



KS4 Curriculum: GCSE Business Studies

Year 10	Knowledge	Tier 2 Vocabulary	Skills	Assessment
Autumn 1	<p><u>1.5 Understanding external influences on business</u></p> <p>Stakeholders, markets, supply & demand, the business cycle, Interest rates, exchange rates, technology in Business, consumer protection legislation, employment legislation.</p>	<p>Stakeholders, economy, technology, surplus, excess, shortage conflict, objectives, influence. Legislation, discrimination, obligation.</p>	<p>Analysis of information, evaluation and reasoning, interpretation of data. Calculation of interest paid, calculation of exchange rates, application.</p>	<p>Core tests Low stakes assessment Exam style assessment</p>
Autumn 2	<p><u>2.1 Growing a business: Business Growth</u></p> <p>Internal (organic) growth, External growth (inorganic), Business ownership, sources of finance, aims & Objectives, globalisation</p>	<p>Organic, inorganic., growth, impact, performance, survival, international, globalisation, trade/</p>	<p>Analysis of information, evaluation and reasoning, interpretation of data. Application,</p>	<p>Core tests Low stakes assessment Exam style /mock assessment</p>
Spring 1	<p><u>2.1 Business Growth</u></p> <p>Glocalisation, business ethics, environmental issues, sustainability, pressure groups, profit v ethics.</p> <p><u>2..2 - the marketing mix</u></p> <p>Product - the design mix, the product life cycle, extension strategies, differentiation</p>	<p>Globalisation, trade, barriers, conflict, ethics, trade-off, impact, consideration, sustainability, phase, extension, differentiation, aesthetics, function.</p>	<p>Analysis of information, evaluation and reasoning, interpretation of data. Application,</p>	<p>Core tests Low stakes assessment Exam style /mock assessment</p>
Spring 2	<p><u>2.2 - the marketing mix</u></p> <p>Promotional strategies, pricing strategies, place and distribution, the integrated marketing mix</p>	<p>Branding, segment, strategy, distribution, competitive, integration.</p>	<p>Analysis of information, evaluation and reasoning, interpretation of data. Application,</p>	<p>Core tests Low stakes assessment Exam style /mock assessment</p>
Summer 1	<p><u>2.3 - Making operational decisions</u></p> <p>Business operations, production processes, technology in production, managing stock, suppliers</p>	<p>Operations, stock/ inventory, satisfaction, impact, benefits, consequence, concept, durability, efficiency, productivity.</p>	<p>Analysis of information, evaluation and reasoning, interpretation of data. application.</p>	<p>Core tests Low stakes assessment Exam style /mock assessment</p>
Summer 2	<p><u>2.3 - Making operational decisions</u></p> <p>Working with suppliers, procurement, logistics, quality, the sales process</p>	<p>Operations, stock/ inventory, satisfaction, impact, benefits, consequence, concept, durability, efficiency, productivity.</p>	<p>Analysis of information, evaluation and reasoning, interpretation of data. application.</p>	<p>Year 10 exam</p>



Year 11	Knowledge	Tier 2 Vocabulary	Skills	Assessment
Autumn 1	<p><u>2.3 Making operational decisions</u> Logistics, procurement, working with suppliers</p> <p><u>2.5 Making HR Decisions</u> Organisational structures, types of working, roles in a business, recruitment & selection, training and development, motivation</p>	Procure, logistics, operations, efficiency, hierarchy, insufficient, excessive, jargon, effective, communication, motivation, efficiency, enrichment, fringe	Analysis of strategic decisions, interpretation of graphs, explanation of methods, retrieval practice, evaluation and justification.	Walking-talking assessment, exam style questions, low stakes assessments
Autumn 2	<p><u>Business Finance</u> Revenue, costs, profit, breakeven, cash flow, sources of finance</p>	Limitations, interpretation, quantitative.	Calculation of profit margins, investment appraisal, substitution of formulae, interpretation of data	exam style questions, low stakes assessments Year 11 mock exams
Spring 1	<p><u>2.4 - Making Financial Decisions</u> Gross profit, net profit, profit margins, Average Rate of Return, understanding business performance</p>	Limitations, interpretation, quantitative.	Calculation of profit margins, investment appraisal, substitution of formulae, interpretation of data	exam style questions, low stakes assessments, mock assessment
Spring 2	<p><u>Exam revision</u> Exam skills preparation, numeracy skills.</p>			Year 11 March mock exams
Summer 1	<p><u>Exam revision</u> Exam skills preparation</p>			Terminal exams start