



Key Stage: 4

Subject: Business

Aims of the subject: The aim of this subject is to provide pupils with a broad background in business and a genuine understanding of the world of work. 'Real life' organisations are resourced to enhance the delivery of the subject.

GCSE Examination Board: AQA

Assessment Overview:

- Paper 1: Influences of operations and HRM of business activity (1 hr 45 mins) 50%
- Paper 2: Influences of marketing and finance of business activity (1 hr 45 mins) 50%

Both papers contain a variety of multiple choice, short answer, case-study/data response questions.

Year	What will I learn?	Assessment
Year 9	Autumn Term 1: <u>Business in the real world</u> <ul style="list-style-type: none"> • Purpose and nature of businesses Autumn Term 2: <u>Business in the real world</u> <ul style="list-style-type: none"> • Business Ownership • Setting business aims and objectives • Stakeholders 	End of topic assessments Practice Questions
Year 9	Spring Term 1: <u>Business in the real world</u> <ul style="list-style-type: none"> • Business location • Business Planning 	Business plan submission End of topic assessments

	<p>Spring Term 2: <u>Business in the real world</u></p> <ul style="list-style-type: none"> • Expanding a business <p><u>Marketing</u></p> <ul style="list-style-type: none"> • Identifying and understanding customer • Segmentation • The purpose and methods of market research 	Practice Questions
Year 9	<p>Summer Term 1: <u>Marketing</u></p> <ul style="list-style-type: none"> • The elements of the marketing mix: price, product, promotion and place (4Ps) <p>Summer Term 2:</p> <ul style="list-style-type: none"> • Marketing Mix Exam Questioning 	<p>Practice Questions</p> <p>Creative marketing submission</p> <p>End of topic assessments</p>
Year 10	<p>Autumn Term 1: <u>Finance</u></p> <ul style="list-style-type: none"> • Sources of finance <p><u>Finance</u></p> <ul style="list-style-type: none"> • Cash flow • Financial terms and calculations • Analysing the financial performance of a business 	<p>Practice Questions</p> <p>End of topic assessments</p>

	Autumn Term 2: <u>Human Resources</u> <ul style="list-style-type: none"> • Organisational structures • Recruitment and selection of employees 	Practice Questions
Year 10	Spring Term 1: <u>Human Resources</u> <ul style="list-style-type: none"> • Motivating employees • Training Spring Term 2: <u>Business Operations</u> <ul style="list-style-type: none"> • Production processes • The role of procurement • 	Practice Questions End of topic assessments
Year 10	Summer Term 1: <u>Business Operations</u> <ul style="list-style-type: none"> • The concept of quality • Good customer service Summer Term 2: <u>Revision workshops: preparation for mock examinations</u> <u>Finance</u> <ul style="list-style-type: none"> • Revision (cash flow/break-even analysis) 	Practice Questions Revision workshops Mock paper
Year 11	Autumn Term 1: <u>Influence on business</u> <ul style="list-style-type: none"> • Technology • Ethical and environmental considerations • The economic climate on business 	Practice Questions

	<p>Autumn Term 2: <u>Finance</u></p> <ul style="list-style-type: none"> • The margin of safety • Analysing performance of a business: Income Statement & Balance Sheet • Financial ratios <p>Spring Term 1: <u>Influence on business</u></p> <ul style="list-style-type: none"> • Globalisation • Legislation • Competitive environment <p>Spring Term 2: <u>Revision workshop: full specification</u></p> <p>Summer Term 1: <u>Revision workshop: full specification</u></p> <p>Summer Term 2: <u>Revision workshop: full specification</u></p>	<p>Practice Questions</p> <p>Practice Questions</p> <p>Practice Questions/Full practice papers</p>
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Extra-curricular opportunities

- 1) After school drop in sessions to develop understanding of the curriculum.
- 2) Students are also encouraged to develop their entrepreneurial flair by participating in the 'Ripley Entrepreneurs Challenge'.

How you can support your child's progress

- 1) Checking work for correct use and spelling of appropriate business terminology and pupils responding to feedback provided by classroom teacher (green pen work).
- 2) Encouraging them to be aware of both the local, national and global business environment.