

Key Stage 4 Subject Timeline Year 9 to 11

Subject: Business Studies

Exam Board: Edexcel

Year 9							
	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2	
Topics	<p>Topic 1.1 Enterprise and entrepreneurship 1.1.1 The dynamic nature of business 1.1.2 Risk and reward 1.1.3 The role of business enterprise</p>	<p>Topic 1.2 Spotting a business opportunity 1.2.1 Customer needs 1.2.2 Market research 1.2.3 Market segmentation 1.2.4 The competitive environment</p>	<p>Topic 1.3 Putting a business idea into practice 1.3.1 Business aims and objectives 1.3.2 Business revenues, costs, and profits 1.3.3 Cash and cash-flow 1.3.4 Sources of business finance</p>	<p>Topic 1.4 Making the business effective 1.4.1 The options for start-up and small businesses 1.4.2 Business location 1.4.3 The marketing mix 1.4.4 Business plans</p>	<p>Topic 1.5 Understanding external influences on business 1.5.1 Business stakeholders 1.5.2 Technology and business 1.5.3 Legislation and business</p>	<p>Topic 1.5 Understanding external influences on business 1.5.4 The economy and business 1.5.5 External influences</p>	
Key skills and Concepts	<p>Understanding of the reasons for starting a business and its functions, types of businesses and the concepts of enterprise and entrepreneurship. Alongside what business risks are, and rewards entrepreneurs can receive.</p> <p>Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, Literacy skills</p>	<p>Understanding the importance of identifying and satisfying customer needs and the types of market segmentation. Also, the concept of market research and how businesses compete effectively in their given markets.</p> <p>Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, Literacy skills</p>	<p>Understanding the purpose of business aims & objectives, financial terms & calculations, how businesses source funding to support their enterprises.</p> <p>Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, Literacy skills and Maths skills i.e., business calculations.</p>	<p>Understanding the purpose of business planning and sections of a business plan, learning the several types of business ownership, and the factors influencing the location decision of a business.</p> <p>Alongside, to develop an understanding of the 4Ps of the Marketing Mix (Product, Price, Place & Promotion).</p> <p>Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, Literacy skills</p>	<p>Understanding the concept of stakeholders and their impact and influences on business, and the knowledge and understanding of technological influences on business operations i.e., e-commerce and the impact of business law on corporations.</p> <p>Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, Literacy skills</p>	<p>Knowledge and understanding of how the economic climate impacts business decisions i.e., interest rates.</p> <p>Learners will know and understand the importance of external influences on business operations.</p> <p>Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, Literacy skills</p>	
Threshold Concepts	<p>The dynamic nature of business is essential for providing a holistic overview and understanding of how businesses become businesses with the support of entrepreneurship and enterprise.</p>	<p>Links Marketing concepts to the key foundational concepts in Topic 1.2 Spotting a business opportunity.</p>	<p>Links Financial concepts to the key foundational concepts in Topic 1.1 Enterprise and entrepreneurship.</p>	<p>Links business concepts to the key foundational concepts in Topic 1.1 Enterprise and entrepreneurship alongside Topic 1.2 Spotting a business opportunity.</p>	<p>Links business concepts to the key foundational concepts in Topic 1.1 Enterprise and entrepreneurship.</p>	<p>Links business concepts to the key foundational concepts in Topic 1.1 Enterprise and entrepreneurship alongside Topic 1.3 Putting a business idea into practice.</p>	

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Endpoints	<ul style="list-style-type: none"> - What is a business? - Who establishes businesses and the skills required to successfully establish an enterprise? - What form of business ownership are there? 	<ul style="list-style-type: none"> - Why do businesses identify and understand their customer needs? - What is market segmentation and how do businesses segment the market they operate in? - What is market research? - What are the methods of market research available for entrepreneurs? - How does the competitive environment impact the business and its performance? 	<ul style="list-style-type: none"> - How to develop a business plan? - What type of aims and objectives do businesses set and why? - What is cash flow? - How do business source funding for their enterprises? 	<ul style="list-style-type: none"> - How to develop a business plan? - How can businesses expand their business operations? - Why should business consider where they locate? - What do each element of the marketing mix do / their functions within a business? - How do each of the 4Ps collaborate? - How do businesses use the marketing mix to inform and implement business decisions? 	<ul style="list-style-type: none"> - Who are business stakeholders? - How do stakeholder impact business operations? - What are the technological influences on businesses? - How does business law impact the functionality of a business. 	<ul style="list-style-type: none"> - How do economic principals impact business operations? - How do external impacts affect the performance of businesses?
Assessment	End of topic assessment	End of topic assessment	End of topic assessment Business calculation assessment	End of topic assessment	Definition/spelling assessment	Paper 1 assessment (PPE)

Key Stage 4 Subject Timeline Year 9 to 11

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Year 10						
	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Topics	<p>Topic 2.1 Growing the business 2.1.1 Business growth 2.1.2 Changes in business aims and objectives 2.1.3 Business and globalisation 2.1.4 Ethics, the environment and business</p>	<p>Topic 2.2 Making marketing decisions 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>Topic 2.3 Making operational decisions 2.3.1 Business operations 2.3.2 Working with suppliers 2.3.3 Managing quality 2.3.4 The sales process</p>	<p>Topic 2.4 Making financial decisions 2.4.1 Business calculations 2.4.2 Understanding business performance</p>	<p>Topic 2.5 Making human resource decisions 2.5.1 Organisational structures 2.5.2 Effective recruitment</p>	<p>Topic 2.5 Making human resource decisions 2.5.3 Effective training and development 2.5.4 Motivation</p>
Key skills and Concepts	<p>Knowledge and understanding of how business grow and expand (retrieval practice) and how do aims and objectives alter over time (retrieval practice). Understanding and insight about the influences of globalisation to business operations. Alongside the concept of business ethics and sustainability.</p>	<p>Learners will recap the components of the Marketing Mix.</p>	<p>Learners will know and understand the concept of business operations i.e., job, flow & batch production, the importance of suppliers, how business maintain quality and learning the concept of customer service.</p>	<p>Knowledge and understanding of key business calculations (gross profit & net profit and profit margins). Alongside how business monitor and assess their own business performance.</p>	<p>Learners will develop a holistic understanding of HR components i.e., training, recruitment, and organisational structural charts with relation to relevant business examples. Also, to gain an understanding of the HR constructs of motivating employees.</p>	<p>Learners will develop a holistic understanding of HR components i.e., training, recruitment, and organisational structural charts with relation to relevant business examples. Also, to gain an understanding of the HR constructs of motivating employees.</p>
Threshold Concepts	<p>Links business concepts to the key foundational concepts in Topic 1.1 Enterprise and entrepreneurship, Topic 1.2 Spotting a business opportunity alongside Topic 1.3 Putting a business idea into practice.</p>	<p>Links Marketing concepts to the key foundational concepts in Topic 1.2 Spotting a business opportunity and Topic 1.4 Making the business effective.</p>	<p>Links Operational concepts to the key foundational concepts in Topic 1.3 Putting a business idea into practice, Topic 1.4 Making the business effective and Topic 1.5 Understanding external influences on business.</p>	<p>Links Financial concepts to the key foundational concepts in Topic 1.3 Putting a business idea into practice.</p>	<p>Links Human Resources concepts to the key foundational concepts in Topic 1.1 Enterprise and entrepreneurship and Topic 1.4 Making the business effective.</p>	<p>Links Human Resources concepts to the key foundational concepts in Topic 1.1 Enterprise and entrepreneurship and Topic 1.4 Making the business effective.</p>

Key Stage 4 Subject Timeline Year 9 to 11

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Endpoints	<ul style="list-style-type: none"> - How do businesses set aims and objectives alter over time? - How do businesses expand their business operations? - What globalised factors influence the functionality of a business? - Why is it essential businesses behave ethically? - What does the concept of sustainability mean to businesses? - 	<ul style="list-style-type: none"> - What are the 4Ps in the Marketing Mix? - How does the Marketing Mix influence and affect business decisions alongside operations? - 	<ul style="list-style-type: none"> - What is flow, job, and batch production? - How do businesses maintain high quality? - Why is it important businesses maintain good supplier relations? - How do businesses provide good customer service? 	<ul style="list-style-type: none"> - What is gross profit? - How do you calculate net profit? - Why is it important business understand their profit margins? 	<ul style="list-style-type: none"> - What is HR? - What type of organisation structures businesses have? - What are the benefits and drawbacks of given organisational structures? - Why do businesses train their staff? - How do business recruit and select new staff to join the business? - What factors do businesses need to consider when recruiting and selecting new employees? - How can businesses motivate their employees? 	<ul style="list-style-type: none"> - What is HR? - What type of organisation structures businesses have? - What are the benefits and drawbacks of given organisational structures? - Why do businesses train their staff? - How do business recruit and select new staff to join the business? - What factors do businesses need to consider when recruiting and selecting new employees? - How can businesses motivate their employees?
Assessment	End of topic assessment	Spelling/definition assessment	End of topic assessment	March PPE	Definition/spelling assessment	Paper 2 assessment (PPE)

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Year 11						
	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Topics	<p>Consolidation & retrieval practice:</p> <p>Topic 1.1 Enterprise and entrepreneurship Topic 1.2 Spotting a business opportunity Topic 1.3 Putting a business idea into practice</p>	<p>Consolidation & retrieval practice:</p> <p>Topic 1.4 Making the business effective Topic 1.5 Understanding external influences on business</p>	<p>Consolidation & retrieval practice:</p> <p>Topic 2.1 Growing the business Topic 2.2 Making marketing decisions Topic 2.3 Making operational decisions</p>	<p>Consolidation & retrieval practice:</p> <p>Topic 2.4 Making financial decisions Topic 2.5 Making human resource decisions</p>	<p>Exam technique and revision until exam study leave.</p>	<p>Exam technique and revision until exam study leave.</p>
Key skills and Concepts	Learners to recap all topics in Paper 1.	Learners to recap all topics in Paper 1.	Learners to recap all topics in Paper 2.	Learners to recap all topics in Paper 2.	<p>Understanding of key exam techniques i.e., exam answer writing structures for 9-mark questions.</p> <p>Further subject consolidation on given business topics.</p>	<p>Understanding of key exam techniques i.e., exam answer writing structures for 9-mark questions.</p> <p>Further subject consolidation on given business topics.</p>
Threshold Concepts	Links all Theme 1 (Paper 1) topics.	Links all Theme 1 (Paper 1) topics.	Links all Theme 2 (Paper 2) topics.	Links all Theme 2 (Paper 2) topics.	Consolidation of learning for all the Edexcel GCSE Business specification units.	Consolidation of learning for all the Edexcel GCSE Business specification units.
Endpoints	<ul style="list-style-type: none"> - Who are entrepreneurs? - What are the 4ps? - Why do businesses have to comply with business legislation? - How do businesses set aims and objectives? - How do you calculate sales revenue? - Who are business stakeholders? 	<ul style="list-style-type: none"> - Why do businesses need to consider where they locate? - What are business risks and rewards? - What is market segmentation? - Why do business complete market research? 	<ul style="list-style-type: none"> - How do businesses grow and develop their businesses? - How do businesses use the Marketing Mix to make decisions? - What is HR? 	<ul style="list-style-type: none"> - How do businesses train, recruit and motivate their employees? - What are profit margins? - How do you calculate net and gross profit? - Why do businesses have to maintain excellent quality? - Who are suppliers and how do they impact business operations? 	<ul style="list-style-type: none"> - What are the exam answer writing structures for each type of assessment question 	<ul style="list-style-type: none"> - What are the exam answer writing structures for each type of assessment question?

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Assessment	-			<ul style="list-style-type: none"> - Why is it important businesses provide good customer service? - What is the difference between batch and flow production? - Why do businesses need to behave ethically? - What is sustainable business practice? 		
	<i>Business calculation assessment</i> <i>End of topic practice questions – 6,9 & 12 markers</i> <i>Theme 1 MCQs</i> <i>t</i>	<i>End of topic assessment</i> <i>December PPE</i>	<i>End of topic practice questions – 6,9 & 12 markers</i> <i>Theme 1 MCQs</i>	<i>End of topic practice questions – 6,9 & 12 markers</i> <i>Theme 2 MCQs</i> <i>March PPE assessments of paper 1 & 2.</i>	<i>Edexcel past papers / mock papers on all business topic areas.</i>	<i>Edexcel past papers / mock papers on all business topic areas.</i>