



I N D E P E N D E N C E	K N O W L E D G E / L I T E R A C Y / N U M E R A C Y / O R A C Y / A G E N C Y	CONTENT / TOPICS / CONCEPTS	Year 10 Students will be studying Theme 1: investigating small business. This theme is split into 5 topic areas: 1. Enterprise and Entrepreneurship 2. Spotting a Business Opportunity 3. Putting a business idea into practice 4. Making the business effective 5. Understanding external influences Students will be given the opportunity to learn independently and self-assess. Skills taught to understand business concepts and applying these in exams Tests will be given to assess knowledge and progress at the end of each unit. Case studies will be examined to apply knowledge and practice learning.	Year 11 Students will be studying Theme 2: Building a business. This theme is split into 5 topic areas that include: 1. Growing the Business 2. Marketing decisions 3. Operational decisions 4. Financial decisions 5. Human Resources decisions Tests will be given after every unit to assess progress. Case studies will be examined to apply knowledge and practice learning. Revision time for both theme 1 & 2 . Applying knowledge to command words
		VOCABULARY	Learning business specific vocabulary and their relevance within the course is a key component to understanding and linking to examination command words. Each word will be taught within the context of business. Entrepreneur, Consumer, Marketplace, Revenue, Stakeholder, Ethics, Economy, Brand, Target Market, Data, Goods, Primary, Secondary, Qualitative, Quantitate, Segmentation, Demographic. Market Map. Organic Growth, Profit, Break-Even, Fixed Costs, Venture Capital, Loan, Limited Liability, Sole Trader, Franchise, Marketing Mix, Shareholder, Export, Import, Legislation, Exchange Rate.	Vocabulary will be specific to the topics taught in year 11 and will be linked to business context. The vocabulary taught in year 10 will also be re-visited throughout. Merger. Takeover. Secured. Retrenchment. Tariff. Trading-Bloc, Aesthetics, Retailing, Patent, Bespoke, Procurement, Fluctuate, Transaction, Inflation, Infographic, Hierarchical, Retain, Independence, Person Specification, Curriculum Vitae. Hierarchy, Centralised, Motivation, Jargon, Marketing, Market, Assurance, Control, Logistics, Procurement.
		SKILLS	Literacy skills—reading out loud, linking to a business context. Understanding how to answer high mark questions in the exam. Numeracy skills are required when using formulae to work out net, gross profit, margin of safety, annual rate of return, interest payments etc. A key component to the exam and a life skill. Key business and economic terms are life skills that will develop students wider understanding e.g. affect of inflation. These will have cross-curricular links with PSHE. Understanding how successful businesses work both internally and externally. Learning the knowledge and expertise of putting your own business ideas into practice.	
		ASSESSMENT	Formative assessment will be during do-now’s, plenaries and home learning. GCSE style questions will be used predominantly for revision. Past papers will be set for revision and assessments. End of unit tests. Results will be assessed and monitored.	

A T T I T U D E	Understanding business ethics and the role they have in maintaining our environment, including fair trade and sustainability . Management structures The impact of legislation, on employment law. The minimum wage act, health and safety at work act, and the equality act. Understating of recruitment and motivation of staff.
Understanding others, behaviour and attitudes, SMSC, PHSE	

R E S I L I E N C E	Character, personal Development, wellbeing and CIAG
	Understanding the role of loss and failure in business. Protecting Liability. Understanding the recruitment process. Ensuring candidates are appropriate and meet employers needs. Understanding the Equality Act so students know the rights of an employee . Understanding of motivation and the role that plays in the world of work.