

# Business Studies



**Head of Department: Mr M. Caceres**

**Year 9**

You'll start by exploring the world of small businesses through the lens of an entrepreneur. How and why do business ideas come about? What makes a successful business? You'll learn how to develop an idea, spot an opportunity and turn it into a successful business. You will understand how to make a business effective, manage money and see how the world around us affects businesses and all the people involved.

Edexcel	Autumn 1	Autumn 2
<b>Focus/Context for Learning</b>	<b><u>1.1 Enterprise and entrepreneurship</u></b> 1.1.1 The dynamic nature of business 1.1.2 Risk and reward 1.1.3 The role of business enterprise	<b><u>1.2 Spotting a business opportunity</u></b> 1.2.1 Customer needs 1.2.2 Market research
	Spring 1	Spring 2
<b>Focus/Context for Learning</b>	1.2.3 Market segmentation 1.2.4 The competitive environment  <b><u>1.3 Putting a business idea into practice</u></b> 1.3.1 Business aims and objectives	<b><u>1.3 Putting a business idea into practice</u></b> 1.3.2 Business revenues, costs and profits 1.3.3 Cash and cash-flow 1.3.4 Sources of business finance
	Summer 1	Summer 2
<b>Focus/Context for Learning</b>	<b><u>Topic 1.4 Making the business effective</u></b> 1.4.1 The options for start-up and small businesses 1.4.2 Business location 1.4.3 The marketing mix	<b><u>Topic 1.4 Making the business effective</u></b> 1.4.4 Business plans  <b><u>Topic 1.5 Understanding external influences on business</u></b> 1.5.1 Business stakeholders 1.5.2 Technology and business

# Business Studies



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**Year 10**

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Edexcel	Autumn 1	Autumn 2
<b>Focus/Context for Learning</b>	<p><b><u>Topic 1.5 Understanding external influences on business (Continued)</u></b></p> <p>1.5.1 Business stakeholders 1.5.2 Technology and business</p> <p><b><u>2.1 Growing the business</u></b></p> <p>2.1.1 Business growth 2.1.2 Changes in business aims and objectives</p>	<p><b><u>2.1 Growing the business</u></b></p> <p>2.1.3 Business and globalisation 2.1.4 Ethics, the environment and business</p>
<b>Focus/Context for Learning</b>	<p><b><u>Spring 1</u></b></p> <p><b><u>2.2 Making marketing decisions</u></b></p> <p>2.2.1 Product 2.2.2 Price 2.2.3 Promotion 2.2.4 Place 2.2.5 Using the marketing mix to make business decisions</p>	<p><b><u>Spring 2</u></b></p> <p><b><u>2.3 Making product decisions</u></b></p> <p>2.3.1 Business operations 2.3.2 Working with suppliers 2.3.3 Managing quality 2.3.4 The sales process</p>
<b>Focus/Context for Learning</b>	<p><b><u>Summer 1</u></b></p> <p><b><u>2.4 Making financial decisions</u></b></p> <p>2.4.1 Business calculations 2.4.2 Understanding business performance</p> <p><b><u>2.5 Making people decisions</u></b></p> <p>2.5.1 Organisational structures 2.5.2 Effective recruitment 2.5.3 Effective training and development</p>	<p><b><u>Summer 2</u></b></p> <p><b><u>Exam Practice &amp; Revision</u></b> <b><u>Theme 1 &amp; Theme 2</u></b></p>

# Business Studies



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**Year 11**

You will investigate business growth. How does a business develop beyond the start-up phase? You'll learn about key business concepts and issues and decisions you need to make when growing a business and working in a global business. You'll learn about meeting customer needs, making marketing, operational, financial and human resourcing decisions and you'll explore how the wider world impacts the business as it grows.

Edexcel	Autumn 1	Autumn 2
<b>Focus/Context for Learning</b>	<p><b><u>2.2 Making marketing decisions</u></b> 2.2.5 Using the marketing mix to make business decisions</p> <p><b><u>2.3 Making product decisions</u></b> 2.3.1 Business operations 2.3.2 Working with suppliers 2.3.3 Managing quality 2.3.4 The sales process</p>	<p><b><u>2.4 Making financial decisions</u></b> 2.4.1 Business calculations 2.4.2 Understanding business performance</p> <p><b><u>Topic 2.5 Making people decisions</u></b> 2.5.1 Organisational structures 2.5.2 Effective recruitment 2.5.3 Effective training and development 2.5.4 Motivation</p>
	Spring 1	Spring 2
<b>Focus/Context for Learning</b>	<p><b><u>Exam Practice &amp; Revision Theme 1 &amp; Theme 2</u></b></p>	<p><b><u>Exam Practice &amp; Revision Theme 1 &amp; Theme 2</u></b></p>
	Summer 1	Summer 2
<b>Focus/Context for Learning</b>	<p><b><u>Exam Practice &amp; Revision Theme 1 &amp; Theme 2</u></b></p>	<p><b><u>Exam Practice &amp; Revision Theme 1 &amp; Theme 2</u></b></p>