**GCSE Business Studies Curriculum Overview**

**Year 10**

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| **Subject and Year Group** | **Autumn**  **Year 10** | **Autumn 2**  **Year 10** | **Spring 1**  **Year 10** | **Spring 2**  **Year 10** | **Summer 1**  **Year 10** | **Summer 2**  **Year 10** |
| **Topic/Unit to be studied** | **Topic 1: Business Activity**  **Topic 2: Marketing** | | **Topic 2: Marketing (cont)**  **Topic 3: Human Resources** | | **Topic 3: People**  **Topic 4 Operations** | |
| **Core Knowledge and skills** | Topic 1: Business Activity  Topic 2: Introduction to Marketing    The role of business enterprise and entrepreneurship  Business planning  Business ownership  Business aims and objectives  Stakeholders in business  Business growth  The role of marketing  Market research  Market segmentation | | Topic 2: Marketing:    Market segmentation  The Marketing mix  Promotion  Place  Marketing Mix integration    Topic 3 : People  The role of human resources  Organisational structures and different ways of working  Communication  Recruitment and Selection  Motivation and retention  Training and development | | Topic 3 : People  Employment Law    Topic 4 Operations  Production processes  Quality of goods and services  The sales process and customer service    Revision for End of Year Summative Assessment | |
| **Assessment** | **Summative:** Topic 1 Business Activity Topic Test (Learning Cycle 1) October 2021    **Formative:** Entrepreneur Presentation and Business Plans | | **Summative:** Topic 2 Marketing and Business Activity Assessment (Learning Cycle 2) January 2022    **Formative:** MCQ assessment  Marketing Mix – Activity / Presentation | | **Summative:** Topic 2 People End of Topic Test at the end of the Spring term (Learning Cycle 3) April 2022  **Summative:** End of Year Assessment Business Activity, Marketing and People (Learning Cycle 4) May 2022  **Formative:** Recruitment and Selection / Interview assessment (peer assessment) | |

**Year 11**

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| **Subject and Year Group** | **Autumn**  **Year 11** | **Autumn 2**  **Year 11** | **Spring 1**  **Year 11** | **Spring 2**  **Year 11** | **Summer 1**  **Year 11** | **Summer 2**  **Year 11** |
| **Topic/Unit to be studied** | **Topic 4: Operations**  **Topic 6: Influences on business** | | **Topic 5: Finance**  **Topic 7: The interdependent nature of business** | | **Revision** | |
| **Core Knowledge and skills** | Topic 4: Operations  Production processes  Quality of goods and services  The sales process and customer service  Consumer law  Business location  Working with suppliers    Topic 6: Influences on business  Ethical and environmental considerations  The economic climate  Globalisation | | Topic 5: Finance  The role of the finance function  Sources of finance  Revenue, costs, profit and loss  Average Rate of Return      Topic 7: The interdependent nature of business  How these interdependencies underpin business decision making | | All of Topics 1 to 7 as mentioned above  Utilising e-books and a range of revision material to develop students exam technique. | |
| **Assessment (How do we know if pupils have learnt what we’ve taught them?5)** | **Summative:** Topic 1-3 Summative assessment (delay from summer in 2021)  **Formative:** In classexam questions on operations management  **Summative:** Topic 4 Operations retrieval practice (teacher assessment) | | **Summative:** Mock exam to cover elements of paper 1 and 2 (January 2022)  **Formative:** MCQS assessment  **Summative:** Topic 5 Finance based assessment on all the key financial documents. | | **Summative:** Summative assessment: Paper 2 Mock Exam at the beginning of the Summer term April 2022 | |