

Year 10	Term	Aut 1 Unit 1		Aut 2 Unit 1		Spr 1 Unit 2		Spr 2 Unit 3		Sum 1 Unit 4		Sum 2 Unit 4	
		Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.
		What are the fundamentals of setting up and growing different types of businesses?	What are the fundamentals of setting up and growing different types of businesses?	What are the external factors that can affect a business?	How do businesses produce goods and services?	How do businesses manage their employees?	How do businesses manage their employees?						
	Knowledge / Skills	The purpose and nature of business, Business ownership, Setting aims and objectives, Stakeholders	Business location, Business planning, Expanding a business	Technology, ethical, environmental, economical, legislation, competition	Production Processes, Efficiency, Procurement, Supply Chain, Stock Control Methods, Quality	Organisational structures, Recruitment and selection, Motivation, Training	Organisational structures, Recruitment and selection, Motivation, Training						
	Lit / Num	Learn key threshold concepts and begin to practice written contextual analysis. Calculation of revenue, costs and profit.	Consolidating ability to analyse in context Applying average unit cost calculation to economies of scale	Calculating interest payments, changes in exchange rates Consolidating ability to contextually analyse the impact on businesses of changes in the external environment	Applying understanding of costs and profit to efficiency and production types. Introduction to evaluation and writing business judgements for given business contexts.	Consolidating ability to evaluate and write convincing business recommendations for given business contexts Applying costs to changes in organisational structures	Students draw together analyse and evaluation of different functional areas and form judgements for specific business contexts						
	Enrichment	Students to research successful entrepreneurs. Using local businesses as examples.	Students create a mock business plan and analyse financial data in order to apply for a loan. Interviewing a local business to gain an understanding of different business contexts.	Looking at current news articles which illustrate the environmental impact of business, and importance of business ethics	Looking at historical and modern examples of production methods such as Toyota. Visit to the coca-cola factory to see production methods in a MNC.	Students conduct mock interviews of their peers to simulate part of the selection process	Students learn about the responsibilities of organisations - look at different contemporary case studies						
	British Vals	Develop an understanding of the inclusive characteristics demonstrated by successful entrepreneurs. Consideration several different stakeholder groups when running a business.	Local trends looked at and an appreciation of mutual respect for cultures and customs within an area.	Ethics section embraces all the British values, students have to look at how consumers, producers and the Government operate together and are interdependent. Understand global trends, beliefs, laws across the world and trade agreements. Mutual respect is looked at within employment law.	Business operations must comply with laws and regulations (e.g., health and safety, employment law, environmental standards).	In human resources, students learn about the importance diversity and inclusion in terms of illegal discrimination and the value of diverse views and opinions in decision making.	Students understand the role that businesses play in developing individual liberty through training and development						
	Character	Students have to consider other peoples' needs and wants when determining aims and objectives. This develops their emotional intelligence.	Risk taking is a key characteristic of expansion, students are encouraged to understand the implications of expansion, the risks associated with online business and develop the ability to balance the costs against the benefits of expansion in order to make a decision	Students are taught and given opportunities to understand that a successful business can only be successful if they have a moral purpose and not just profit maximisation, all needs and wants of all stakeholders are understood and considered.	Students are taught resilience and how to overcome adversity in difficult situations. They are taught to understand the conditions to look out for and when to expand. Protecting others interests inadvertently protects your own.	Embracing difference within society and developing the ability to work with people from all backgrounds	Job applications (importance of training and skill development)						
	Careers	SME business owners	Business management, financial advisor, bank clerk, bank manager, accountancy, ICT	Bank of England and Government job opportunities, e-commerce, fintech and technology	European council opportunities and the British council, consultancy. Operations/logistics, customer services	Recruitment, training, consultancy	Recruitment, training, consultancy						

Year 11	Term	Aut 1 Unit 5		Aut 2 Unit 5		Spr 1 Unit 6		Spr 2 Unit 1-6		Sum 1 Unit 1-6		Sum 2 Unit 1-6	
		Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.
		How do businesses identify and understand their customers?	How do the elements of the marketing mix work together to help a business achieve its objectives?	How can businesses analyse and improve their financial performance?	Revision	Revision	Revision						
	Knowledge / Skills	Segmentation, market research	4 P's - promotion, place, integrated nature of the marketing mix	Sources of finance, cash flow, financial terms and calcs, financial statements	Revision and exam practice	Revision and exam practice	Revision and exam practice						
	Lit / Num	Interpretation and use of quantitative data in business contexts to support, inform and justify business decisions, including: marketing data, including market research data; market data, including market share, changes in costs and changes in prices.	Students draw together analyse and evaluation of different functional areas and form judgements for specific business contexts	Calculations in a business context, including: percentages and percentage changes; averages; revenue, costs and profit; gross profit margin and net profit margin ratios; average rate of return; cash flow forecasts, including total costs, total revenue and net cash flow.	N/A	N/A	N/A						
	Enrichment	Students conduct market research for their own business idea	Students design the promotion of their business idea	Interpreting financial statements of real businesses	N/A	N/A	N/A						
	British Vals	Developing mutual respect and tolerance in marketing in conducting market research	Developing mutual respect and tolerance in marketing in designing a promotion	Looking at the legality and ethics of tax and financial reporting	N/A	N/A	N/A						
	Character	Encourage enterprise and creativity	Encourage enterprise and creativity	Develop and apply quantitative skills, including using and interpreting data. Personal finance management	Developing resilience in preparing for exams	Developing resilience in preparing for exams	Developing resilience in preparing for exams						
	Careers	Marketing, market research	Advertising	Finance, accounting, banking, consultancy	N/A	N/A	N/A						

Year 12	Term	Aut 1 Unit 1-3		Aut 2 Unit 3 & 4		Spr 1 Unit 4 & 6		Spr 2 Unit 4 & 6		Sum 1 Unit 5		Sum 2 Unit 7	
		Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.
		What are the fundamentals of setting up a business? How do managers and leaders make decisions? How do businesses identify and understand their markets and customers?	How do managers and leaders make decisions? How do businesses identify and understand their markets and customers? How do the elements of the marketing mix work together to help a business achieve its objectives? How do business analyse and improve their operational performance?	How do the elements of the marketing mix work together to help a business achieve its objectives? How do business analyse and improve their operational performance?	How do business analyse and improve their operational performance? How do businesses analyse and improve their financial performance? How do businesses analyse and improve their human resource performance?	How do businesses analyse and improve their financial performance? How do businesses analyse and improve their human resource performance?	How do businesses analyse their external environment?						
	Knowledge / Skills	Nature and purpose of business, Different business forms, External factors Managers, leaders Marketing objectives, market research	Stakeholders Segmentation, targeting and positioning, marketing data, YED and PED 7 P's, product Operations objectives	7 P's: price, promotion, place Analysing operations data, efficiency and productivity	HR objectives, analysing HR data, organisational design, motivation, engagement, employer-employee relations	Financial objectives, budgeting, break-even, cash flow, profit, sources of finance, cash flow and profit	Economic changes, social and technological change						
	Lit / Num	Calculating profit Understanding and interpreting decision trees and calculating expected value and net gains Calculating marketing data including: sales volume and sales value, market size, market and sales growth, market share Interpreting marketing data including: positive and negative correlation and the strength of the relationship, confidence intervals, extrapolation	Applying marketing data to decision making within marketing Interpreting price and income elasticity of demand data and analysing the impact of changes in price and income on revenue	Calculating operations data including: labour productivity, unit costs (average costs), capacity, capacity utilisation.	Interpreting inventory control charts Calculating and interpreting HR data including: labour turnover and retention rates, labour productivity, employee costs as percentage of turnover, labour cost per unit	To understand and distinguish cash flow/profit, gross profit/operating profit/profit for the year, return on investment Constructing budgets and cash flow forecasts Analysing budgets, including: variance analysis and adverse and favourable variances Constructing and interpreting break-even charts, including: break-even output, margin of safety, contribution per unit, total contribution Illustrating on a break-even chart the effects of changes in price, output and cost Calculating the value of break-even analysis Analysing profitability, including the following ratio analysis: gross profit, profit from operations, profit for the year	Understanding the impact of changes in economic factors including: GDP, taxation, exchange rates, inflation, fiscal and monetary policy						
	Enrichment	Applying knowledge and understanding to contemporary business issues and consider impact of current affairs.	Applying knowledge and understanding to contemporary business issues and consider impact of current affairs.	Applying knowledge and understanding to contemporary business issues and consider impact of current affairs.	Applying knowledge and understanding to contemporary business issues and consider impact of current affairs.	Applying knowledge and understanding to contemporary business issues and consider impact of current affairs.	Applying knowledge and understanding to contemporary business issues and consider impact of current affairs.						
	British Vals	Respect, tolerance, inclusivity, diversity, rule of law	Respect, tolerance, inclusivity, diversity	Respect, tolerance, inclusivity, diversity, equality	Respect, tolerance, inclusivity, diversity, equality	Rule of law, respect	Rule of law, respect						
	Character	Develop skills such as organisation, goal setting, decision making and problem solving Develop a holistic understanding of the business environment	Encourage enterprise and creativity in developing approaches to business opportunities, problems and issues	Develop and apply quantitative skills, including using and interpreting data.	Construct well-argued, well-evidenced, balanced and structured arguments	Develop and apply quantitative skills, including using and interpreting data.	Develop and apply quantitative skills, including using and interpreting data.						
	Careers	Business management, marketing	Business management, marketing, advertising, operations	Marketing, advertising, customer service, operations, logistics	Operations, logistics, procurement, recruitment, business management	Finance, accounting, banking	OBR, Bank of England, Treasury, banking, HMRC						

Year 13	Term	Aut 1 Unit 7 & 8		Aut 2 Unit 7 & 9		Spr 1 Unit 9 & 10		Spr 2 Unit 10		Sum 1 Unit 1-10		Sum 2 Unit	
		Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.	Curriculum/Syllabus Coverage	Unit Title & Enquiry Q.
		How do businesses analyse their existing internal position? How do businesses analyse their external environment? How do businesses choose their strategic direction?	How do businesses analyse their existing internal position? What strategic methods can a business consider?	What strategic methods can a business consider? How do businesses manage and implement strategic change?	How do businesses manage and implement strategic change?	All Topics: Exam revision	N/A						
	Knowledge / Skills	Mission, objectives and strategy, financial ratios Political and legal change, competitive environment Strategic direction, strategic positioning	Overall position, investment appraisal Assessing a change in scale, assessing innovation	Managing change, managing organisational culture	Managing strategic implementation, problems with strategy and failure	All topic revision and exam practice	N/A						
	Lit / Num	Assessing the financial performance of a business using balance sheets, income statements and financial ratios Financial ratio analysis to include: profitability (return on capital employed), liquidity (current ratio), gearing, efficiency ratios: payables days, receivables days, inventory turnover Analysing HR, operations and marketing data	Investment appraisal including: the calculation and interpretation of payback, average rate of return and net present value Organic, external, growth, retrenchment, economies and diseconomies of scale, synergy, overtrading, mergers, takeovers, ventures, franchising, vertical (backward and forward), horizontal and conglomerate integration, kaizen, research and development, intrapreneurship, benchmarking, patents, copyrights	Export, licensing, alliances, direct investment, off-shoring and re-shoring, e-commerce, big data, data mining and enterprise, resource planning	Network analysis to including: understanding and interpreting network diagrams, amendment of network diagrams, identifying the critical path and total float	N/A	N/A						
	Enrichment	Applying knowledge and understanding to contemporary business issues and consider impact of current affairs.	Applying knowledge and understanding to contemporary business issues and consider impact of current affairs.	Applying knowledge and understanding to contemporary business issues and consider impact of current affairs.	Applying knowledge and understanding to contemporary business issues and consider impact of current affairs.	Applying knowledge and understanding to contemporary business issues and consider impact of current affairs.	Applying knowledge and understanding to contemporary business issues and consider impact of current affairs.						
	British Vals	Respect, tolerance, inclusivity, diversity, rule of law, democracy	Respect, tolerance, inclusivity, diversity, rule of law, democracy	Respect, tolerance, inclusivity, diversity, rule of law, democracy	Respect, tolerance, inclusivity, diversity, rule of law, democracy, liberty	Respect, tolerance, inclusivity, diversity, rule of law, democracy, liberty	Respect, tolerance, inclusivity, diversity, rule of law, democracy, liberty						
	Character	Gain a holistic understanding of business in a range of contexts Acquire a range of relevant business and generic skills, including decision making, problem solving, the challenging of assumptions and critical analysis Apply numerical skills in a range of business contexts	Gain a holistic understanding of business in a range of contexts Acquire a range of relevant business and generic skills, including decision making, problem solving, the challenging of assumptions and critical analysis Apply numerical skills in a range of business contexts	Develop an awareness of ethical, economic, technological and legal dilemmas and responsibilities faced by organisations and individuals	Learn how to decide upon, implement and manage change Dealing with failure	Developing resilience in preparing for exams	N/A						
	Careers	Business management, consultancy, human resources, operations, marketing, finance, banking	Business management, consultancy, human resources, operations, marketing, finance, banking	Business management, consultancy, human resources, operations, marketing, finance, banking	Business management, consultancy, human resources, operations, marketing, finance, banking	Business management, consultancy, human resources, operations, marketing, finance, banking	Business management, consultancy, human resources, operations, marketing, finance, banking						