

## Curriculum Map 2022/3 – GCSE Business - Year 10

Dates	Autumn Term 1 ( Sept 6- 15th Oct)	Autumn Term 2(1st Nov- 17th Dec)	Spring Term 1(4th Jan - 11th Feb)	Spring Term 2 (21st Feb - 1st Apr)	Summer Term 1( 19th April - 27th May)	Summer Term 2(6th June - 22nd July)
Teaching hours	18 lessons	18 lessons	18 lessons	18hrs lessons	18 lessons	21 lessons
Link to Prior learning	Prior Knowledge: Knowledge of small and medium sized businesses operating in the UK.	Prior Knowledge of how and why business ideas come about -linked to making a business idea happen through identifying aims and objectives and concentrating on the financial aspects.	Prior knowledge of how a business is financed - linking to factors that contribute to business success ( key business decisions)	Prior knowledge of the key internal decisions businesses make to be more successful - link to External factors which may have an impact on the success of a business	Prior knowledge - the impact of the economy on a small business.	Prior knowledge of the opportunities and risks faced by a growing business.
Focus	(Enterprise and Entrepreneurship & Spotting a business opportunity)	(Putting a business idea into practice)	Making the business effective	Understanding External Influences on Business	Growing the Business	Making Marketing Decision
Key Knowledge	1.1.1. The dynamic nature of business 1.1.2 Risk and reward 1.1.3 The role of business enterprise 1.2.1 Customer needs 1.2.2 Market research 1.2.3 Market segmentation	1.2.4 The competitive environment 1.3.1 Business aims and objectives 1.3.2 Business revenues, costs and profits 1.3.3 Cash and cash-flow	1.3.4 Sources of business finance 1.4.1 The options for start-up and small businesses 1.4.2 Business location 1.4.3 The marketing mix	1.4.4 Business plans 1.5.1 Business stakeholders 1.5.2 Technology and business.	1.5.3 Legislation and business 1.5.4 The economy and business 1.5.5 External influences	2.1.1 Business growth 2.1.2 Changes in business aims and objectives
Key Skills	Develop an understanding of how these contexts impact on business behaviour - Use business terminology to identify and explain business activity - Apply business concepts to familiar and unfamiliar contexts.	Calculations and interpretations in a business context, including: <ul style="list-style-type: none"> <li>percentages and percentage changes</li> <li>averages</li> <li>revenue, costs and profit</li> <li>break even</li> <li>cash-flow forecasts, including total costs, total revenue and net cash flow</li> </ul>	- Apply knowledge and understanding to different business contexts. These include businesses ranging from small enterprises to large multinationals and businesses operating in local, national and global contexts	- Apply knowledge and understanding to different business contexts. These include businesses ranging from small enterprises to large multinationals and businesses operating in local, national and global contexts	Apply knowledge and understanding to different business contexts. These include businesses ranging from small enterprises to large multinationals and businesses operating in local, national and global contexts	- Investigate, analyse and evaluate business opportunities and issues

## Curriculum Map 2022/23 – GCSE Business - Year 11

Curriculum Map 2022/23 – GCSE Business - Year 11						
Dates	Autumn Term 1 (Sept 6-15th Oct)	Autumn Term 2 (1st Nov- 17th Dec)	Spring Term 1 (4th Jan - 11th Feb)	Spring Term 2 (21st Feb - 1st Apr)	Summer Term 1 (19th April - 27th May)	Summer Term 2 (6th June - 22nd July)
<b>Teaching hours</b>	18 lessons	18 lessons	18 lessons	18hrs lessons	18 lessons	21 lessons
<b>Link to prior knowledge</b>	Prior knowledge : 1.3, 1.4 and 1.5 Aims and objectives External influences The marketing mix	Prior knowledge : 1.2 /1.3 Customer needs and expectations Sales, revenue and profits. Percentage change	Prior knowledge : 1.3/1.5 Employment legislation Financial and non- financial objectives	Prior Knowledge: 1.3/1.4/1.5 External influences	All topics across the curriculum	Exams
<b>Focus</b>	Growing the business /making marketing decisions	Making product decisions/Making financial decisions	Making human resource decisions	Growing the business	Revision and Exam practice	
<b>Key Knowledge</b>	2.1.1 Business growth 2.1.2 Changes in business aims and objectives 2.1.3 Business and globalisation 2.1.4 Ethics, the environment and business 2.2.1 Product 2.2.2 Price 2.2.3 Promotion 2.2.4 Place	2.2.5 Using the marketing mix to make business decisions 2.3.1 Business operations 2.3.2 Working with suppliers 2.3.3 Managing quality 2.3.4 The sales process 2.4.1 Business calculations 2.4.2 Understanding business performance	2.5.1 Organisational structures 2.5.2 Effective recruitment 2.5.3 Effective training and development 2.5.4 Motivation	2.1.2 Changes in business aims and objectives 2.1.3 Business and globalisation 2.1.4 Ethics, the environment and business	.Revision "Walk and Talk" Mock exam Timed Exam	Exams
<b>Key Skills</b>	<b>Problem-solving</b> and decision-making skills relevant to business  <b>Analytical and evaluation skills</b>  <b>Quantitative skills</b> - calculations in a business context <b>Interpretation</b> and use of <b>quantitative data</b> in business context to support, inform and justify <b>Communication and interpersonal skills</b>	Business calculations The concept and calculation of: ● gross profit ● net profit ● gross profit margin ● net profit margin ● average rate of return. The use and interpretation of quantitative business data to support, inform and justify business decisions: ● information from graphs and charts ● financial data ● marketing data ● market data.	<b>Problem-solving and decision-making skills</b> relevant to business  <b>Analytical and evaluation skills</b>  <b>Quantitative skills</b> - calculations in a business context <b>Interpretation</b> and use of quantitative data in business context to support, inform and justify <b>Communication and interpersonal skills</b>	<b>Problem-solving and decision-making skills</b> relevant to business  <b>Analytical and evaluation skills</b>  <b>Quantitative skills</b> - calculations in a business context <b>Interpretation and use of quantitative data</b> in business context to support, inform and justify <b>Communication and interpersonal skills</b>	<b>Examination technique to shorter and longer mark questions.</b>	Exams