> <p><a href="https://www.tutor2u.net/live">https://www.tutor2u.net/live</a></p>	<p>In class mini tests</p> <p>GCSE Exams start</p>