

| Curriculum Map | | | | | | |
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| Y9 | | | | | | |
| Half-term | Unit title with hyperlink to scheme of work | Unit summary | Skills & content covered | Skills & content revisited | Summary of formative marking, feedback, and student response | Summative assessment schedule, including assessment criteria |
| Autumn 1 | 1.1 Enterprise and entrepreneurship | Students are introduced to the nature and purpose of small business and the risks involved. Characteristics of entrepreneurs are investigated, and the nature of enterprise is demonstrated through practical activities, giving students a broad picture of the nature of commercial activity. | 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 | To develop both a theoretical and practical understanding of enterprise and entrepreneurship. To recognise the degree of risk and reward in business, and how risk can be coped with. | Exam practice questions, project presentations and case study Q&A's. | End of 1.1 topic test (at end of Autumn 1) |
| Autumn 2 | 1.2 Spotting a business opportunity | Students move on to investigate different functions of business, with an initial emphasis | Calculations and interpretations in a business context, including percentages and | To be able to analyse markets in terms of classifying consumer characteristics, how consumers | Exam practice questions, project presentations and case study Q&A's. | |

GCSE Business – Curriculum Maps

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| | | on the need for the firm to market its products. Market research is investigated and undertaken, giving students the opportunity to develop some analytical and numeric skills. | percentage changes, averages, revenue, costs and profit, break even, cash-flow forecasts, including total costs, total revenue and net cash flow | can be reached and targeted, and what strategies can be developed to cope with competition. | | |
| Spring 1 | 1.2 Spotting a business opportunity (continued) | | End of 1.2 Topic Test (at end of Spring 1) | | | |
| Spring 2 | 1.3 Putting a business idea into practice | Students move on to look at the practicalities of finance and financial monitoring, emphasising that entrepreneurial ideas and strategic aims must be back by accurate and up to date operational systems. | - 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 | To be able to analyse business aims and Objectives, and how they change over time and with business context. To understand and be able to calculate: Business revenues, costs and profits. Cash and cash-flow | Exam practice questions, project presentations and case study Q&A's. | End of 1.3 Topic Test (at end of Spring 2) |
| Summer 1 | 1.4 Making the business effective | Further investigation of operational areas is carried out. The | - Apply knowledge and understanding to different business contexts. | To understand concept of limited liability and how this underpins the spread and reduction of risk for | Exam practice | |

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| | | concept of risk is revisited and reinforced by looking at ways of reducing risk e.g., limited liability companies. | These include businesses ranging from small enterprises to large multinationals and businesses operating in local, national and global contexts. | business owners. To develop an understanding of how businesses can market themselves and plan for change. | questions, project presentations and case study Q&A's. | |
| Summer 2 | 1.4 Making the business effective (continued) | | | End of 1.4 Topic Test (at the end of Summer 1) | | |

USEFUL RESOURCES / GUIDANCE:

<https://www.tutor2u.net/business/blog/gcse-igcse-business-studies-revision-notes-master-listing>

<https://www.bbc.co.uk/bitesize/examspecs/z98snbk>

<https://ondemand.tutor2u.net/students/edexcel-gcse-business-catch-up-2021>

<https://qualifications.pearson.com/content/dam/pdf/GCSE/Business/2017/teaching-and-learning-materials/GCSE-9-1-business-getting-started-guide.pdf>

| Curriculum Map | | | | | | |
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| Y10 | | | | | | |
| Half-term | Unit title with hyperlink to scheme of work | Unit summary | Skills & content covered | Skills & content revisited | Summary of formative marking, feedback, and student response | Summative assessment schedule, including assessment criteria |
| Autumn 1 | 1.5 Understanding external influences on business | Students progress from internal considerations to investigating external factors which can cause firms to change strategy. More complex concepts are introduced here such as the role the economic cycle plays in affecting business activity and strategy. | 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. | To learn and understand that businesses operate in markets with several external factors which affect their operation, and forces them to develop strategy to cope with change. | Exam practice questions, project presentations and case study Q&A's. | |
| Autumn 2 | 1.5 Understanding external influences on business (continued) | | | End of 1.5 topic test (at end of Autumn 2) | | |
| Theme 1 (Paper 1) MOCK EXAM – Paper 1 focuses on 1.1, 1.2, 1.3, 1.4 and 1.5 | | | | | | |
| Spring 1 | 2.1 Growing the Business | To develop both a theoretical and practical understanding of business growth, | Problem-solving and decision-making skills relevant to business Analytical and evaluation skills | Students further their knowledge of business aims and objectives learned in 1.3.1 by | Exam practice questions, project | |

GCSE Business – Curriculum Maps

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| | | domestically and internationally. To understand how ethical, as opposed to legislative factors affect business behaviour. | Quantitative skills calculations in a business context Interpretation and use of quantitative data in business context to support, inform and justify. Communication and interpersonal skills | considering how these change over time and with changing external factors such as competition. Complex factors such as globalisation are introduced to widen the application of several business ideas to international markets. | presentations and case study Q&A's. | |
| Spring 2 | 2.1 Growing the Business (continued) | | | End of 2.1 Topic Test (at end of Spring 2) | | |
| Summer 1 | 2.2 Making marketing decisions | To be able to analyse and apply the different elements of the marketing mix to of build a competitive advantage. To understand that the elements of the marketing mix can affect each other. | 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 | The marketing knowledge gained in 1.4.3 is expanded upon by investigating each of the elements of the marketing mix in greater detail. In particular, students will investigate how | Exam practice questions, project presentations and case study Q&A's. | |

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| | | | business decisions: information from graphs and charts financial data marketing data. | different changes to the marketing mix can affect other elements. | | |
| Summer 2 | 2.2 Making marketing decisions (continued) | | | End of 2.2 Topic Test (at the end of Summer 2) | | |

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<https://ondemand.tutor2u.net/students/edexcel-gcse-business-catch-up-2021>

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| Curriculum Map | | | | | | |
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| Y11 | | | | | | |
| Half-term | Unit title with hyperlink to scheme of work | Unit summary | Skills & content covered | Skills & content revisited | Summary of formative marking, feedback, and student response | Summative assessment schedule, including assessment criteria |
| Autumn 1 | 2.3 Making operational decisions | To understand the processes involved in each operational stage (Stocks, quality etc) and how the effectiveness of each stage affects the overall success of the whole firm, e.g. competitive costing and pricing, effective customer service etc. | Problem-solving and decision-making skills relevant to business Analytical and evaluation skills Quantitative skills calculations in a business context Interpretation and use of quantitative data in business context to support, inform and justify Communication and interpersonal skills. | The material here builds on learning in 1.3. Operational processes involved in holding stocks, or not, are investigated and different systems evaluated. The notion of 'quality' and how to control for this in whole organisations is studied. | Exam practice questions, project presentations and case study Q&A's. | End of 2.3 topic test (at the end of Autumn 1) |
| Autumn 2 | 2.4 Making financial decisions | To further develop understanding of how the firm's success can be monitored and | Problem-solving and decision-making skills relevant to business Analytical and evaluation skills | Further work on 1.3 is carried out with students investigating | Exam practice questions, project presentations and case study Q&A's. | End of 2.4 topic test (at end of Autumn 2) |

GCSE Business – Curriculum Maps

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| | | measured using a range of financial data and ratios | Quantitative skills calculations in a business context Interpretation and use of quantitative data in business context to support, inform and justify. Communication and interpersonal skills | more complex calculations such as gross and net profit ratios. Investment appraisal is also introduced via the Average Rate of Return. | | |
| Spring 1 | 2.5 Making human resource decisions | To understand the processes involved in each of the elements of the human resource function. To understand that appropriate organisational structure, recruitment, training and staff motivation are crucial elements of business success. | Students investigate and evaluate different corporate structures and evaluate this in terms of how it promotes business success. The Human Resources function is also studied, including an analysis and evaluation of different ways of motivating workers. | Examination technique to shorter and longer mark questions. | Exam practice questions, project presentations and case study Q&A's. | |
| Spring 2 | 2.5 Making human resources decisions (continued) | | | End of 2.5 Topic Test (at end of Spring 2) | | |

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| Summer 1 | Preparation for external (public) examinations. Revision and exam practice; focusing exam technique structure (3, 6, 9 and 12 markers). Undertaking past papers in class; |
| Summer 2 | walking-talking mocks, peer assessment, and mock exams. Review and revision of all topics from Theme 1 and 2. |

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