

Share Multi Academy Trust

Curriculum Planning Template

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| Subject: | GCSE Business | Year | 10 | Ability | Mixed |

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| Term / Date(s) | Half term 1 (3 weeks) | Half term 1 (2 weeks) | Half term 1 (1 week) | Half term 1 (2 weeks) |
| Topic | Unit 1 Business in the real world  1.1 Purpose and nature of businesses | Unit 1 Business in the real world  1.2 Business ownership | Unit 1 Business in the real world  1.3 Setting business aims and objectives | Unit 1 Business in the real world  1.4 Stakeholders |
| Topic overview  Pupils will learn… | The purpose of business activity, the role of business enterprise and entrepreneurship. | The different types of ownership of businesses including the advantages and disadvantages of each type of ownership | The types of business aim and objectives together with the reason for setting them and to understand why objectives may change | The main stakeholders of a business and their objectives. To understand the impact of business activity on stakeholders and also the impact and influence stakeholders have on business |
| Components | **Students will learn the following knowledge:**  - Purpose of business in order to understand that businesses exist for a variety of reasons including producing goods, supplying services, distributing products  - Basic reasons for starting a business in order to understand why businesses exist  -Basic functions and types of business in order to classify businesses according to whether they produce a good or a service or satisfy a need or a want  - 3 different sectors of industry definition and examples in order to be able to classify a business as to whether it operates in a primary, secondary or tertiary sector  - Understand the factors of production of land, labour, capital and enterprise and be able to identify these for particular businesses  - Define opportunity cost in order to be able to explain the opportunity cost in particular business decision making scenarios  - Define the terms enterprise and entrepreneur and be able to outline the objectives of an entrepreneur to understand why individuals set up a business  - Outline the characteristics of an entrepreneur to understand why some individuals make better entrepreneurs than others and be able to apply this to real entrepreneurs | **Students will learn the following knowledge**  - Sole trader definition, advantages and disadvantages (including issues such as management & control, sources of finance available, liability and distribution of profits)  - Partnership definition, advantages and disadvantages  - Private limited company (ltd) definition, advantages and disadvantages  -Public limited company (plc) definition, advantages and disadvantages  - Not-for-profit organisation definition, advantages and disadvantages  -Definition of limited liability and which legal ownerships benefit from this  The importance of learning all the above types of ownerships is so that students can evaluate which legal structure would be most appropriate for a variety of business examples | **Students will learn the following knowledge**  - To know the difference between aims and objectives in order to be able to understand their role in the running of a business  - 7 main aims and objectives for businesses (PIGS and SSS) to be able to identify the aims for different businesses and how they differ depending on business size, level of competition and type of business  - Quantitative skills to be able to calculate basic profit and market share  - Changing objectives in order to understand why objectives may change as business evolves over time  - Use of objectives to judge success in order to understand that success is not just measured by profit | **Students will learn the following knowledge**  - Main stakeholders of a business in order to identify who may have an interest in the activities of a particular business  (important not to confuse stakeholders with shareholders)  - Objectives of stakeholders (such as maximising pay for workers, minimising environmental impact on local community and high dividend payments for owners) in order to understand how the activities of a business may impact on their stakeholders  - Impact and influence stakeholders have on business in order to be able to prioritise stakeholder needs  -Stakeholder conflicts in order to evaluate the impact of a business activity on all their main stakeholders |
| What pupils should already know  (prior learning components) | Students are new to this course so no prior learning of business.  We do assume some life knowledge such as an understanding of particular types of businesses e.g. what a supermarket is. | Students are new to this course so no prior learning of business.  We do assume some life knowledge such as an understanding of particular types of businesses e.g. what a supermarket is. | Students need to know the different types of business ownership (1.2) to understand how different ownerships will have different aims. | Students need to know the owners of different types of ownership (1.2) and the purpose of setting up a business (1.1) in order to identify the stakeholders of different businesses and their objectives |
| Transferrable knowledge (skills) | Students will gain confidence in the use of business terminology.  Factors of production needed for a business and sectors of industry will be useful when considering factors influencing location in 1.5 | Knowledge of different types of ownership will be useful in all future units because it has an influence on objectives, location, stakeholders.  Students will learn how to structure 9 mark exam questions which they will need to practice throughout this course | Quantitative skills will be useful throughout but particularly in Unit 5 Marketing and Unit 6 Finance.  Business examination skills of knowledge, application, analysis and evaluation | Students will be developing their skills in application, analysis and evaluation which will be needed throughout this course. Business examination skills of knowledge, application, analysis and evaluation |
| Key vocabulary pupil will know and learn | Goods  Services  Needs  Wants  Factors of production  Opportunity cost  Sectors of industry including primary, secondary and tertiary  Enterprise  Entrepreneur | Sole trader  Partnership  Deed of partnership  Private limited company  Public limited company  Memorandum and articles of association  Not-for-profit organisation  Share issue  Limited and unlimited liability  Incorporated and unincorporated | Aims  Objectives  Profit  Market share  Dividend | Stakeholders  Shareholders  Local community  Stakeholder conflict |
| Assessment activities | Multiple choice questions and short case study questions in workbook 1.1 completed within lesson  Key assessment at start of next half term on 1.1 and 1.2 | Multiple choice questions and short case study questions in in Workbook 1.2 completed within lesson covering 1.1 and 1.2 .  9 mark question evaluating possible change of ownership (Graham’s Guitars case study)  Key assessment at start of next half term on 1.1 and 1.2 | Multiple choice questions and short case study questions in work book 1.3 to be completed within lessons / homework, covering 1.1-1.3 | Multiple choice questions and short case study questions in workbook 1.4 to be completed within lessons/homework, covering 1.1-1.4  9 mark question evaluating the impact of stakeholders on a particular business (Primark case study) |
| Resources available | AQA GCSE (9-1) Business by Surridge & Gillespie.  Workbook 1.1 -available on Teams and student shared area | AQA GCSE (9-1) Business by Surridge & Gillespie.  Workbook 1.2 -available on Teams and student shared area | AQA GCSE (9-1) Business by Surridge & Gillespie.  Workbook 1.3 -available on Teams and student shared area | AQA GCSE (9-1) Business by Surridge & Gillespie.  Workbook 1.4 -available on Teams and student shared area |
| Notes  Why this topic is important… | This is the introductory unit to this course so it allows students to become familiar with some of the key business terminology. It provides the foundation for the rest of this course and it is assessed in both paper 1 and 2 of the final terminal assessments | This is the introductory unit to this course so it allows students to become familiar with some of the key business terminology. It provides the foundation for the rest of this course and it is assessed in both paper 1 and 2 of the final terminal assessments. Types of ownership is a very important element of this unit as the type of ownership has a large impact on aims and stakeholders, as well as the future study on sources of finance | This is the introductory unit to this course so it allows students to become familiar with some of the key business terminology. It provides the foundation for the rest of this course and it is assessed in both paper 1 and 2 of the final terminal assessments | This is the introductory unit to this course so it allows students to become familiar with some of the key business terminology. It provides the foundation for the rest of this course and it is assessed in both paper 1 and 2 of the final terminal assessments |

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| Term / Date(s) | Half term 2 (2 weeks) | Half term 2 (4 weeks) | Half term 2 (1 week) |
| Topic | Unit 1 Business in the real world  1.5 Business location | Unit 1 Business in the real world  1.6 Business planning  Unit 6 – Finance – just section 6.3 Financial terms and calculations | Unit 1 Business in the real world |
| Topic overview  Pupils will learn… | The factors influencing the location decision of a business | The purpose of business planning and be able to complete financial calculations | Consolidation of learning so far on Unit 1. |
| Components | **Students will learn the following knowledge**  - Factors influencing where a business is located (including proximity to market, availability of raw materials, labour, competition and costs) in order to explain why a business has located in a particular area or to recommend a location for a new business  - Influence of location on the costs and revenue of a business in order to understand the importance of getting the location right in order to make a profit | **Students will learn the following knowledge**  - Main sections within a business plan in order to be able to explain the reasons for producing a business plan  - The purpose of business planning (including raising finance, setting objectives & detailing how functions of a business will be organised) in order to understand the benefits of a business plan  - Limitations of a business plan in order to understand that although it can reduce risk success is not guaranteed and there is always uncertainty  - Basic financial terms need to be understood in order to be able to calculate profit, loss, breakeven and margin of safety (these include the difference between variable costs, fixed costs, and total costs. And the concepts of revenue, costs, profit, loss, breakeven and margin of safety) | **Students will learn the following knowledge**  Revision/Reteach of topics covered to date  - Purpose of business (1.1)  - Business ownership (1.2)  - Aims and objectives (1.3)  - Stakeholders (1.4)  -Location (1.5)  - Business planning (1.6)  Further development of exam technique |
| What pupils should already know  (prior learning components) | Factors of production needed for a business from 1.1  Sectors of industry from 1.1  In order to understand how these can impact on location decisions | Calculation of profit from learning on 1.3 Aims and objectives  Purpose of setting aims and objectives from 1.3  In order to understand how aims and objectives fit into a business plan |  |
| Transferrable knowledge (skills) | Business examination skills of knowledge, application, analysis and evaluation | Quantitative skills to calculate costs, revenue and profit which will be needed again in Unit 3 Operations (calculation of average costs), Unit 5 Marketing (calculation of revenue) and Unit 6 Finance (calculation of costs, revenue, profit, breakeven)  Business examination skills of knowledge, application, analysis and evaluation | Business examination skills of knowledge, application, analysis and evaluation |
| Key vocabulary pupil will know and learn | Proximity to market  Profit  Raw materials  Infrastructure | Business plan  Variable costs  Fixed costs  Total costs  Average costs  Revenue  Average revenue  Profit  Loss  Break even  Margin of safety |  |
| Assessment activities | Multiple choice questions and case study questions in workbook 1.5 completed within lesson/homework, covering all component of Unit 1 to date.  Key assessment in half term 3 | Multiple choice questions and short case study questions in workbook 1.6 completed within lesson/homework  Activities in additional calculation workbook  Activities in Unit 6 Financial terms workbook – completed in lessons and self-assessed |  |
| Resources available | AQA GCSE (9-1) Business by Surridge & Gillespie.  Workbook 1.5 -available on Teams and student shared area | AQA GCSE (9-1) Business by Surridge & Gillespie.  Workbook 1.6 -available on Teams and student shared area  Additional calculation workbook in student shared area  Unit 6 Financial terms workbook in student shared area | AQA GCSE (9-1) Business by Surridge & Gillespie.  Workbook 1.1, 1.2, 1.3, 1.4, 1.5 and 1.6 -available in student shared area |
| Notes  Why this topic is important… | This is the introductory unit to this course so it allows students to become familiar with some of the key business terminology. It provides the foundation for the rest of this course and it is assessed in both paper 1 and 2 of the final terminal assessments | This is the introductory unit to this course so it allows students to become familiar with some of the key business terminology. It provides the foundation for the rest of this course and it is assessed in both paper 1 and 2 of the final terminal assessments. It is particularly important that students are able to understand the financial concepts and are able to use these terms to calculate profit/loss and break even | This is the introductory unit to this course so it allows students to become familiar with some of the key business terminology. It provides the foundation for the rest of this course and it is assessed in both paper 1 and 2 of the final terminal assessments |

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| Term / Date(s) | Half term 3 (6 weeks plus 1 week consolidation of unit 1) | Half term 4 (6 weeks) | Half term 5 (5 weeks) | Half term 6 (7 weeks) |
| Topic | Unit 1 Business in the real world  1.7 Expanding a business | Unit 2 Influences on business  2.1 Technology  2.2 Ethical and environmental considerations  2.3 Economic climate on businesses | Unit 2 Influences on business  2.4 Globalisation  2.5 Legislation  2.6 Competitive environment | Unit 4 Human Resources  4.1 Organisational structures  4.2 Recruitment and selection of employees  4.3 Motivating employees  4.4 Training |
| Topic overview  Pupils will learn… | The distinction between internal and external growth. The methods of growth along with their advantages and disadvantages.  The benefits and drawbacks of expansion | The importance of external influences on business and how businesses change in response to these influences. The focus this half term will be the influences of technology, ethics, environment and economic climate on businesses | The importance of external influences on business and how businesses change in response to these influences. The focus this half term will be the influences of globalisation, legislation and the competitive environment | The purpose and roles of the HR function and how it influences business activity |
| Components | **Students will learn the following knowledge**  - Distinction between internal/organic growth and external growth to understand the impact of this on the scale and speed of the expansion  - 4 main methods of internal growth (franchising, opening new store, e-commerce and outsourcing) together with the advantages & disadvantages of each method in order to understand the best of growth for a particular business  - 2 main types of external growth including mergers and takeovers and then the specific types of mergers/takeovers such as horizontal integration, vertical integration and conglomerates in order to understand the best method of external growth for a particular business.  - Advantages of growth, including economies of scale (purchasing and technical economies) in order to understand why some firms, choose growth as an objective  -Disadvantages of growth, including diseconomies of scale, in order to understand why some firms, decide not to expand further  -Calculation of average unit costs in order to identify economies and diseconomies of scale | **Students will learn the following knowledge about technology**  - Changing use of ICT in business in order to understand the positive and negative impact of technology on business activity  - E-commerce definition together with the advantages and disadvantages of it for businesses to understand why many businesses have been affected by ecommerce  - Digital communication examples to understand how this has affected the way businesses communicate with a range of different stakeholders  **Ethical and environmental considerations**  - Ethical behaviour examples in order to identify ethical behaviour in given business scenarios  - Benefits and drawbacks to a business of behaving ethically in order to understand the impact this may have on profits  - 4 main environmental considerations and how businesses and consumers can accept greater environmental responsibility (traffic congestion, recycling, disposing of waste, noise & air pollution) and the impact of these on businesses.  - Sustainability definition and be able to analyse where there may be a possible trade-off between sustainability and profit  **Economic climate**  - 3 economic factors that affect businesses including interest rates, levels of employment and consumer spending in order to understand the impact that these economic factors can have on the success of a business | **Students will learn the following knowledge about globalisation**  - Globalisation definition in order to understand the benefits and drawbacks of globalisation to UK businesses  - 2 ways UK businesses can compete internationally (quality and lower prices) in order to benefit from globalisation  - Exchange rate definition and the impact of exchange rate changes (SPICED) in order to be able to explain the impact of changes on the price of exports and the cost of imports and consequently the impact on UK businesses  **Legislation** – only brief knowledge of each law needed  - Employment laws including national minimum wage/living wage and the Equality Act 2010 to understand the impact of these laws on businesses  - Health and Safety law including the Health & Safety at Work Act 1974 to understand the impact on business and the consequence of failure to follow the legislation  - Consumer law including the trade description law in order to understand the impact of this law on businesses  **Competitive environment**  - Competitive market v monopoly and the impact of these different levels of competition on the behaviour of a business  -Uncertainty and risks faced by businesses to understand how this may impact on a business and how a business may try to minimise their risks. | **Students will learn the following knowledge about organisational structures**  - Use of key terms such as span of control, chain of command, delayering and delegation in order to describe different internal organisational structures  - Job roles and responsibilities within a business in order to understand the importance of organisational structures  - Tall and flat organisational structures to understand their impact on how a business is managed  - Centralised and decentralised organisational structures and their impact on different ways of communication  **Recruitment and selection of employees**  - Difference between internal and external recruitment in order to understand the benefits and drawbacks of each  - Outline the main stages in the recruitment and selection process to understand the benefits of an effective process such as high productivity, high quality/customer service and staff retention  - Difference between different types of job contracts such as part time, full time, job share and zero hour contracts in order to understand the benefits of each.  **Motivating employees**  - Importance of motivation such as staff retention and high productivity to understand impact on business  - Financial methods of motivation (salary, wage, commission, profit sharing) to understand their use in a business  -Non-financial methods of motivation (management styles, training, greater responsibility, fringe benefits) to understand their use in business  **Training**  - Benefits of training (increased productivity, ability to deal with technological change, increase motivation, staff retention, high quality, good customer service) to understand the impact on business  - Methods of training to include induction, on the job, and off the job and be able to evaluate the most appropriate method of a variety of businesses |
| What pupils should already know  (prior learning components) | Type of ownership (1.2) and how this can help or hinder expansion  Aims and objectives (1.3) to understand why some firms may choose to grow  How to calculate profit (1.6) to be able to assess benefits of growth | Use of e-commerce to help businesses expand (1.7)  Different types of stakeholders (1.4)  Calculation of profit (1.6) | Benefits and drawbacks of growth (1.7) which can link to globalisation | Benefits of lower costs on profits (1.6) |
| Transferrable knowledge (skills) | Calculation of average unit costs will be needed when studying Unit 3 Operations. Business examination skills of knowledge, application, analysis and evaluation | Business examination skills of knowledge, application, analysis and evaluation | Business examination skills of knowledge, application, analysis and evaluation | Business examination skills of knowledge, application, analysis and evaluation |
| Key vocabulary pupil will know and learn | Internal and external growth  Organic growth  Franchises  Outsourcing  E-commerce  Mergers and takeovers  Economies of scale including purchasing and technical economies  Diseconomies of scale  Average unit costs | E-commerce  Digital communication  Ethics  Sustainability  Interest rates  Income elasticity of demand  Unemployment  Economic climate  Trade cycle/business cycle/economic cycle  Recession | Globalisation  Exchange rates  Legislation  National minimum wage/living wage  Equality Act 2010  Health & Safety at Work Act (1974)  Trade Description Act  Monopoly  Uncertainty | Span of control  Delegation  Chain of command  Delayering  Hierarchy  Tall v flat structures  Centralised v decentralised structures  Internal v external recruitment  Job description and person specification  Zero hour contracts  Staff retention  Labour turnover  Productivity  Motivation  Fringe benefits  Induction training  On-the-job training  Off-the-job training |
| Assessment activities | Key assessment of Unit 1 (1.1 to 1.6) – similar to External exam Paper 1 – Section A short mark questions and then longer case study questions including 6 mark and 9 mark.  Workbook activities in Workbook 1.7 (Part 1 and Part 2) | Multiple choice questions and short case study questions in workbook 2.1, 2.2 and 2.4 completed within lesson/homework | Multiple choice questions and short case study questions in workbook 2.4,2.5,2.6 completed within lesson/ homework  Key assessment of Unit 2 with some questions linking to Unit 1 as well- this will take place towards end of this half term -similar to external exam paper 1 – Section A short mark questions and Section B case study questions | Multiple choice questions and short case study questions in workbook 4.1-4.4 completed within lesson  Key assessment on Unit 4 with some questions linking to Unit 1 and /or Unit 2- this will take place towards the end of the academic year - similar to external exam paper 1 – Section A short mark questions and Section B case study questions |
| Resources available | AQA GCSE (9-1) Business by Surridge & Gillespie.  Workbook 1.7 Internal Growth and 1.7 External Growth -available on Teams and student shared area | AQA GCSE (9-1) Business by Surridge & Gillespie.  Workbook 2.1, 2.2 and 2.3 -available on Teams and student shared area | AQA GCSE (9-1) Business by Surridge & Gillespie.  Workbook 2.4, 2.5 and 2.6 -available on Teams and student shared area | AQA GCSE (9-1) Business by Surridge & Gillespie.  Workbook 4.1, 4.2, 4.3 and 4.4 -available on Teams and student shared area |
| Notes  Why this topic is important… | This is the introductory unit to this course so it allows students to become familiar with some of the key business terminology. It provides the foundation for the rest of this course and it is assessed in both paper 1 and 2 of the final terminal assessments. Students should have an understanding of how firms can grow in order to satisfy their growth objective | Units 1 and 2 are assessed on both external exam papers. Unit 2 provides an outline of factors outside the control of the firm which can impact on businesses so it is important for businesses to understand how these factors could potentially impact on them so that the business can then decide the best way of responding | Units 1 and 2 are assessed on both external exam papers. Unit 2 provides an outline of factors outside the control of the firm which can impact on businesses so it is important for businesses to understand how these factors could potentially impact on them so that the business can then decide the best way of responding | Unit 4 is the first of the units on the main functional areas of the business. The knowledge from this is assessed in Paper 1 of the GCSE papers. Unit 4 helps explain the role and importance of the HR function in helping the business run smoothly. |