

KS4	Autumn 1 (18hrs?)	Autumn 2 (15hrs?)	Spring 1 (14hrs?)	Spring 2 (14hrs?)	Summer 1 (14hrs?)	Summer 2 (14hrs?)	
10	Business in the Real World (25hrs)		Marketing (25hrs)		Human Resources (15hrs)	Business Operations (15hrs)	
Core Knowledge:	<ul style="list-style-type: none"> The purpose and nature of businesses Business ownership Setting business aims and objectives 	<ul style="list-style-type: none"> Stakeholders Business location Business planning Expanding a business 	<ul style="list-style-type: none"> Identifying and understanding customers Segmentation The purpose and methods of market research 	<ul style="list-style-type: none"> The elements of the marketing mix: price, product, promotion and place (4P's). 	<ul style="list-style-type: none"> Organisational structures Recruitment and selection of employees Motivating employees Training 	<ul style="list-style-type: none"> Production processes The role of procurement The concept of quality Good customer service 	
Core skills:	<ul style="list-style-type: none"> Use business terminology to identify and explain business activity. Apply business concepts to familiar and unfamiliar contexts. Explain how different business contexts affect business decisions. 	<ul style="list-style-type: none"> Investigate, analyse and evaluate business opportunities and issues. 	<ul style="list-style-type: none"> The use and limitation of quantitative and qualitative data in making business decisions. 	<ul style="list-style-type: none"> Make justified decisions using both qualitative and quantitative data including its selection, interpretation, analysis and evaluation, and the application of appropriate quantitative skills. 	<ul style="list-style-type: none"> Develop problem solving and decision making skills relevant to business. 	<ul style="list-style-type: none"> Explain how different business contexts affect business decisions. Develop problem solving and decision making skills relevant to business. 	
Departmental Assessment:	<ol style="list-style-type: none"> Baseline numeracy assessment. End of topic reviews. Sample/PP Questions (1-6 marks) 	<ol style="list-style-type: none"> Key terms assessments. End of topic reviews. Sample/PP Questions (1-6 marks) 	<ol style="list-style-type: none"> Key calculations. End of topic reviews. Sample/PP Questions (focus on 9 marks) 	<ol style="list-style-type: none"> Marketing project. End of topic reviews. Sample/PP Questions (focus on 9 marks) 	<ol style="list-style-type: none"> Key terms assessments. End of topic reviews. Sample/PP Questions (focus on 9/12 marks) 	<ol style="list-style-type: none"> Numeracy assessment. End of topic reviews. Sample/PP Questions (focus on 9/12 marks) 	
Resources:	<ol style="list-style-type: none"> Knowledge Organiser Booklet Glossary Retrieval Questions PowerPoint/T2u Online 	<ol style="list-style-type: none"> Knowledge Organiser Booklet Glossary Retrieval Questions PowerPoint/T2u Online 	<ol style="list-style-type: none"> Knowledge Organiser Booklet Glossary Retrieval Questions PowerPoint/T2u Online 	<ol style="list-style-type: none"> Knowledge Organiser Booklet Glossary Retrieval Questions PowerPoint/T2u Online 	<ol style="list-style-type: none"> Knowledge Organiser Booklet Glossary Retrieval Questions PowerPoint/T2u Online 	<ol style="list-style-type: none"> Knowledge Organiser Booklet Glossary Retrieval Questions PowerPoint/T2u Online 	<ol style="list-style-type: none"> Knowledge Organiser Booklet Glossary Retrieval Questions PowerPoint/T2u Online
Learning Cycles		Learning Cycle 1 – October		Learning Cycle 2 – February		Learning Cycle 3 – June	

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11	Influences on Business (20hrs)		Finance (15hrs)		Exam Skills and Retrieval	
Core Knowledge:	<ul style="list-style-type: none"> Technology Ethical and environmental considerations The economic climate on businesses 	<ul style="list-style-type: none"> Globalisation Legislation Competitive environment 	<ul style="list-style-type: none"> Sources of finance Cash flow Financial terms and calculations 	<ul style="list-style-type: none"> Analysing the financial performance of a business 	Knowledge Audit and Review	
Core skills:	<ul style="list-style-type: none"> The interdependent nature of business activity, influences on business, business operations, finance, marketing and human resources, and how these interdependencies underpin business decision making. 	<ul style="list-style-type: none"> Apply business concepts to familiar and unfamiliar contexts. Explain how different business contexts affect business decisions. 	<p>Calculation:</p> <ul style="list-style-type: none"> percentages and percentage changes averages revenue, costs and profit gross profit margin and net profit margin ratios <p>Interpretation: Interpretation and use of quantitative data in business contexts to support, inform and justify business decisions.</p>	<p>Calculation:</p> <ul style="list-style-type: none"> percentages and percentage changes averages revenue, costs and profit gross profit margin and net profit margin ratios <p>Interpretation: Interpretation and use of quantitative data in business contexts to support, inform and justify business decisions.</p>	<ul style="list-style-type: none"> Understanding of assessment objectives (AO's). Exam skills. Use of connectives to develop depth in arguments. 	
Departmental Assessment:	<ol style="list-style-type: none"> Key unit calculations. End of topic reviews. Sample/PP Questions (6-12 marks) 	<ol style="list-style-type: none"> Key terms assessment. End of topic reviews. Sample/PP Questions (6-12 marks) 	<ol style="list-style-type: none"> Calculations (as above) End of topic reviews. Sample/PP Questions 	<ol style="list-style-type: none"> Calculations (as above) End of topic reviews. Sample/PP Questions 	N/A	
Resources:	<ol style="list-style-type: none"> Knowledge Organiser Booklet Glossary Retrieval Questions 	<ol style="list-style-type: none"> Knowledge Organiser Booklet Glossary Retrieval Questions 	<ol style="list-style-type: none"> Knowledge Organiser Booklet Glossary Retrieval Questions 	<ol style="list-style-type: none"> Knowledge Organiser Booklet Glossary Retrieval Questions 	Exam Success Booklet alongside previous accumulated resources.	
Learning Cycles		Learning Cycle 4 – Nov/Dec School Mock exams	Learning Cycle 5 – February additional mock exams		Public Examinations	