

**Key Stage 4 Subject Timeline Year 9 to 11**

**Subject: Business Studies**

**Exam Board: Edexcel GCSE 9-1**

Year 9							
	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2	
Topics	<p><b>Topic 1.1 Enterprise and entrepreneurship</b></p> <p>1.1.1 The dynamic nature of business</p> <p>1.1.2 Risk and reward</p> <p>1.1.3 The role of business enterprise</p>	<p><b>Topic 1.2 Spotting a business opportunity</b></p> <p>1.2.1 Customer needs</p> <p>1.2.2 Market research</p> <p>1.2.3 Market segmentation</p> <p>1.2.4 The competitive environment</p>	<p><b>Topic 1.3 Putting a business idea into practice</b></p> <p>1.3.1 Business aims and objectives</p> <p>1.3.2 Business revenues, costs, and profits</p> <p>1.3.3 Cash and cash-flow</p> <p>1.3.4 Sources of business finance</p>	<p><b>Topic 1.4 Making the business effective</b></p> <p>1.4.1 The options for start-up and small businesses</p> <p>1.4.2 Business location</p> <p>1.4.3 The marketing mix</p> <p>1.4.4 Business plans</p>	<p><b>Topic 1.5 Understanding external influences on business</b></p> <p>1.5.1 Business stakeholders</p> <p>1.5.2 Technology and business</p>	<p><b>Topic 1.5 Understanding external influences on business</b></p> <p>1.5.3 Legislation and business</p> <p>1.5.4 The economy and business</p> <p>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.</p> <p>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 &amp; objectives, financial terms &amp; 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 &amp; 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.</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 how legislation impacts the functionality of businesses. Alongside 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>	
Endpoints	<ul style="list-style-type: none"> <li>- What is a business?</li> <li>- Who establishes businesses and the skills required to</li> </ul>	<ul style="list-style-type: none"> <li>- Why do businesses identify and understand their customer needs?</li> </ul>	<ul style="list-style-type: none"> <li>- How to develop a business plan?</li> </ul>	<ul style="list-style-type: none"> <li>- How to develop a business plan?</li> </ul>	<ul style="list-style-type: none"> <li>- Who are business stakeholders?</li> </ul>	<ul style="list-style-type: none"> <li>- How do economic principals impact business operations?</li> </ul>	

## Key Stage 4 Subject Timeline Year 9 to 11

**Subject: Business Studies**

**Exam Board: Edexcel GCSE 9-1**

	<p><i>successful establish an enterprise?</i></p> <ul style="list-style-type: none"> <li>- <i>What form of business ownership are there?</i></li> </ul>	<ul style="list-style-type: none"> <li>- <i>What is market segmentation and how do businesses segment the market they operate in?</i></li> <li>- <i>What is market research?</i></li> <li>- <i>What are the methods of market research available for entrepreneurs?</i></li> <li>- <i>How does the competitive environment impact the business and its performance?</i></li> </ul>	<ul style="list-style-type: none"> <li>- <i>What type of aims and objectives do businesses set and why?</i></li> <li>- <i>What is cash flow?</i></li> <li>- <i>How do business source funding for their enterprises?</i></li> </ul>	<ul style="list-style-type: none"> <li>- <i>How can businesses expand their business operations?</i></li> <li>- <i>Why should business consider where they locate?</i></li> <li>- <i>What do each element of the marketing mix do / their functions within a business?</i></li> <li>- <i>How do each of the 4Ps collaborate?</i></li> <li>- <i>How do businesses use the marketing mix to inform and implement business decisions?</i></li> </ul>	<ul style="list-style-type: none"> <li>- <i>How do stakeholder impact business operations?</i></li> <li>- <i>What are the technological influences on businesses?</i></li> </ul>	<ul style="list-style-type: none"> <li>- <i>What legislation impacts business' decisions?</i></li> <li>- <i>Which legislation do businesses need to adhere to and why?</i></li> </ul>
<b>Assessment</b>	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)

Year 10						
	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
<b>Topics</b>	<p><b>Topic 1.3. Putting a business idea into practice &amp; 2.1 Growing the business</b></p> <p>1.3.4 Sources of business finance</p> <p>2.1.1 Business growth</p> <p>2.1.2 Changes in business aims and objectives</p> <p>2.1.3 Business and globalisation</p> <p>2.1.4 Ethics, the environment and business</p>	<p><b>Topic 1.3 Putting a business idea into practice</b></p> <p>1.5.3 Legislation &amp; business</p> <p>1.5.4 The economy &amp; business</p> <p>1.5.5 External influences</p> <p>1.3.2 Business revenues, costs, and profits</p> <p>1.3.3 Cash and cash-flow</p>	<p><b>Topic 2.2 Making marketing decisions</b></p> <p>2.2.1 Product</p> <p>2.2.2 Price</p> <p>2.2.3 Promotion</p> <p>2.2.4 Place</p> <p>2.2.5 Using the marketing mix to make business decisions</p>	<p><b>Topic 2.3 Making operational decisions</b></p> <p>2.3.1 Business operations</p> <p>2.3.2 Working with suppliers</p> <p>2.3.3 Managing quality</p> <p>2.3.4 The sales process</p>	<p><b>Topic 2.4 Making financial decisions</b></p> <p>2.4.1 Business calculations</p> <p>2.4.2 Understanding business performance</p>	<p><b>Topic 2.5 Making human resource decisions</b></p> <p>2.5.1 Organisational structures</p> <p>2.5.2 Effective recruitment</p> <p>2.5.3 Effective training and development</p> <p>2.5.4 Motivation</p>

## Key Stage 4 Subject Timeline Year 9 to 11

**Subject: Business Studies**

**Exam Board: Edexcel GCSE 9-1**

<b>Key skills and Concepts</b>	<p>Knowledge and understanding of how business grow and expand (retrieval practice) and how do aims and objectives alter over time (retrieval practice).</p> <p>Understanding and insight about the influences of globalisation to business operations. Alongside the concept of business ethics and sustainability.</p>	<p>Understanding financial terms &amp; calculations, the concept of cash flow and 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>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 &amp; 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 &amp; 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>
<b>Threshold Concepts</b>	<p>Links Financial concepts to the key foundational concepts in Topic 1.1 Enterprise and entrepreneurship alongside Topic 1.3 Putting a business idea into practice.</p>	<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>
<b>Endpoints</b>	<ul style="list-style-type: none"> <li>- How do businesses set aims and objectives alter over time?</li> <li>- How do businesses expand their business operations?</li> <li>- What globalised factors influence the functionality of a business?</li> <li>- Why is it essential businesses behave ethically?</li> <li>- What does the concept of sustainability mean to businesses?</li> </ul>	<ul style="list-style-type: none"> <li>- What is cash flow?</li> <li>- How do business source funding for their enterprises?</li> <li>- How do you calculate profit, sales revenue, and interest?</li> </ul>	<ul style="list-style-type: none"> <li>- What are the 4Ps in the Marketing Mix?</li> <li>- How does the Marketing Mix influence and affect business decisions alongside operations?</li> </ul>	<ul style="list-style-type: none"> <li>- What is flow, job, and batch production?</li> <li>- How do businesses maintain high quality?</li> <li>- Why is it important businesses maintain good supplier relations?</li> <li>- How do businesses provide good customer service?</li> </ul>	<ul style="list-style-type: none"> <li>- What is gross profit?</li> <li>- How do you calculate net profit?</li> <li>- Why is it important business understand their profit margins?</li> </ul>	<ul style="list-style-type: none"> <li>- What is HR?</li> <li>- What type of organisation structures businesses have?</li> <li>- What are the benefits and drawbacks of given organisational structures?</li> <li>- Why do businesses train their staff?</li> <li>- How do business recruit and select new staff to join the business?</li> <li>- What factors do businesses need to consider when recruiting and selecting new employees?</li> <li>- How can businesses motivate their employees?</li> </ul>

## Key Stage 4 Subject Timeline Year 9 to 11

**Subject: Business Studies**

**Exam Board: Edexcel GCSE 9-1**

<b>Assessment</b>	<i>End of topic assessment</i>	<i>Business calculation assessment</i>	<i>End of topic assessment</i>	<i>March PPE</i>	<i>End of topic assessment Business calculation assessment</i>	<i>Paper 2 assessment</i>
-------------------	--------------------------------	--	--------------------------------	------------------	--	---------------------------

Year 11						
	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
<b>Topics</b>	<p><b>Topic 2.5 Making human resource decisions</b> 2.5.1 Organisational structures 2.5.2 Effective recruitment 2.5.3 Effective training and development 2.5.4 Motivation</p>	<p><b>Topic 1.3 Putting a business idea into practice</b> 1.3.2 Business revenues, costs, and profits 1.3.3 Cash and cash-flow 1.3.4 Sources of business finance</p> <p><b>Topic 2.3 Making operational decisions</b> 2.3.1 Business operations 2.3.2 Working with suppliers</p>	<p><b>Topic 2.4 Making financial decisions</b> 2.4.1 Business calculations 2.4.2 Understanding business performance</p> <p><b>Topic 2.3 Making operational decisions</b> 2.3.3 Managing quality 2.3.4 The sales process</p>	<p><b>Consolidation &amp; retrieval practice:</b>  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</p>	<p><b>Consolidation &amp; retrieval practice:</b>  Topic 2.1 Growing the business 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</p>	<p><i>Exam technique and revision until exam study leave</i></p>
<b>Key skills and Concepts</b>	<p><i>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.</i></p>	<p><i>Understanding financial terms &amp; calculations, the concept of cash flow and how businesses source funding to support their enterprises.</i></p> <p><i>Learners will know and understand the concept of business operations i.e., job, flow &amp; batch production, the importance of suppliers, how</i></p>	<p><i>Knowledge and understanding of key business calculations (gross profit &amp; net profit and profit margins). Alongside how business monitor and assess their own business performance.</i></p> <p><i>Learners will continue learning about the operational functions of businesses.</i></p>	<p><i>Learners to recap all topics in Paper 1.</i></p>	<p><i>Learners to recap all topics in Paper 2.</i></p>	<p><i>Understanding of key exam techniques i.e., exam answer writing structures for 9-mark questions.</i></p> <p><i>Further subject consolidation on given business topics.</i></p>

## Key Stage 4 Subject Timeline Year 9 to 11

**Subject: Business Studies**

**Exam Board: Edexcel GCSE 9-1**

		<p><i>business maintain quality and learning the concept of customer service.</i></p> <p><i>Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, Literacy skills and Maths skills i.e., business calculations.</i></p>	<p><i>Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, Literacy skills and Maths skills i.e., business calculations.</i></p>			
<b>Threshold Concepts</b>	<p><i>Links Human Resources concepts to the key foundational concepts in Topic 1.1 Enterprise and entrepreneurship and Topic 1.4 Making the business effective.</i></p>	<p><i>Links Financial concepts to the key foundational concepts in Topic 1.1 Enterprise and entrepreneurship alongside Topic 1.3 Putting a business idea into practice.</i></p> <p><i>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</i></p>	<p><i>Links Financial concepts to the key foundational concepts in Topic 1.3 Putting a business idea into practice.</i></p> <p><i>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.</i></p>	<p><i>Links all Theme 1 (Paper 1) topics.</i></p>	<p><i>Links all Theme 2 (Paper 2) topics.</i></p>	<p><i>Consolidation of learning for all the Edexcel GCSE Business specification units.</i></p>
<b>Endpoints</b>	<ul style="list-style-type: none"> <li>- What is HR?</li> <li>- What type of organisations structure do businesses have?</li> <li>- What are the benefits and drawbacks of given organisational structures?</li> <li>- Why do businesses train their staff?</li> <li>- How do business recruit and select new staff to join the business?             <ul style="list-style-type: none"> <li>- What factors do businesses need to consider when recruiting and selecting new employees?</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>- What is cash flow?</li> <li>- How do business source funding for their enterprises?</li> <li>- How do you calculate profit, sales revenue, and interest?</li> <li>- What is flow, job, and batch production?</li> <li>- How do businesses maintain high quality?</li> <li>- Why is it important businesses maintain good supplier relations?</li> <li>-</li> </ul>	<ul style="list-style-type: none"> <li>- What is gross profit?</li> <li>- How do you calculate net profit?</li> <li>- Why is it important business understand their profit margins?</li> <li>- What is flow, job, and batch production?</li> <li>- How do businesses maintain high quality?</li> <li>- Why is it important businesses maintain good supplier relations? How do businesses provide good customer service?</li> </ul>	<ul style="list-style-type: none"> <li>- Who are entrepreneurs?</li> <li>- What are the 4ps?</li> <li>- Why do businesses have to comply with business legislation?</li> <li>- How do businesses set aims and objectives?</li> <li>- How do you calculate sales revenue?</li> <li>- Who are business stakeholders?</li> <li>- Why do businesses need to consider where they locate?</li> <li>- What are business risks and rewards?</li> </ul>	<ul style="list-style-type: none"> <li>- How do businesses grow and develop their businesses?</li> <li>- How do businesses use the Marketing Mix to make decisions?</li> <li>- What is HR?</li> <li>- How do businesses train, recruit and motivate their employees?</li> <li>- What are profit margins?</li> <li>- How do you calculate net and gross profit?</li> <li>- Why do businesses have to maintain excellent quality?</li> </ul>	<ul style="list-style-type: none"> <li>- What are the exam answer writing structures for each type of assessment question?</li> </ul>

**Key Stage 4 Subject Timeline Year 9 to 11**

**Subject: Business Studies**

**Exam Board: Edexcel GCSE 9-1**

	<i>How can businesses motivate their employees?</i>			<ul style="list-style-type: none"> <li>- <i>What is market segmentation?</i></li> <li>- <i>Why do business complete market research?</i></li> </ul>	<ul style="list-style-type: none"> <li>- <i>Who are suppliers and how do they impact business operations?</i></li> <li>- <i>Why is it important businesses provide good customer service?</i></li> <li>- <i>What is the difference between batch and flow production?</i></li> <li>- <i>Why do businesses need to behave ethically?</i></li> <li>- <i>What is sustainable business practice?</i></li> </ul>	
<b>Assessment</b>	<i>End of topic assessment HR MCQ quiz.</i>	<i>December PPE Business calculation assessment</i>	<i>End of topic assessment</i>	<i>End of topic practice questions – 6,9 &amp; 12 markers</i>  <i>Theme 1 MCQs</i>	<i>End of topic practice questions – 6,9 &amp; 12 markers</i>  <i>Theme 2 MCQs</i>	<i>Edexcel past papers / mock papers on all business topic areas.</i>