

**Subject Teacher** Ms L Bennett

**Subject Area:** EdExcel GCSE Business Studies (9-1)

**Year 10**

	<b>Topic and key aspects of study</b>	<b>Key Words</b>	<b>What to research at home/ recommended websites and reading list</b>
<b>Autumn Term 1</b>	<p>1.1 Enterprise and entrepreneurship</p> <ul style="list-style-type: none"> <li>• The dynamic nature of business</li> <li>• Risk and reward</li> <li>• The role of the business enterprise</li> </ul> <p>1.2 Spotting a business opportunity</p> <ul style="list-style-type: none"> <li>• Customer needs</li> <li>• Market research</li> <li>• Market segmentation</li> <li>• The competitive environment</li> </ul>	<p>Consumer, products and services, business failure, financial loss, profit, branding unique selling points (UPS)</p>	<p><a href="https://www.hoddereducation.co.uk/business-and-accounting?eb=72&amp;l=151">https://www.hoddereducation.co.uk/business-and-accounting?eb=72&amp;l=151</a></p> <p><a href="https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.html">https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.html</a></p> <p><a href="https://www.young-enterprise.org.uk/">https://www.young-enterprise.org.uk/</a></p> <p><a href="https://www.tutor2u.net/business">https://www.tutor2u.net/business</a></p> <p><a href="https://www.bbc.co.uk/bitesize/examspecs/z98snbk">https://www.bbc.co.uk/bitesize/examspecs/z98snbk</a></p>
<b>Autumn Term 2</b>	<p><b>Revision and written assessment</b></p> <ul style="list-style-type: none"> <li>• Recap of 1.1 &amp; 1.2</li> <li>• Assessment</li> </ul> <p>1.4 Putting a business idea into practice</p> <ul style="list-style-type: none"> <li>• Business aims and objectives</li> <li>• Business revenues, costs and profits</li> <li>• Cash and cash flow</li> <li>• Sources of business finance</li> </ul>	<p>Revenue, fixed and variable costs, profit and loss, interest, margin of safety, break even, insolvency, cash inflows and outflows, opening and closing balances</p>	<p><a href="https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.html">https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.html</a></p> <p><a href="https://www.young-enterprise.org.uk/">https://www.young-enterprise.org.uk/</a></p> <p><a href="https://www.tutor2u.net/business">https://www.tutor2u.net/business</a></p> <p><a href="https://www.bbc.co.uk/bitesize/examspecs/z98snbk">https://www.bbc.co.uk/bitesize/examspecs/z98snbk</a></p>

<b>Spring Term 1</b>	<p>1.4 Making the business effective</p> <ul style="list-style-type: none"> <li>• The options of start-up and small businesses</li> <li>• Business location</li> <li>• The marketing mix</li> <li>• Business plans</li> </ul>	<p>Limited and unlimited liability, sole trader, partnership, private limited company, franchise, marketing mix, promotion, advertising, target audience, niche market, e-commerce, digital communication, target market, business plan, business aims and objectives</p>	<p><a href="https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.html">https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.html</a></p> <p><a href="https://www.young-enterprise.org.uk/">https://www.young-enterprise.org.uk/</a></p> <p><a href="https://www.tutor2u.net/business">https://www.tutor2u.net/business</a></p> <p><a href="https://www.bbc.co.uk/bitesize/examspecs/z98snbk">https://www.bbc.co.uk/bitesize/examspecs/z98snbk</a></p>
<b>Spring Term 2</b>	<p>1.5 Understanding external influences on a business</p> <ul style="list-style-type: none"> <li>• Business stakeholders</li> <li>• Technology and business</li> <li>• Legislation and business</li> <li>• The economy and business</li> <li>• External influences</li> </ul> <p><b>Assessment through Project / Case study</b></p>	<p>Social media, digital communication, consumer law, quality and consumer rights, employment law, economic climate, exchange rates</p>	<p><a href="https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.html">https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.html</a></p> <p><a href="https://www.young-enterprise.org.uk/">https://www.young-enterprise.org.uk/</a></p> <p><a href="https://www.tutor2u.net/business">https://www.tutor2u.net/business</a></p> <p><a href="https://www.bbc.co.uk/bitesize/examspecs/z98snbk">https://www.bbc.co.uk/bitesize/examspecs/z98snbk</a></p>
<b>Summer Term 1</b>	<p>2.1 Growing the business</p> <ul style="list-style-type: none"> <li>• Business growth</li> <li>• Changes in business aims and objectives</li> <li>• Business and globalisation</li> <li>• Ethics, the environment and business</li> </ul>	<p>Internal growth, research and development, new markets, merger, retained profit, stock market floatation, import and export, trade blocs, aesthetics, product life cycle, extension strategies,</p>	<p><a href="https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.html">https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.html</a></p> <p><a href="https://www.young-enterprise.org.uk/">https://www.young-enterprise.org.uk/</a></p> <p><a href="https://www.tutor2u.net/business">https://www.tutor2u.net/business</a></p> <p><a href="https://www.bbc.co.uk/bitesize/examspecs/z98snbk">https://www.bbc.co.uk/bitesize/examspecs/z98snbk</a></p>

	2.2 Making marketing decisions <ul style="list-style-type: none"> <li>• Product</li> <li>• Price</li> <li>• Promotion</li> <li>• Place</li> <li>• Using the marketing mix to make business decisions</li> </ul>	pricing strategies, methods of distribution, market influences	
<b>Summer Term</b> <b>2</b>	<b>Revision and practice assessment</b> Theme 1		<a href="https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.html">https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.html</a>  <a href="https://www.young-enterprise.org.uk/">https://www.young-enterprise.org.uk/</a>  <a href="https://www.tutor2u.net/business">https://www.tutor2u.net/business</a>  <a href="https://www.bbc.co.uk/bitesize/examspecs/z98snbk">https://www.bbc.co.uk/bitesize/examspecs/z98snbk</a>

Year 11

	Topic and key aspects of study	Key Words	What to research at home/ recommended websites and reading list
<b>Autumn Term 1</b>	2.3 Making operational decisions <ul style="list-style-type: none"> <li>• Business operations</li> <li>• Working with suppliers</li> <li>• Managing quality</li> <li>• The sales process</li> </ul> 2.4 Making financial decisions <ul style="list-style-type: none"> <li>• Business calculations</li> <li>• Understanding business performance</li> </ul>	Balancing costs, productivity, just in time (JIT), procurement, quality control, quality assurance, gross profit, net profit, average rate of return, business performance	<a href="https://www.worldofbooks.com/en-gb/books/andrew-redfern/revise-edexcel-gcse-9-1-business-revision-workbook">https://www.worldofbooks.com/en-gb/books/andrew-redfern/revise-edexcel-gcse-9-1-business-revision-workbook</a>  <a href="https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.html">https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.html</a>  <a href="https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.coursematerials.html#%2FfilterQuery=category:Pearson-UK:Category%2FExam-materials">https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.coursematerials.html#%2FfilterQuery=category:Pearson-UK:Category%2FExam-materials</a>  <a href="https://www.young-enterprise.org.uk/">https://www.young-enterprise.org.uk/</a>  <a href="https://www.tutor2u.net/business">https://www.tutor2u.net/business</a>  <a href="https://www.bbc.co.uk/bitesize/examspecs/z98snbk">https://www.bbc.co.uk/bitesize/examspecs/z98snbk</a>
<b>Autumn Term 2</b>	2.5 Making human resource decisions <ul style="list-style-type: none"> <li>• Organisational structure</li> <li>• Effective recruitment</li> <li>• Effective training and development</li> <li>• motivation</li> </ul>	Working hours, flexible time, recruitment methods, motivation in the workplace, remuneration, job rotation, autonomy	<a href="https://www.worldofbooks.com/en-gb/books/andrew-redfern/revise-edexcel-gcse-9-1-business-revision-workbook">https://www.worldofbooks.com/en-gb/books/andrew-redfern/revise-edexcel-gcse-9-1-business-revision-workbook</a>  <a href="https://www.tutor2u.net/business">https://www.tutor2u.net/business</a>  <a href="https://www.bbc.co.uk/bitesize/subjects/zpsvr82">https://www.bbc.co.uk/bitesize/subjects/zpsvr82</a>
<b>Spring Term 1</b>	<b>Revision of Theme 1</b>		<a href="https://www.worldofbooks.com/en-gb/books/andrew-redfern/revise-edexcel-gcse-9-1-business-revision-workbook">https://www.worldofbooks.com/en-gb/books/andrew-redfern/revise-edexcel-gcse-9-1-business-revision-workbook</a>

		<a href="https://www.tutor2u.net/business">https://www.tutor2u.net/business</a> <a href="https://www.bbc.co.uk/bitesize/subjects/zpsvr82">https://www.bbc.co.uk/bitesize/subjects/zpsvr82</a>
<b>Spring Term 2</b>	<b>Revision of Theme 2</b>	<a href="https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.coursematerials.html#%2FfilterQuery=category:Pearson-UK:Category%2FExam-materials">https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.coursematerials.html#%2FfilterQuery=category:Pearson-UK:Category%2FExam-materials</a> <a href="https://www.tutor2u.net/business">https://www.tutor2u.net/business</a> <a href="https://www.bbc.co.uk/bitesize/subjects/zpsvr82">https://www.bbc.co.uk/bitesize/subjects/zpsvr82</a>
<b>Summer Term 1</b>	<b>EXAM</b>	<a href="https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.coursematerials.html#%2FfilterQuery=category:Pearson-UK:Category%2FExam-materials">https://qualifications.pearson.com/en/qualifications/edexcel-gcses/business-2017.coursematerials.html#%2FfilterQuery=category:Pearson-UK:Category%2FExam-materials</a>
<b>Summer Term 2</b>		