

			AUTUMN 1	AUTUMN 2	SPRING 1	SPRING 2	SUMMER 1	SUMMER 2	Extra
Business Studies	Year 10 Investigating Small Business	Topic	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 on business	Topic 2.1 Growing the business	
		Overarching Enquiry Question	How & why new Business Ideas come about?	How customer needs are met?	How does a business set its Aims & Objectives?	Wat are the factors that impact the success of the business?	What are the external influences on business decision making?	How can businesses grow & evolve?	
		Link to prior Knowledge		Au1	Au1, Au2	Au1, Au2, Sp1	Au1, Sp1, SP2	Au1, SP1, SP2	
	Year 11 Building a Business	Topic	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	REVISION	REVISION EXAMS	HOMEWORK BOOKLET SIL
		Overarching Enquiry Question	How each element of the marketing mix is managed?	How the business operates & manages its resources on a day to day basis?	How the business makes Financial decisions?	What methods are used to manage the human resources within the business?	REVISION	REVISION EXAMS	
		Link to prior Knowledge	Yr10 Au1, Au2, Sp2	All in Yr10, Au1	All in Yr10, Au1, Au2	All in Yr10, Au1, Au2, Sp1	All in year 10 & 11	All in year 10 & 11	
Economics	Year 10 Introduction to Economics	Topic	Economic Groups & Factors of production	Economic problems, The Role of Markets,	Supply, Demand	Price, Competition	Production, The labour Market	The role of money & fiscal markets	HOMEWORK BOOKLET MKR
		Overarching Enquiry Question	What are the basic principles of Economics?	What is the role of the market?	How the micro economic environment impacts the economy?	How does the market forces of demand and supply affect equilibrium?	What is the role of the labour market?	What is the role of the financial sector for the economy?	
		Link to prior Knowledge		Au1	Au1, Au2	Au1, Au2, Sp1	Au1, Sp1, SP2	Au1, SP1, SP2	
	Year 11 National and International Economics	Topic	Economic growth, Unemployment, distribution of income	Price Stability, Fiscal & Monetary Policy, Supply side policy, Market limitations	International Trade, Balance of Payments	Exchange rates, Globalisation	REVISION	REVISION EXAMS	HOMEWORK BOOKLET MKR
		Overarching Enquiry Question	What is Economic Growth?	What is meant by price stability and inflation? What are the effects of Policies to the economy?	Why countries import & export goods?	What is globalisation and how it affects exchange rates?	REVISION	REVISION EXAMS	
		Link to prior Knowledge	Yr10 Au1, Au2, Sp2	All in Yr10, Au1	All in Yr10, Au1, Au2	All in Yr10, Au1, Au2, Sp1	All in year 10 & 11	All in year 10 & 11	
Enterprise and Marketing	Year 10	Topic R068	Market research, How to identify a customer profile	Develop a product proposal	Review whether a business proposal is financially viable	Review the likely success of the business proposal	R067- Exam Unit: Characteristics, risk and reward for enterprise, Market research to target a specific customer	What makes a product financially viable using the formula for break-even & Understand product development through use of marketing mix	HOMEWORK BOOKLET AAE
	R068/R067	Overarching Enquiry Question	What market research methods are used to identify the potential target market?	How can you develop a design proposal for a business?	What are the financial costs involved in designing a business proposal?	What are the factors that lead to success of a business proposal?	Why market research is used to identify a specific audience	What are the financial & marketing factors that affect the viability of products or services?	

		Link to prior Knowledge		Aut 1	Aut 1, Aut 2	Aut 1, Aut 2, Spr 1	Aut 1, Aut 2, Spr 1, Spr 2	Aut 1, Aut 2, Spr 1, Spr 2 Sum 1	
	Year 11	Topic	Factors to consider when pricing a product to attract and retain customers	Factors to consider when starting up and running an enterprise Understand different functional activities needed to support a business startup	Develop a brand identity to target a specific customer profile Create a promotional campaign for a brand and product	Plan and pitch a proposal, Review a brand proposal, promotional campaign and professional pitch	REVISION EXAMS RESITS	REVISION EXAMS RESITS	HOMEWORK BOOKLET AAE
	R067/R069	Overarching Enquiry Question	How to attract and retain customers?	What are the appropriate forms of ownership for a business start-up? How are each of the main functional areas needed in a new business?	What is a brand identity and promotional objectives?	How is a professional pitch planned and delivered?	REVISION FOR RESITS	REVISION FOR RESITS	
		Link to prior Knowledge	All in Yr10	All in Yr10, Au1	All in Yr10, Au1, Au2	All in Yr10, Au1, Au2, Sp1	All in year 10 & 11	All in year 10 & 11	
Economics	Year 12	Topic	Economic methodology and the economic problem, Individual economic decision making	Price determination in a competitive market, Production, costs and revenue	Perfect competition, imperfectly competitive markets and monopoly	The labour market	The distribution of income and wealth: poverty and inequality	The market mechanism, market failure and government intervention in markets	
		Overarching Enquiry Question	How do we make economic decisions?	How is price used as a factor to determine a competitive market?	What are the key attributes of competitive markets?	How does the labour market impact the economy?	How is income & wealth distributed in poverty & inequality?	How can the government intervene to aid/support the market?	
		Link to prior Knowledge	Year 10/11 GCSE content- if prior knowledge	Aut 1	Aut 1, Aut 2	Aut 1, Aut 2, Spr1	Aut 1, Aut2, Spr 1, Spr 2	All of year 12	
	Year 13	Topic	The measurement of macroeconomics through circular flow of income. AD/AS analysis	Economic performance Financial markets and monetary policy	Fiscal policy and supply-side policies	The international economy	REVISION EXAMS	REVISION EXAMS	
		Overarching Enquiry Question	How does the macro economy work?	How well does the economy perform?	How/Why do the fiscal & supply-side policy influence the economy	What is the impact of international economy			
		Link to prior Knowledge	All of Year 12	All of Year 12, Aut 1	All of Year 12, Aut 1, Aut 2	All of Year 12, Aut 1, Aut 2, Spr 1	All of Year 12, Aut 1, Aut 2, Spr 1, Spr 2	All of year 12 & 13	
BTEC/Applied Business Studies	Year 12	Topic	UNIT 1 Explore the features of different businesses and analyse what makes them successful UNIT 3 LO A Understand the importance of managing personal finance	UNIT 1 Investigate how businesses are organised UNIT 3 LO C Understand the purpose of accounting	UNIT 1 Examine the environment in which businesses operate & examine business markets UNIT 3 LO E Break-even and cash flow forecasts	UNIT 1 Investigate the role and contribution of innovation and enterprise to business success. UNIT 3 REVISION	UNIT 1- NEA Submission UNIT 3- EXAM	UNIT 2 Investigate the role and contribution of innovation and enterprise to business success. Influences on marketing activity UNIT 8 Examine how effective recruitment and selection	

			LO B Explore the personal finance sector	LO D Select and evaluate different sources of business finance	LO F Complete statements of comprehensive income and financial position and evaluate a business's performance			contribute to business success	
Extended Certificate	Units 1,3	Overarching Enquiry Question	Understand the principles of business?	What is the purpose of business & personal finance accounting	How do you calculate and complete the financial documents in business?	How do businesses become successful through innovation?		How do business recruit and select new staff?	
		Link to prior Knowledge	Year 10/11 GCSE content- if prior knowledge	Aut 1	Aut 1, Aut 2	Aut 1, Aut 2, Spr1	Aut 1, Aut2, Spr 1, Spr 2	All of year 12	
	Year 13	Topic	UNIT 8 Examine how effective recruitment and selection contribute to business success UNIT 2 Purpose of researching information to identify the needs and wants of customers Market research methods and use Developing the rationale	UNIT 8 Undertake a recruitment activity to demonstrate the processes leading to a successful job offer UNIT 2 Marketing campaign activity Marketing mix The marketing campaign Appropriateness of marketing campaign	UNIT 8 Reflect on the recruitment and selection process and your individual performance. UNIT 2- EXAM	UNIT 8- MISSING COURSEWORK-CORRECTIONS EXAM RESITS: UNIT 2 & 3 REVISION & PREP	UNIT 8: SUBMISSION EXAM RESITS: UNIT 2 & 3 REVISION	MISSING COURSWORK-EXAM RESITS REVISION	
	Units 2,8	Overarching Enquiry Question	How does the Human resource's function impact upon performance of staff? & why do businesses carry out market research?	How do you conduct a professional interview to recruit staff? What is the purpose of marketing mix?	How do you reflect on interview process skills and develop new skills?				
		Link to prior Knowledge	All of Year 12	All of Year 12, Aut 1	All of Year 12, Aut 1, Aut 2	All of Year 12, Aut 1, Aut 2, Spr 1	All of Year 12, Aut 1, Aut 2, Spr 1, Spr 2	All of year 12 & 13	