

Business Studies - Years 9, 10 and 11

Autumn One		
Year 9	Year 10	Year 11
<ul style="list-style-type: none"> • Explore how businesses operate <p>Types of business</p> <p>The purpose of business</p>	<ul style="list-style-type: none"> • Understand the costs involved in business and how businesses make a profit 	<ul style="list-style-type: none"> • Prepare a realistic Business Idea for a business start-up <p>Summative assessment</p> <p>(Repetition)</p>
<p>Key Vocab</p> <p>Purpose, Activities, Aims, Objectives, Key Performance Indicators, Measure, Success.</p>	<p>Key Vocab</p> <p>Costs, Start-up, Running, Fixed, Variable, Revenue, Expenditure, Cost of Sales</p>	<p>Key Vocab</p> <p>Format, aims, objective, stakeholder, goods, service.</p>

Autumn Two		
Year 9	Year 10	Year 11
<ul style="list-style-type: none"> • Explore how businesses operate <p>The purpose of business</p> <p>Measuring business success</p> <p>Summative assessment</p> <p>(Repetition)</p>	<ul style="list-style-type: none"> • Understand how businesses plan for success • Understand how businesses measure success 	<ul style="list-style-type: none"> • Present a realistic business model including all components for a business start-up <p>Summative assessment</p> <p>(Repetition)</p>
<p>Key Vocab</p> <p>Purpose, Activities, Aims, Objectives, Key Performance Indicators, Measure, Success.</p>	<p>Key Vocab</p> <p>Break even Budgeting Budgetary control Cash flow forecast</p>	<p>Key Vocab</p> <p>Format, aims, objective, stakeholder, goods, service.</p>

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Spring One		
Year 9	Year 10	Year 11
<ul style="list-style-type: none"> How market research helps a business to understand the market <p>Use of market research data to understand the market</p> <p>Methods for gathering market research data</p>	<ul style="list-style-type: none"> Recap <p>(Repetition)</p>	<ul style="list-style-type: none"> Know about job roles and functional areas in business <p>Taught and summative</p> <p>(Repetition)</p>
<p>Key Vocab</p> <p>Qualitative Quantitative Primary Secondary</p>	<p>Key Vocab</p> <p>Words used throughout the unit</p>	<p>Key Vocab</p> <p>Organisation Structure Functional area</p>

Spring Two		
Year 9	Year 10	Year 11
<ul style="list-style-type: none"> Consider how market research helps a business to understand the market <p>Use of market research data to understand the market</p> <p>Methods for gathering market research data</p> <p>Summative assessment</p> <p>(Repetition)</p>	<ul style="list-style-type: none"> Know how trends and the current business environment may impact on a business 	<ul style="list-style-type: none"> Produce documentation for specific job roles <p>Taught and summative</p> <p>(Repetition)</p>
<p>Key Vocab</p> <p>Qualitative Quantitative Primary Secondary</p>	<p>Key Vocab</p> <p>Local National Social Ethical Technology Environmental</p>	<p>Key Vocab</p> <p>Recruitment Job description Person Specification Applying Curriculum Vitae</p>

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Summer One		
Year 9	Year 10	Year 11
<ul style="list-style-type: none"> Investigate the use of the marketing mix (the 4Ps) 	<ul style="list-style-type: none"> Know how trends and the current business environment may impact on a business <p align="center">Summative assessment</p> <p align="center">(Repetition)</p>	<ul style="list-style-type: none"> Demonstrate interview skills and plan career development
<p align="center">Key Vocab</p> <p align="center">Market Product Place Price Promotion</p>	<p align="center">Key Vocab</p> <p align="center">Local National Social Ethical Technology Environmental</p>	<p align="center">Key Vocab</p> <p align="center">Interview Preparation Research Audit</p>

Summer Two		
Year 9	Year 10	Year 11
<ul style="list-style-type: none"> Investigate the use of the marketing mix (the 4Ps) <p align="center">Summative assessment</p> <p align="center">(Repetition)</p>	<ul style="list-style-type: none"> Successful Features of a business <p align="center">Summative Assessment</p> <p align="center">(Repetition)</p>	<ul style="list-style-type: none"> N/A
<p align="center">Key Vocab</p> <p align="center">Market Product Place Price Promotion</p>	<p align="center">Key Vocab</p> <p align="center">Successful Feature Innovative Entrepreneurial</p>	<p align="center">N/A</p>