



Subject: Business Studies

Learners will be able to understand different forms of business organisations, the environments in which businesses operate and business functions such as marketing, operations and finance and appreciate the role of people in business success.

Year group	Term 1 (Aug – Oct)	Term 2 (Oct – Dec)	Term 3 (Jan – Mar)	Term 4 (Mar – Jun)
Year 10	Business activity <ul style="list-style-type: none"> • Business Activity - needs and wants, specialisation, opportunity cost • Classification of businesses • Enterprise, business growth and size • Types of business organisation • Business objectives and stakeholder objectives 	People in Business <ul style="list-style-type: none"> • Motivating workers • Organisation and management • Recruitment, selection and training of workers • Internal and external communication 	Marketing <ul style="list-style-type: none"> • Marketing, competition and the customer • Market research • Marketing mix • Marketing strategy 	Operations management <ul style="list-style-type: none"> • Production of goods and services • Costs, scale of production and break-even analysis • Achieving quality production • Location decisions
Year 11	Financial information and decisions <ul style="list-style-type: none"> • Business finance: needs and sources • Cash-flow forecasting and working capital 	Financial information and decisions continued <ul style="list-style-type: none"> • Income statements • Statement of financial position • Analysis of accounts 	External influences on business activity <ul style="list-style-type: none"> • Economic issues • Environmental and ethical issues • Business and the international economy 	<ul style="list-style-type: none"> • Exam revision and technique