

## Year 10

	Term 1a	Term 1b	Term 2a	Term 2b	Term 3a	Term 3b
Topics Covered	<b>What are businesses?</b> <ul style="list-style-type: none"> <li>Key terms</li> <li>Stakeholders</li> <li>Objectives</li> <li>Business Organisations</li> </ul>	<b>Marketing</b> <ul style="list-style-type: none"> <li>Key terms</li> <li>What is marketing?</li> <li>Product</li> <li>Price</li> <li>Place</li> <li>Promotion</li> </ul>	<b>What are businesses?</b> <ul style="list-style-type: none"> <li>Key terms</li> <li>Factors of production</li> <li>Chain of production</li> <li>Production</li> <li>Quality</li> <li>Productivity</li> <li>Business size &amp; growth</li> </ul>	<b>External Influences</b> <ul style="list-style-type: none"> <li>Key terms</li> <li>Location</li> <li>SLEPT analysis: social</li> <li>SLEPT analysis: legal</li> <li>SLEPT analysis: economic</li> <li>SLEPT analysis: political</li> <li>SLEPT analysis: technological</li> </ul>	<b>Human Resources</b> <ul style="list-style-type: none"> <li>Key terms</li> <li>Obtaining workers</li> <li>Training workers</li> <li>Motivation</li> <li>Trade unions</li> <li>Ending employment</li> <li>Internal organisation</li> <li>Communication</li> </ul>	<b>Financial aspects of business</b> <ul style="list-style-type: none"> <li>Key terms</li> <li>Break-even analysis</li> <li>Budgets</li> <li>Cash flow forecasts</li> <li>Sources of finance</li> <li>Business accounts</li> <li>Ratio analysis</li> </ul>
Important Dates	End of module/benchmark assessment 25 <sup>th</sup> October 2008	Modular assessment 15 <sup>th</sup> December 2009	Modular assessment 6 <sup>th</sup> February 2009	Modular assessment 30 <sup>th</sup> March 2009	Modular assessment 27 <sup>th</sup> April 2009 Revision assessment 24 <sup>th</sup> April, 1 <sup>st</sup> May, 8 <sup>th</sup> May, 22 <sup>nd</sup> May	Modular assessment 17 <sup>th</sup> July 2009 Revision assessment 1 <sup>st</sup> June 2009 Mock exam 5 <sup>th</sup> June to 25 <sup>th</sup> June
Coursework		Task 1 – Marketing plan for one retail business 15 <sup>th</sup> December 2008 Deadline for first draft of Task 2 19 <sup>th</sup> December 2008	Task 2 – Target market 16 <sup>th</sup> January 2009 Task 3 – Primary market research 30 <sup>th</sup> January 2009 Start task 4 13 <sup>th</sup> February 2009	Task 4 – Analysis of market research 6 <sup>th</sup> March 2009 Task 5 – Secondary market research 27 <sup>th</sup> March 2009		

## Year 11 – Single Business Studies

	Term 1a	Term 1b	Term 2a	Term 2b	Term 3a	Term 3b	
Topics Covered	Review of coursework and marketing topics.	<b>Revise</b> <b>What are businesses?</b> <ul style="list-style-type: none"> <li>Key terms</li> <li>Factors of production</li> <li>Chain of production</li> <li>Production</li> <li>Quality</li> <li>Productivity</li> <li>Business size &amp; growth</li> <li>What is marketing?</li> <li>Production</li> <li>Quality</li> <li>Productivity</li> </ul>	<b>Revise</b> Practise papers to identify areas for revision. Draw up revision time line. <b>Human Resources</b> <ul style="list-style-type: none"> <li>Key terms</li> <li>Obtaining workers</li> <li>Training workers</li> <li>Motivation</li> <li>Trade unions</li> <li>Ending employment</li> <li>Internal organisation</li> <li>Communication</li> </ul>	<b>Revise, using practise papers, financial aspects of business</b> <ul style="list-style-type: none"> <li>Key terms</li> <li>Break-even analysis</li> <li>Budgets</li> <li>Cash flow forecasts</li> <li>Sources of finance</li> <li>Business accounts</li> <li>Ratio analysis</li> </ul>	<b>Revise</b> Practise questions on <ul style="list-style-type: none"> <li>Key terms</li> <li>Location</li> <li>Social influences</li> <li>Economic influences</li> <li>Political influences</li> <li>Technological influences</li> </ul>	<b>Revise</b> Practise questions on <ul style="list-style-type: none"> <li>Key terms</li> <li>Production</li> <li>Quality</li> <li>Productivity</li> <li>What is marketing?</li> <li>Product</li> <li>Price</li> <li>Place</li> <li>Promotion</li> <li>Location</li> <li>Social influences</li> <li>Economic influences</li> <li>Political influences</li> <li>Technological influences</li> </ul>	
Important Dates	Coursework due 24 <sup>th</sup> October	Coursework due 10 <sup>th</sup> November and 21 <sup>st</sup> November	Coursework due 3 <sup>rd</sup> January Mock exam 8 <sup>th</sup> January Revision 7 <sup>th</sup> February	Revision task 25 <sup>th</sup> February, 4 <sup>th</sup> March, 11 <sup>th</sup> March, 18 <sup>th</sup> March, 25 <sup>th</sup> March, 1 <sup>st</sup> April Final coursework reviews 3 <sup>rd</sup> April	Revision task 22 <sup>nd</sup> April, 29 <sup>th</sup> April	Revision workshops TBA	
Coursework	Task 1 – Marketing plan for one retail business Task 2 – Target market Task 3 – Marketing research	Task 4 – Analysis of market research (first draft due 10 <sup>th</sup> November) Task 5 – Secondary market research (first draft due 21 <sup>st</sup> November) Task 6 - Conclusion	Coursework review 3 <sup>rd</sup> January. Evaluate coursework against marking criteria. Identify areas for improvement and make changes accordingly.	Coursework review. Assess work against marking criteria. Identify areas for improvement and make changes accordingly. Edit and finalise.			

## Year 11 – Double Business Studies

	Term 1a	Term 1b	Term 2a	Term 2b	Term 3a	Term 3b
Topics Covered	Review of coursework.  <b>Investigating business</b> <ul style="list-style-type: none"> <li>• Aims &amp; objectives</li> <li>• Business ownership</li> <li>• Business location</li> <li>• Business activity</li> <li>• Functional areas</li> <li>• Communication</li> <li>• External influences</li> </ul>	Coursework.  <b>Peoples &amp; business?</b> <ul style="list-style-type: none"> <li>• Stakeholders</li> <li>• Investigating job roles</li> <li>• Working arrangements</li> <li>• Rights of employers &amp; employees</li> <li>• Resolving disagreements</li> <li>• Recruitment &amp; training</li> <li>• Customer service</li> </ul> Revision of financial aspects of business.	Review of coursework.  <b>Investigating business</b> <ul style="list-style-type: none"> <li>• Aims &amp; objectives</li> <li>• Business ownership</li> <li>• Business location</li> <li>• Business activity</li> <li>• Functional areas</li> <li>• Communication</li> </ul> Revision using practise papers.	Review of coursework.  <b>Peoples &amp; business?</b> <ul style="list-style-type: none"> <li>• Stakeholders</li> <li>• Investigating job roles</li> <li>• Working arrangements</li> <li>• Rights of employers &amp; employees</li> <li>• Resolving disagreements</li> <li>• Recruitment &amp; training</li> <li>• Customer service</li> </ul> Revision using practise papers.	<b>Revise</b> <ul style="list-style-type: none"> <li>• Practise questions and intervention on break even</li> <li>• Business accounts</li> <li>• Sources of finance</li> <li>• Financial planning</li> <li>• Finance</li> <li>• Budgets</li> <li>• Cash flow</li> <li>• Making &amp; receiving payments</li> <li>• Financial decision making</li> </ul>	<b>Revise</b> Practise questions on <ul style="list-style-type: none"> <li>• Key terms</li> <li>• Production</li> <li>• Quality</li> <li>• Productivity</li> <li>• What is marketing?</li> <li>• Product</li> <li>• Price</li> <li>• Place</li> <li>• Promotion</li> <li>• Location</li> <li>• Social influences</li> <li>• Economic influences</li> <li>• Political influences</li> <li>• Technological influences</li> </ul>
Important Dates	Coursework due 24 <sup>th</sup> October	Task 1 – 07/11 Task 2 – 14/11 Task 3 – 19/11 Task 4 – 05/12 Task 5 – 12/12 Task 6 – 19/12	Coursework due 3 <sup>rd</sup> January  Mock exam 8 <sup>th</sup> January  Revision 7 <sup>th</sup> February	Revision task 25 <sup>th</sup> February, 4 <sup>th</sup> March, 11 <sup>th</sup> March, 18 <sup>th</sup> March, 25 <sup>th</sup> March, 1 <sup>st</sup> April  Final coursework reviews 3 <sup>rd</sup> April	Revision task 22 <sup>nd</sup> April, 29 <sup>th</sup> April	Revision workshops TBA
Coursework		People & business (six tasks)	Coursework review	Coursework review. Assess work against marking criteria. Identify areas for improvement and make changes accordingly. Edit and finalise.		