



GCSE Business – Year 11

	Topic	Key Knowledge <i>What will all students KNOW by the end of the topic?</i>	Key Skills <i>What key skills will be learnt/developed by the end of the topic? What will all students be able to DO by the end of the topic?</i>	Assessment Opportunities <i>What are the key pieces of assessment? How will students be assessed?</i>
Autumn	<p>4.3 The sales process and customer service</p> <p>4.4 Consumer law</p> <p>4.5 Business location</p> <p>4.6 Working with suppliers</p>	<p>Methods of selling</p> <ul style="list-style-type: none"> • The influence of e-commerce on business activity • The importance to a business of good customer service including after-sales service • The contribution of product knowledge and customer engagement to good customer service <p>The impact of legislation on businesses, including employment law and consumer law</p> <p>Factors influencing business location costs, the proximity to market, labour and material</p> <p>The role of procurement: identifying goods and services to buy, choosing suppliers, ordering goods and services, receiving deliveries from suppliers</p>	<p>Apply business concepts to familiar and unfamiliar contexts.</p> <p>Develop problem solving and decision making skills relevant to business.</p> <p>Investigate, analyse and evaluate business opportunities and issues.</p> <p>Demonstrate knowledge and understanding of business concepts and issues. Apply these business concepts to familiar and unfamiliar contexts</p>	<p>1 x Homework a week</p> <p>MCQ – Quizzes</p> <p>Key term/concept consolidation</p> <p>Exam Questions / Now test yourself questions in revision book.</p> <p>Complete at least one in class assessment during the half term at an appropriate point, either an extended piece of writing and/or exam style questions.</p>

Curriculum Map: Year 11 Subject GCSE Business

		The impact of logistical and supply decisions on businesses: time, length of supply chain, reliability of supply, costs, customer service		
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5.1 The role of the finance function	The purpose of the finance function, its role within business and how it influences business activity	Demonstrate knowledge and understanding of business concepts and issues,	MOCK EXAMS – November 21 – 2 nd Dec
5.2 Sources of finance	What different sources of business finance are available and their suitability for new and established businesses	Students will develop the ability to interpret and use quantitative data to support, inform and justify business decisions.	1 x Homework a week
5.3 Revenue, costs, profit and loss	The concept of revenue, costs, profit and loss, including break even and gross and net profit ratios	Interpretation and use of quantitative data in business contexts to support, inform and justify business decisions.	MCQ – Quizzes
5.4 Break-even	<ul style="list-style-type: none"> • The concept of break-even • Simple calculation of break-even quantity • The usefulness of break-even in business decision-making 	<p>Quantitative Skills: Calculation and interpret in a business context, including:</p> <ul style="list-style-type: none"> • percentages and percentage changes • averages • revenue, costs and profit • gross profit margin and net profit margin ratios • average rate of return • cash-flow forecasts, including total costs, total revenue and net cash flow 	Key term/concept consolidation
5.5 Cash and cash flow	<p>The importance of cash to a business, the difference between cash and profit, and cash-flow forecasting</p> <p>The use of financial information in understanding business performance and making business decisions</p>	Students will use ICT skills by completing accounts in Excel.	Exam Questions / Now test yourself questions in revision book.

Curriculum Map: Year 11 Subject GCSE Business

Spring	6.1 Ethical and environmental considerations	<ul style="list-style-type: none"> Ethical considerations and their impact on businesses, treatment of workers/suppliers/customers, sourcing of materials, marketing decisions <p>Environmental considerations and their impact on businesses: changing levels of consumer income and unemployment.</p>	Analyse and evaluate business information and issues to demonstrate understanding of business activity, make judgements and draw conclusions.	<p>1 x Homework a week</p> <p>MCQ – Quizzes</p> <p>Key term/concept consolidation</p> <p>Exam Questions / Now test yourself questions in revision book.</p>
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	<p>6.2 The economic climate</p> <p>6.3 Globalisation</p> <p>7. The interdependent nature of business</p>	<p>The impact of the economic climate on businesses, including changing levels of consumer income and unemployment</p> <p>The impact of globalisation on businesses, including how businesses compete internationally. The growth of multinational companies, influences on business location, international branding, how businesses compete internationally.</p> <p>The interdependent nature of business operations, finance, marketing and human resources within a business context</p>	<p>Demonstrate knowledge and understanding of business concepts and issues. Developing confidence of application of business concepts to a range of business situations</p> <p>Quantitative Skills interpreting economic data to assess the impact and to make recommendations.</p> <p>Analyse and evaluate business information and issues to demonstrate understanding of business activity, make judgements and draw conclusions.</p>	<p>1 x Homework a week</p> <p>MCQ – Quizzes</p> <p>Key term/concept consolidation</p> <p>Exam Questions / Now test yourself questions in revision book.</p> <p>MOCK EXAMS – 13Th - 24Th March</p>
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<p>Summer</p>	<p>Revision and exam practice</p>	<p>All topics covered in Year 10 and 11 to be revised.</p>	<p>Demonstrate knowledge and understanding of business concepts and issues.</p> <p>Apply knowledge and understanding of business concepts and issues to a variety of contexts.</p> <p>Analyse and evaluate business information and issues to demonstrate understanding of business activity, make judgements and draw conclusions.</p> <ul style="list-style-type: none"> •use business terminology to identify and explain business activity. •apply business concepts to familiar and unfamiliar contexts. •develop problem solving and decision making skills relevant to business. •investigate, analyse and evaluate business opportunities and issues. •make justified decisions using both qualitative and quantitative data including its selection. <p>interpretation, analysis and evaluation, and the application of appropriate quantitative skills</p>	<p>1 x Homework a week</p> <p>MCQ – Quizzes</p> <p>Key term/concept consolidation</p> <p>Exam Questions / Now test yourself questions in revision book.</p>
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