

# KS4 Long Term Plan 2020-2021

**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 lessons are brought to life in real time.

## **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.

Key Stage 5 schemes of work follow the Edexcel specification for A'Level Business. Key Stage 5 groups are taught in option groups and have 6 x 50 minute lessons in Year 12 and 7 x 50 minutes lessons in Year 13.

BTEC groups at Key Stage 5 are taught in option groups and we deliver the BTEC Extended Certificate in Business. We deliver the three mandatory units (Unit 1: Exploring Business, Unit 2: Developing a Marketing Campaign and Unit 3: Personal and Business Finance) and one optional unit which is Unit 14: Investigating Customer Service. Units 1 and 2 are delivered in Year 12 so as to give students the option to finish with a Certificate at the end of Year 12 should they wish to. In Year 13 we deliver Unit 3 and 14.

Term	Topics Covered (Date completed by and number of lessons)	Skills/AOs/interleaved content	Assessment (date and nature of assessment)
Yr 10 Autumn 1  (7.5 weeks) <b>Lockdown content. 3 topics every 2 weeks/ 2 lessons per topic. This is to ensure Theme 1 is complete before the Year 10 exams after half-term</b>	<b>Topic 1.4: Making a Business Effective</b> - Options for Start Up and Small Businesses (Week 2 w/c 07/09) - Business Location (Week 2 w/c 07/09) - Marketing Mix (Week 3 w/c 14/09) - Business Plans (Week 4 w/c 21/09)  <b>Topic 1.5: Understanding The Business Context</b> -Business Stakeholders (Week 4 w/c 21/09) -Technology & Business (Week5 w/c 28/09) - Legislation & Business (Week 5 w/c 28/09) - The Economy and Business (Week 6 w/c 05/10) - External Influences Environment and Business (Week 7 w/c 12/10) - Revision (Week 8 w/c 19/10)	AO1, AO2, AO3  Name, outline, describe, explain, evaluate, analyse  Contextual answers  Model answers prepared by teacher  Weekly peer marking  Weekly homework set on Showbie	1.4 Topic Test (w/c 21/09)
Yr 10 Autumn 2  (7 weeks)	<b>Topic 2.1: Growing A Business (cont.)</b> - Business Growth - Changes in Objectives - Business and Globalisation - Ethics, Environment and Business  <b>Topic 2.2: Making Marketing Decisions</b> -Price -Product	AO1, AO2, AO3  Name, outline, describe, explain, evaluate, analyse Contextual answers  Model answers prepared by teacher  Weekly peer marking  Weekly homework set on Showbie	Year 10 Exams (w/c 02/11)  2.1 Topic Test (w/c 07/12)

Yr 10 Spring 1  (6 weeks)	<p><b>Topic 2.2: Making Marketing Decisions (cont.)</b></p> <ul style="list-style-type: none"> <li>-Place</li> <li>-Promotion</li> <li>-Marketing Mix</li> </ul> <p><b>Unit 2.3: Making Operational Decisions</b></p> <ul style="list-style-type: none"> <li>-Business, Operations and Production Processes</li> <li>-Impacts of Technology on Production</li> <li>-Stock Management</li> </ul>	<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>Understanding, interpreting and drawing graphs</p>	2.2 Topic Test (w/c 25/01)
Yr 10 Spring 2  (5 weeks)	<p><b>Topic 2.3: Making Operational Decisions (cont.)</b></p> <ul style="list-style-type: none"> <li>-Procurement</li> <li>-Managing Quality</li> <li>-Sales Process</li> </ul> <p><b>Unit 2.4: Making Financial Decisions</b></p> <ul style="list-style-type: none"> <li>-Gross/Net Profit</li> <li>-Average Rate of Return</li> </ul>	<p>Understanding, interpreting and drawing graphs</p> <p>Numerical skills (division / multiplication / subtracting / adding / working out percentages)</p>	2.3 Topic Test
Yr 10 Summer 1  (6 weeks)	<p><b>Unit 2.4: Making Financial Decisions (cont.)</b></p> <ul style="list-style-type: none"> <li>- Understanding Business Performance</li> </ul> <p><b>Topic 2.5: Making Human Resource Decisions</b></p> <ul style="list-style-type: none"> <li>-Organisational Structures</li> <li>-Effective Recruitment</li> <li>-Effective Training and Development</li> </ul>	<p>Numerical skills (division / multiplication / subtracting / adding / working out percentages)</p>	<p>2.4 Topic Test</p> <p>2.5 Topic Test</p>

	-Motivation		
Yr 10 Summer 2  (6 weeks)	<b>Theme 1 &amp; 2 Interleaving lessons</b>	Exam prep – go over context, command words, developmental language  Numerical skills (division / multiplication / subtracting / adding / working out percentages)	Theme 1 & 2 Paper combined
Yr 11 Autumn 1  (7.5 weeks)	<b>Unit 2.3: Making Operational Decisions (Recap lessons – 3 lessons)</b>  - Business, Operations and Production Processes  - Impacts of Technology on Production  - Stock Management  - Procurement  - Managing Quality  - Sales Process	Exam prep – go over context, command words, developmental language  Theme 1 & 2 revision	2.3 Topic Test  Year 11 Exams (w/c 12/10) – 2 weeks
Yr 11 Autumn 2  (7 weeks)	<b>Unit 2.4: Making Financial Decisions</b>  -Gross/Net Profit  -Average Rate of Return  - Understanding Business Performance  <b>Topic 2.5: Making Human Resource Decisions</b>  -Organisational Structures  -Effective Recruitment  -Effective Training and Development  -Motivation	Numerical skills (division / multiplication / subtracting / adding / working out percentages)  AO1, AO2, AO3  Name, outline, describe, explain, evaluate, analyse  Contextual answers  Model answers prepared by teacher  Weekly peer marking  Weekly homework set on Showbie	2.4 Topic Test

Yr 11 Spring 1  (6 weeks)	Revision – Booster lessons based on QLA	Revision key areas picked up in exam week  Exam papers (homework and in class)	Year 11 PPE (w/c 01/02) – 2 weeks
Yr 11 Spring 2  (5 weeks)	<b>Booster Lessons:</b>  Week 1 & 2 – 1.1; 1.2; 1.3  Week 3 & 4 – 2.4; 1.4; 1.5  Week 5 & 6 – 1.5; 2.1; 2.2	Revision  Exam papers (homework and in class)	In class revision test
Yr 11 Summer 1  (6 weeks)	Revision  Week 1 & 2 – 2.3; 2.4; 2.5  Revision – Booster lessons based on QLA  Exams start	Revision  Exam papers (homework and in class)	In class revision test

