

Subject: Business
Year Group: Year 10

Content Delivered Core knowledge		Content Delivered Core knowledge		Content Delivered Core knowledge	
Autumn 1 September – October	Autumn 2 November – December	Spring 1 January - February	Spring 2 March - April	Summer 1 April - May	Summer 2 June-July
Paper 1- Business Dynamics Paper 2- Business Considerations	Paper 1- Business Dynamics Paper 2- Business Considerations	Paper 1- Business Dynamics Paper 2- Business Considerations	Paper 1- Business Dynamics Paper 2- Business Considerations	Paper 1- Business Dynamics Paper 2- Business Considerations	Paper 1- Business Dynamics Paper 2- Business Considerations
Key Curriculum Skills:	Key Curriculum Skills:	Key Curriculum Skills:	Key Curriculum Skills:	Key Curriculum Skills:	Key Curriculum Skills:
A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis and Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis and Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis and Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis and Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis and Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis and Evaluation
Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):
<ol style="list-style-type: none"> Business activity Enterprise Goods and services Revenue, costs and profit Business planning <p>Real business example</p> <p>-John Lewis, Coca Cola, Dyson</p>	<ol style="list-style-type: none"> Business ownership Aims and objectives Stakeholders Market research Market Segmentation Marketing mix-Product <p>Real business example</p> <p>-Coop, Snapchat, Fitbit, Honest Burgers, Lego</p>	<ol style="list-style-type: none"> Business location and site Business growth Marketing mix-Price Marketing mix- Promotion <p>Real business example</p> <p>-Coca Cola, Sunny D, Aldi, ASA</p>	<ol style="list-style-type: none"> Marketing mix-Place Sales process Impact of legislation on business Globalisation <p>Real business example</p> <p>-Dapol, Starbucks</p>	<ol style="list-style-type: none"> International trade and the EU Methods of production Quality Technology <p>Real business example</p> <p>-Coca Cola, Lacoste, Jack's, The Flower Shop, Frank's houses</p>	<ol style="list-style-type: none"> Supply chain Sources of finance Break-even P & L Cash flow ARR <p>Real business example</p> <p>-Santander, Costa, Care bed's LTD, Iceland, Marks Spencer</p>
Assessment:	Assessment:	Assessment:	Assessment:	Assessment:	Assessment:
<ol style="list-style-type: none"> Business Activity Business Enterprise 	<ol style="list-style-type: none"> Ownership and Stakeholders Market research and Marketing mix-Product 	<ol style="list-style-type: none"> Location and growth Marketing mix- Price and Promotion 	<ol style="list-style-type: none"> Sales process 	<ol style="list-style-type: none"> Globalisation and trade Methods of production and quality 	<ol style="list-style-type: none"> Supply chain Finance
Literacy Curriculum:	Literacy Curriculum:	Literacy Curriculum:	Literacy Curriculum:	Literacy Curriculum:	Literacy Curriculum:
<p>-The competitive business environment</p> <p>-The importance of SMEs</p> <p>-Dynamic nature of business- Tesco Jaffa cake</p> <p>-Failure before success</p>	<p>- www.londonstockexchange.com</p> <p>-Sales up but profits fall</p> <p>-Amazon secures cashier less stores in London</p> <p>-Iceland to reduce plastic packaging in fruit and veg by 93%</p>	<p>-I wasn't allowed to pay for by burrito with cash</p> <p>-ASA ruling on Marks and Spencer complaint</p> <p>-Shop direct recruiting for new warehouse</p> <p>-Lidl launch 3 hour delivery service</p>	<p>Knowledge boards</p> <p>Dynamic learning e-book</p>	<p>-Trump signs off on deal</p> <p>-Will globalisation take away your job?</p> <p>-Starbucks open first outlet in Italy</p> <p>-Co2 shortage- Coca cola pauses production</p>	<p>- Marks and Spencer partner with Doodle to launch drive-through click and collect service</p> <p>- Gear4 music see profits surge</p>

Knowledge boards Dynamic learning e-book	- Price barriers, last-minute dinners and takeaway potential - Nintendo switch over takes 1990s SNES console in sale Knowledge boards Dynamic learning e-book	- Middle eastern expansion- Debenhams - McDonalds launch supersize table service Knowledge boards Dynamic learning e-book		- Lacoste announces milestone production - Britain's worst and best online retailers named by Which - How smart tech could transform disabled people's lives - Why in your opinion is Jack's choosing to source 8 out of 10 of its products from the UK? Knowledge boards Dynamic learning e-book	Knowledge boards Dynamic learning e-book
Home Learning	Home Learning	Home Learning	Home Learning	Home Learning	Home Learning
Minimum: Read directed pages and take quiz	Minimum: Read directed pages and take quiz	Minimum: Read directed pages and take quiz	Minimum: Read directed pages and take quiz	Minimum: Read directed pages and take quiz	Minimum: Read directed pages and take quiz

Subject: Business

Year Group: Year 11

Content Delivered Core knowledge		Content Delivered Core knowledge		Content Delivered Core knowledge	
Autumn 1 September – October	Autumn 2 November – December	Spring 1 January - February	Spring 2 March - April	Summer 1 April - May	Summer 2 June-July
Paper 1- Business Dynamics Paper 2- Business Considerations	Paper 1- Business Dynamics Paper 2- Business Considerations	Paper 1- Business Dynamics Paper 2- Business Considerations	Paper 1- Business Dynamics Paper 2- Business Considerations	Paper 1- Business Dynamics Paper 2- Business Considerations	Paper 1- Business Dynamics Paper 2- Business Considerations
Key Curriculum Skills:	Key Curriculum Skills:	Key Curriculum Skills:	Key Curriculum Skills:	Key Curriculum Skills:	Key Curriculum Skills:
A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis and Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis and Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis and Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis and Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis and Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis and Evaluation
Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):
Sources of finance Break-even P & L Cash flow ARR Methods of production Quality	Supply chain Ethical influences Economic influences Environmental influences Recruitment Real business example	Training Motivation Trade unions Business functions Real business example	Content finished	Content finished	Content finished

Real business example	-Body shop, Greggs, Velvet, John Lewis	-Costa, Tesco, BBC, Government			
Assessment:	Assessment:	Assessment:	Assessment:	Assessment:	Assessment:
Business finance Mock exam	Production External influences	Human resources			
Literacy Curriculum:	Literacy Curriculum:	Literacy Curriculum:	Literacy Curriculum:	Literacy Curriculum:	Literacy Curriculum:
- Marks and Spencer partner with Doodle to launch drive- through click and collect service - Gear4 music see profits surge Knowledge boards Dynamic learning e-book Case study work	-Body shop's modern slave executive summary - Environmental influences (Greggs) - The environmental impact of the fashion industry Knowledge boards Dynamic learning e-book Case study work	-7 tips to a successful video conference - Tesco to replace 1700 managers with lower paid staff - The BBCs recruitment process - www.livingwage.co.uk - Employees at Costa Coffee say £200 deduction for training is unfair Knowledge boards Dynamic learning e-book Case study work			
Home Learning	Home Learning	Home Learning	Home Learning	Home Learning	Home Learning
Minimum: Read directed pages and take quiz	Minimum: Read directed pages and take quiz	Minimum: Read directed pages and take quiz			

Subject: Business
Year Group: Year 12

Content Delivered Core knowledge		Content Delivered Core knowledge		Content Delivered Core knowledge	
Autumn 1 September – October	Autumn 2 November – December	Spring 1 January - February	Spring 2 March - April	Summer 1 April - May	Summer 2 June-July
Paper 1- Component 1 Business opportunities and Functions	Paper 1- Component 1 Business opportunities and Functions	Paper 1- Component 1 Business opportunities and Functions	Paper 1- Component 1 Business opportunities and Functions	Paper 1- Component 1 Business opportunities and Functions	Paper 1- Component 1 Business opportunities and Functions
Key Curriculum Skills:	Key Curriculum Skills:	Key Curriculum Skills:	Key Curriculum Skills:	Key Curriculum Skills:	Key Curriculum Skills:
A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis A04-Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis A04-Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis A04-Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis A04-Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis A04-Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis A04-Evaluation
Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):
<ol style="list-style-type: none"> Aims and Objectives Enterprise Business plans and Stakeholders Market Research Sampling Markets Segmentation Degree of competition <p>Real business example -JD, CMA</p>	<ol style="list-style-type: none"> Business structure Business location Demand and supply Elasticity Sources of finance <p>Real business example -Royal main, Starbucks</p>	<ol style="list-style-type: none"> Revenue and costs Break-even Budgeting Changes in working practices Recruitment Training <p>Real business example -Travel lodge</p>	<ol style="list-style-type: none"> Cash flow Income statements Ratio Analysis Appraisal Organisational design Motivation Leadership <p>Real business example -Tesco, Virgin group</p>	<ol style="list-style-type: none"> Trade unions Added value Production methods Capacity utilisation Technology 	<ol style="list-style-type: none"> Lean production Quality Stock Control Economies of scale R&D
Assessment:	Assessment:	Assessment:	Assessment:	Assessment:	Assessment:
<ol style="list-style-type: none"> Enterprise, business plans and market research Markets 	<ol style="list-style-type: none"> Business structure and location Demand/Supply and Elasticity 	<ol style="list-style-type: none"> Revenue, costs and breakeven Workforce planning and recruitment 	<ol style="list-style-type: none"> Business finance Human resources 	<ol style="list-style-type: none"> Business operations 	<ol style="list-style-type: none"> Business operations
Literacy Curriculum:	Literacy Curriculum:	Literacy Curriculum:	Literacy Curriculum:	Literacy Curriculum:	Literacy Curriculum:
-He said it was the stupidest idea he had ever seen' -The start-up blog	-Pick out 4 items from this years' budget that in your opinion will affect the demand for goods and services	-Similar goals, different paths	- Tesco to replace 1700 managers with lower paid staff	-Is there a need for health and safety laws in the workplace?	- E-waste mining could be big business

<p>-www.parliament.uk/briefing-papers/sn06078.pdf https://www.gov.uk/write-business-plan -Read this article about the impact seasonal trade has on some businesses -JD Sports' takeover bid for Footasylum blocked by watchdog -Read the information given by the CMA on: Who we are, responsibilities, our goals, who we work with Knowledge boards</p>	<p>-Read this article in pairs. Together pull out 7-8 words that you think are important to the story -Royal mail privatisation in coming weeks -Starbuck opens first outlet in Italy Knowledge boards</p>	<p>- The UK skills shortage is costing businesses £6.3bn - Travelodge target parents to fill post Brexit skills gap - Our recruitment process- BBC - How not to conduct an appraisal Knowledge boards</p>	<p>- Delaying at Sainsbury's - The 5 secrets of motivation from the Virgin Group - Management Vs Leadership- 5 ways they are different Knowledge boards</p>	<p>-Automation could be used to abuse staff, trade union warns -UK productivity continues lost decade - A supermarket is being piloted which has no tills Knowledge boards</p>	<p>-Cow and Gate baby food jars recalled over tampering fears' -Carbon dioxide crisis hits supermarket food choice Knowledge boards</p>
<p>Home Learning</p>	<p>Home Learning</p>	<p>Home Learning</p>	<p>Home Learning</p>	<p>Home Learning</p>	<p>Home Learning</p>
<p>Minimum- Read directed pages and answer questions</p>	<p>Minimum- Read directed pages and answer questions</p>	<p>Minimum- Read directed pages and answer questions</p>	<p>Minimum- Read directed pages and answer questions</p>	<p>Minimum- Read directed pages and answer questions</p>	<p>Minimum- Read directed pages and answer questions</p>

Year 13 Business

Content Delivered Core knowledge		Content Delivered Core knowledge		Content Delivered Core knowledge	
Autumn 1 September – October	Autumn 2 November – December	Spring 1 January - February	Spring 2 March - April	Summer 1 April - May	Summer 2 June-July
Paper 2- Component 2 Business analysis and strategy Paper 3- Component 3- Business in a changing world	Paper 2- Component 2 Business analysis and strategy Paper 3- Component 3- Business in a changing world	Paper 2- Component 2 Business analysis and strategy Paper 3- Component 3- Business in a changing world	Paper 2- Component 2 Business analysis and strategy Paper 3- Component 3- Business in a changing world	Paper 2- Component 2 Business analysis and strategy Paper 3- Component 3- Business in a changing world	Paper 2- Component 2 Business analysis and strategy Paper 3- Component 3- Business in a changing world
Key Curriculum Skills:	Key Curriculum Skills:	Key Curriculum Skills:	Key Curriculum Skills:	Key Curriculum Skills:	Key Curriculum Skills:
A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis A04-Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis A04-Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis A04-Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis A04-Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis A04-Evaluation	A01- Knowledge and Understanding A02- Reference to specific Businesses A03- Analysis A04-Evaluation
Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):	Key Knowledge (Cultural Capital and Content):
<ol style="list-style-type: none"> Data analysis and Market analysis Sales forecasting Budgets Balance Sheets Ratio Analysis Change Risk PEST-Political <p>Real business example - Quiz, Amazon</p>	<ol style="list-style-type: none"> Aims and objectives Decision making Decision trees Critical path analysis PEST- Economic PEST-Social PEST-Technological <p>Real business example -HS2, Boohoo</p>	<ol style="list-style-type: none"> Cost benefit analysis Investment appraisal Special orders Ethical and legal factors Environmental factors International trade 	<ol style="list-style-type: none"> Porters 5 forces Ansoff Matrix Growth Globalisation The EU 	Content finished	Content finished
Assessment:	Assessment:	Assessment:	Assessment:	Assessment:	Assessment:
<ol style="list-style-type: none"> Sales forecasting and market analysis Change and Risk 	<ol style="list-style-type: none"> Financial and non-financial performance PEST 	<ol style="list-style-type: none"> Decision making models International trade 	<ol style="list-style-type: none"> Investment appraisal Strategy and implementation 		
Literacy Curriculum:	Literacy Curriculum:	Literacy Curriculum:	Literacy Curriculum:	Literacy Curriculum:	Literacy Curriculum:
-Quiz's shares drop 15% amid rough trading period -Netflix price increase for customers	-Boohoo to investigate illegal practices -Don't trust your gut	Knowledge boards Directed podcasts			

-Amazon sparks fears over sales forecast -UK workers' job satisfaction at a 2 year low Knowledge boards Directed podcasts	Knowledge boards Directed podcasts				
Home Learning	Home Learning	Home Learning	Home Learning	Home Learning	Home Learning
Weekly catch-up course from Tutor2U	Weekly catch-up course from Tutor2U	Weekly catch-up course from Tutor2U	Weekly catch-up course from Tutor2U	Weekly catch-up course from Tutor2U	Weekly catch-up course from Tutor2U