

Curriculum Map

Subject: Business Studies GCSE

Year Group: 9

Time Period	Autumn Term	Spring Term	Summer Term
Content	<p>Theme 1: Investigating small business</p> <ul style="list-style-type: none"> ▪ Topic 1.1 Enterprise and entrepreneurship ▪ Topic 1.2 Spotting a business opportunity 	<p>Theme 1: Investigating small business</p> <ul style="list-style-type: none"> ▪ Topic 1.3 Putting a business idea into practice ▪ Topic 1.4 Making the business effective 	<p>Theme 1: Investigating small business</p> <ul style="list-style-type: none"> ▪ Topic 1.5 Understanding external influences on business.
Skills	<p><u>Some key skills include:</u></p> <ul style="list-style-type: none"> ▪ Entrepreneurial ▪ Decision making ▪ Leadership ▪ Organisation ▪ <i>Independent</i> ▪ <i>Team working</i> <p><i>Note: There will be a lots of other transferable skills.</i></p>	<p><u>Some key skills include:</u></p> <ul style="list-style-type: none"> ▪ Mathematical ▪ Problem solving ▪ Management ▪ Analytical ▪ <i>Independent</i> ▪ <i>Team working</i> <p><i>Note: There will be a lots of other transferable skills.</i></p>	<p><u>Some key skills include:</u></p> <ul style="list-style-type: none"> ▪ Negotiation ▪ Persuasion ▪ Commercial awareness ▪ Communication ▪ <i>Independent</i> ▪ <i>Team working</i> <p><i>Note: There will be a lots of other transferable skills.</i></p>
Key Questions	<ul style="list-style-type: none"> ▪ Explain the purpose of business activity. ▪ Discuss the impacts on a business failing to meet customer needs. ▪ ‘Starting a business is the best thing that an individual can do for their local community’. Decide whether you agree or disagree with this statement. Justify your opinion. 	<ul style="list-style-type: none"> ▪ Why is it important to consider sources of finance? ▪ Using an example, explain what will happen if a business’s cash outflows are greater than its cash inflows? ▪ An entrepreneur is considering using their savings to fund their business when bank interest rates are low. What would you advise the entrepreneur to do and why? 	<ul style="list-style-type: none"> ▪ What impact do external influences have on business? ▪ Analyse the impact of increased interest rates on businesses and propose two possible ways in which the business could respond to the change. ▪ Discuss the impact the economy has on businesses.

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Assessment week and content	<ul style="list-style-type: none"> ▪ Before the end of half term - 1.1 End of topic test on Enterprise & Entrepreneurship ▪ Before the end of term - End of Topic test on Spotting a Business Opportunity. 	<ul style="list-style-type: none"> ▪ Before the end of half term – 1.3 End of topic test on Putting a Business Idea into Practice. ▪ Before the end of term – 1.4 End of Topic test on Making the Business Effective. 	<ul style="list-style-type: none"> ▪ Mock
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Curriculum Map

Subject: Business Studies GCSE

Year Group: 10

Time Period	Autumn Term	Spring Term	Summer Term
Content	<p>Theme 2: Building a business</p> <ul style="list-style-type: none"> ▪ Topic 1.5 – Completing topic 1 ▪ Topic 2.1 Growing the business ▪ Topic 2.2 Making marketing decisions 	<p>Theme 2: Building a business</p> <ul style="list-style-type: none"> ▪ Topic 2.2 Making marketing decisions ▪ Topic 2.3 Making operational decisions ▪ Topic 2.4 Making financial decisions ▪ 	<p>Theme 2: Building a business</p> <ul style="list-style-type: none"> ▪ Topic 2.4 Making financial decisions ▪ Topic 2.5 Making human resource decisions
Skills	<p><u>Some key skills include:</u></p> <ul style="list-style-type: none"> ▪ Analytical ▪ Commercial awareness ▪ Leadership ▪ Organisation ▪ <i>Independent</i> ▪ <i>Team working</i> <p><i>Note: There will be a lots of other transferable skills.</i></p>	<p><u>Some key skills include:</u></p> <ul style="list-style-type: none"> ▪ Marketing ▪ Creative ▪ Innovative ▪ Enterprising ▪ <i>Independent</i> ▪ <i>Team working</i> <p><i>Note: There will be a lots of other transferable skills.</i></p>	<p><u>Some key skills include:</u></p> <ul style="list-style-type: none"> ▪ Maths ▪ Research ▪ Problem solving ▪ Motivation ▪ <i>Independent</i> ▪ <i>Team working</i> <p><i>Note: There will be a lots of other transferable skills.</i></p>
Key Questions	<ul style="list-style-type: none"> ▪ Explain factors that would influence a business to locate in a different country. ▪ Analyse the performance of a business when you change its marketing mix. ▪ Discuss why a business aim or objective may change over time. 	<ul style="list-style-type: none"> ▪ Why is differentiation important to a business? ▪ How might a pricing decision might have an impact on a business's promotion? ▪ Explain the relationship between the design mix and the product lifecycle. 	<ul style="list-style-type: none"> ▪ How might a business use the gross profit margin and net profit margin in order to assess its performance? ▪ Explain how a business can use the average rate of return to help make decisions about its future investments. ▪ Consider the following statement: 'training always leads to improved employee motivation'. Do you agree or disagree? Give reasons for your opinion.

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Assessment week and content	<ul style="list-style-type: none"> ▪ Before the end of half term – 1.5 End of topic test on Understanding External Influences ▪ Before the end of term – 2.1 End of Topic test on Growing the Business 	<ul style="list-style-type: none"> ▪ Before the end of half term – 2.2 End of topic test on Making Marketing Decisions. ▪ Before the end of term – 2.3 End of Topic test on Making Operational Decisions 	<ul style="list-style-type: none"> ▪ Before the end of half term – 2.4 End of topic test Making Financial Decisions. ▪ Mock
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Curriculum Map

Subject: Business Studies GCSE

Year Group: 11

Time Period	Autumn Term	Spring Term	Summer Term
Content	<p><u>Theme 1 Revision:</u> Investigating small business</p> <ul style="list-style-type: none"> ▪ Topic 2.5 – Completing topic 2 ▪ Topic 1.1 Enterprise and entrepreneurship ▪ Topic 1.2 Spotting a business opportunity ▪ Topic 1.3 Putting a business idea into practice ▪ Topic 1.4 Making the business effective ▪ Topic 1.5 – Understanding External Influences. 	<p><u>Theme 2 Revision:</u> Building a business</p> <ul style="list-style-type: none"> ▪ Topic 2.1 Growing the business ▪ Topic 2.2 Making marketing decisions ▪ Topic 2.2 Making marketing decisions ▪ Topic 2.3 Making operational decisions ▪ Topic 2.4 Making financial decisions ▪ Topic 2.5 Making human resource decisions 	<p><i>GCSE Business Exams</i></p>
Skills	<p><u>Some key skills include:</u></p> <ul style="list-style-type: none"> ▪ Exam skills ▪ Comprehension ▪ Maths ▪ Organisation 	<p><u>Some key skills include:</u></p> <ul style="list-style-type: none"> ▪ Exam skills ▪ Comprehension ▪ Maths ▪ Organisation 	

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	<ul style="list-style-type: none"> ▪ Time management ▪ Planning ▪ Evaluative <p><i>Note: There will be a lots of other transferable skills.</i></p>	<ul style="list-style-type: none"> ▪ Time management ▪ Planning ▪ Evaluative <p><i>Note: There will be a lots of other transferable skills.</i></p>	
Key Questions	<p>Some past paper exam questions:</p> <ul style="list-style-type: none"> ▪ Explain one impact on a small business of operating in a competitive environment. ▪ Using the information in Figure 1, calculate the percentage increase in revenue between January and March. You are advised to show your workings. ▪ Analyse the impact on Frog Bikes of the legislation it has to comply with when producing and selling its bikes. 	<p>Some past paper exam questions:</p> <ul style="list-style-type: none"> ▪ Using the information in Table 1, calculate the average rate of return of the new machine. You are advised to show your workings. ▪ Evaluate whether Kylie Cosmetics should target a specific market segment to gain a competitive advantage. You should use the information provided as well as your knowledge of business. 	
Assessment week and content	<ul style="list-style-type: none"> ▪ Before the end of half term – 2.5 End of topic test on Making Human Resource Decisions. ▪ Mock 	<ul style="list-style-type: none"> ▪ Mock 	<ul style="list-style-type: none"> ▪ Actual GCSE exam

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