

# GCSE Business

- Exam Board: Edexcel
- Two exams, no coursework:
  - **Theme 1: Investigating a Small Business**
    - 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
  - **Theme 2: Building a business**
    - 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
- Lesson structure:
  - One single – retrieval
  - One double – new content
  - Homework set weekly
- Career options:
  - Marketing
  - Finance
  - HR
  - Logistics

**Exam & Post - 16**

**External Environment**

Revision

**Human Resources**

**Production**

**Finance**

**Growing a business**

**Marketing**

**Year 11**  
End of Theme 1

**The external Environment**

**Finance**

**Setting up a business**

**Marketing**

**Year 10**  
Year 9 Options Guidance

**Year 9**

- 26. Globalisation
- 25. Ethics

- 24. Motivation
- 21. Ways of working
- 19. Organisational structure
- 17. Managing quality
- 15. Stock Control
- 13. Production Methods
- 12. Use of data to analyse performance
- 11. Ratios
- 10. Finance to grow
- 9. Customer Services
- 8. Marketing Mix
- 7. Place
- 6. Promotion
- 5. Price
- 4. Product
- 3. New aims and objectives
- 2. Ownership
- 23. Training and Development
- 22. Recruitment
- 20. Communication
- 18. Competitiveness
- 16. Working with Suppliers
- 14. Impact of Tech
- 1. Methods to Grow

- 21. Understanding Business Performance
- 20. Economy
- 18. Technology
- 17. Stakeholders
- 19. Legislation
- 16. Ownership
- 15. Aims and Objectives
- 12. Risk and Reward
- 9. Sources of Finance
- 7. Costs, revenue and Profit
- 8. Cash & Cash Flow
- 11. New Business ideas
- 13. Purpose of business
- 14. Role of an Entrepreneur
- 17. Business plans
- 6a. Marketing Mx
- 4. Competitors
- 1. Customer Needs
- 6b. Added Value
- 5. Business Location
- 3. Market Segmentation
- 2. Market Research
- Business options assembly

# Year 10

## Theme 1

<b>Theme 1 - Investigating Small Business</b>	
<b>Topic</b>	<b>End of Topic Test</b>
1. Customer Needs	
2. Market Research	
3. Market Segmentation	
4. Competitors	
October Half Term	
5. Location	
6a. Marketing Mix	
6b. Added Value	Marketing Test
7. Costs, Revenue and Profit	
8. Cash and Cashflow	
Christmas	
9. Sources of finance	Finance Test
11. New Business Ideas	
12. Risk and Reward of setting up a business	
13. Purpose of Business	
February Half Term	
14. Role of an Entrepreneur	
15. Aims and Objectives	
16. Ownership	
17. Business Plans	Setting up a business Test
Easter	
17. Stakeholders	
18. Technology	
19 Legislation	
May Half Term	
20. Economy	
21. Responses to above	
22. Understanding Business performance	External Environment Test
Theme 1 Mock	
Summer	

# Year 11

## Theme 2

<b><u>Theme 2: Building a Business</u></b>	
<b>Topic</b>	<b>End of Topic Test</b>
1. Methods to grow	
2. Ownership	
3. New Aims and Objectives	Growing a business test
4. Product	
5. Price	
6. Promotion	
7. Place	
8 Marketing Mix	
9. Customer Services	Marketing Test
10. Finance to Grow	
October Half Term	
11. Ratios	
12. Use of data to analyse performance	Finance test
13. Production Methods	
14. Impact of Tech	
15. Stock	
16. Supplier	
17. Quality	
18. Competitiveness	Production test
Christmas	
19. Organisational Structure	
20. Communication	
21. Ways of Working	
22. Recruitment	
February Half term	
23. Training and Development	
24. Motivation	Human Resources test
25. Ethics	
26. Globalisation	External Environment Test
Easter	

# A Level Business

- Exam Board: Edexcel
- 3 exams, no coursework:
  - **Paper 1: Theme 1 & Theme 4**
    - 1.1 Meeting customer needs
    - 1.2 The market
    - 1.3 Marketing mix and strategy
    - 1.4 Managing People
    - 1.5 entrepreneurs and leaders
    - 4.1 Globalisation
    - 4.2 Global markets and business expansion
    - 4.3 Global marketing
    - 4.4 Global industries and companies
  - **Paper 2: Theme 2 & Theme 3**
    - 2.1 Raising finance
    - 2.2 Financial planning
    - 2.3 Managing finance
    - 2.4 Resource management
    - 2.5 External influences
    - 3.1 Business objective and strategy
    - 3.2 Business Growth
    - 3.3 Decision making techniques
    - 3.4 Assessing completeness
    - 3.5 Managing change
  - **Paper 3: Synoptic paper**
    - Students will be provided an industry prior to the exam to research.
      - 2023: car industry
      - 2024: fashion industry
    - Questions can be from any theme
- Lesson structure:
  - 3 double lessons a week
    - 1 focusing on paper 1 content
    - 1 focusing on paper 2 content
    - 3<sup>rd</sup> used for exam skills and retrieval

# Year 12

## Macro

Theme	Topic
Aggregate Demand & Aggregate Supply	Aggregate Demand
	Aggregate Supply
	October Half Term
	The interaction between aggregate demand and aggregate supply
	Circular flow of income
	The multiplier and the accelerator
	Christmas
Economic policy objectives	Economic growth
	Development
	Employment
	February Half Term
	Inflation
	Balance of payments
	Easter
	Trends in macroeconomic indicators
	Income distribution & welfare
	May Half Term
	The Philips curve

## Micro

Theme	Topic
Introduction to Economics	The Economic Problem
	Production Possibility Curves
	Markets
	Specialisation and Trade
	October Half Term
Demand, Supply, Prices	Demand
	Supply
	Prices (the interaction of demand and supply)
	Christmas
	PED
	YED
	XED
	PES
	February Half Term
Market Failure	Market Failure
	Externalities
	Information Failure
	Merit and demerit goods
	Public Goods
	Easter
Government Intervention	Taxation
	Regulation
	Subsidies
	State Provision
	Information Provision
	Price Controls
	May Half Term
	Buffer stock systems
	Tradable pollution permits
Public private partnerships	
Government Failure	

# Year 13

## Macro

Theme	Topic
Implementing policy	Fiscal policy
	Monetary policy
	October Half Term
	Supply side policies
	Policy conflicts
The global context	International trade
	Globalisation
	Christmas
	Exchange rates
The financial sector	Money and interest rates
	The financial sector
	Financial regulation
	February Half Term

## Micro

Theme	Topic
Introduction to market structures	Costs
	Revenue and profit
	Concentration
	Barriers
	Efficiency
	October Half Term
Market structures	Perfect competition
	Monopoly
	Monopolistic competition
	Oligopoly
	Christmas
	Objectives
	Contestability
	Competition policy
The Labour Market	Labour demand
	Labour supply
	Wage determination in competitive labour markets
	Monopsony
	Trade union
	February Half Term
	Bilateral monopoly
	Wage differentials
	Productivity and unit labour costs
	Labour mobility
	Labour market flexibility
	Easter

# A Level Economics

- Exam Board: OCR
- 3 exams, no coursework:
  - **Paper 1: Microeconomics**
    - Part 1: How competitive markets work
    - Part 2: the role of markets
    - Part 3: Business objectives
    - Part 4: Market structures
    - Part 5: The labour market
  - **Paper 2: Macroeconomics**
    - Part 1: Aggregate demand and aggregate supply
    - Part 2: Economic policy objectives
    - Part 3: Implementing policy
    - Part 4: The global context
    - Part 5: The financial sector
  - **Paper 3: Themes in economics**
    - Students will be asked 30 multiple choice questions followed by data response questions
    - Questions can be from both Macro and Micro
- Lesson structure:
  - 3 double lessons a week
    - 1 focusing on paper 1 content
    - 1 focusing on paper 2 content
    - 3<sup>rd</sup> used for exam skills and retrieval

# Year 12

## Paper 1

Theme	Topic
Marketing	The Market
	Market Research
	Market Positioning
	Demand
	Supply
	Demand & Supply
	PED
	YED
	October Half Term
	Branding & Promotion
	Pricing Strategies
	Distribution
	Product portfolio (Product life cycle & Boston Matrix)
	Design mix
	Christmas
People	Approaches to staffing
	Motivation
	Recruitment, Selection, training
	Organisation design
	February Half Term
	Leadership
	Entrepreneur characteristics
	Moving from entrepreneur to leader
	Easter
	Business choices
(Forms of a business) Ownerships	
May Half term	
Exam Skills	

## Paper 2

<u>Finance</u>	2.2.2 Costs and revenues
	2.2.3 Break-even
	2.3.1 Profit
	2.3.2 Liquidity
	3.5.2 Ratio Analysis
	3.4.3 Shareholders Vs Stakeholders
	Christmas
	3.5.1 Interpretation of financial statements
	2.1.1 2.1.2 Sources of finance
	2.1.3 liability
	2.1.4 Business plans
	2.1.4 Cash Flow
	February Half Term
	2.2.4 Budgets
	3.3.2 Investment appraisal
	2.3.3 Business Failure
<u>Production</u>	2.4.1 Production, Productivity and efficiency
	Methods of production
	Easter
	Productivity
	2.4.2 Capacity Utilisation
<u>External Influences</u>	2.5.3 The competitive environment
	3.1.4 Impact of External Influences
	2.5.1 Economic Influences
	May Half term
	Business Cycle
	Interest Rates
	Exchange rates
	Inflation
	Taxation and Government Spending
	2.5.2 Legislation

# Year 13

## Paper 1

Theme	Topic
Global Business	Growing Economies
	International Trade
	Protectionism
	Trading Blocs
	October Half Term
	Globalisation
	Conditions that prompt trade
	Assessment of a country as a market
	Christmas
	Assessment of a country as a production location
	Mergers & Takeovers
	Global competitiveness
	February Half Term
	Global marketing
	Niche markets
	Cultural, social and Ethical factors
	Impacts of MNC's
	Controlling MNC's
	Easter

## Paper 2

<u>Business Objectives and Strategy</u>	3.1.1 Corporate Objectives
	3.1.2 Theories of corporate strategy
	3.1.3 SWOT Analysis & PESTEL
<u>Business Growth</u>	3.2.1 Growth
	3.2.3 Organic Growth
	October Half Term
	3.2.2 Mergers and Takeovers
	3.2.4 Reasons for staying small
<u>Decision Making Techniques</u>	2.2.1 Sales forecasting
	3.3.1 Quantitative sales forecasting
	3.3.3 Decision Trees
	Christmas
	3.3.4 Critical Path analysis
	3.5.3 Human Resources
<u>Influences on Business Decisions</u>	3.4.1 Corporate Influences
	3.4.2 Corporate Culture
	February Half Term
	3.4.4 Business Ethics
<u>Managing Change</u>	3.6.1 Causes and effects of change
	3.6.2 Key Factors in Change
	Easter