

Business Unit Overview Year 10

Business Studies - Year 10 Autumn Half Term 1

The content of the Year 10 Business Studies course is not reliant on prior learning. All written skills and numerical techniques will be delivered and developed during the two year course. The challenges faced by students in returning to and starting Year 10 GCSE content is recognised, and support will be offered to help them return and get back into an academic routine. Every year students experience some challenge with the level of skill required to successfully answer GCSE questions. These skills are nurtured over the two years of the course and are practiced regularly throughout.

What are we learning?	What knowledge, understanding and skills will we gain?	What does mastery look like?	How does this build on prior learning?	What additional resources are available?
<p>1.1.1 The dynamic nature of business</p>	<p>Knowledge Students will learn about changes in technology, changes in what consumers want and products and services becoming obsolete. They will also learn about original ideas, adapting existing products, services and ideas.</p> <p>Understanding Students will understand why new business ideas come about. Students will also understand how new business ideas come about:</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3 mark questions, using case studies effectively, understanding context and how to analyse information.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds.</p> <p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p>	<p>Although students do not have prior knowledge of business studies before Year 10. They are exposed to enterprise in PDT in Year 9. Students have to create their own product and marketing tools to support this.</p>	<p>Sharepoint Resources for students</p> <p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook</p> <p>Online Resources for Students</p> <p>BBC GCSE Bitesize Seneca Learning Bee Business Bee Business Ed</p> <p>Social Media Resources for Students</p> <p>Youtube Bizconsesh Joe Bayley Revision</p>

<p>1.1.2 Risk and reward</p>	<p>Knowledge Students will learn about risk, including business failure, financial loss and lack of security. They will also learn about business success, profit and independence.</p> <p>Understanding Students will understand the impact of risk and reward on business activity.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3 mark questions, using case studies effectively, understanding context and how to analyse information.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds.</p> <p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p>	<p>Although students do not have prior knowledge of business studies before Year 10. They are exposed to enterprise in PDT in Year 9. Students learn about budgeting and financial awareness.</p>	<p>Sharepoint Resources for students</p> <p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook</p> <p>Online Resources for Students</p> <p>GCSE Bitesize Seneca Learning Bee Business Bee Business Ed</p> <p>Social Media Resources for Students</p> <p>Youtube Bizconsesh Joe Bayley Revision</p>
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<p>1.1.3 The role of business enterprise</p>	<p>Knowledge Students will learn the role of business, to produce goods or services, to meet customer needs and to add value through, convenience, branding, quality, design and unique selling points. Students will also learn the role of an entrepreneur, organises resources, makes business decisions and takes risks.</p> <p>Understanding Students will understand the role of business enterprise and the purpose of business activity. Students will also understand the role of entrepreneurship</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3 mark questions, using case studies effectively, understanding context and how to analyse information.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds.</p> <p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p>	<p>Although students do not have prior knowledge of business studies before Year 10. They are exposed to enterprise in PDT in Year 9. Students participate in the pitching process and explaining why they have chosen their specific product and market.</p>	<p>Sharepoint Resources for students</p> <p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook</p> <p>Online Resources for Students</p> <p>GCSE Bitesize Seneca Learning Bee Business Bee Business Ed</p> <p>Social Media Resources for Students</p> <p>Youtube Bizconsesh Joe Bayley Revision -</p>
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**Business Studies - Year 10
Autumn Half Term 2**

What are we learning?	What knowledge, understanding and skills will we gain?	What does mastery look like?	How does this build on prior learning?	What additional resources are available?
<p>1.2.1 Customer needs</p>	<p>Knowledge Students will learn what customer needs are, such as price, quality, choice and convenience. Students will also learn how generating sales leads to business survival.</p> <p>Understanding Students will understand the need to Identify and understand customer needs. Students will also understand the importance of identifying and understanding customers</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3 mark questions, using case studies effectively, understanding context and how to analyse information.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds.</p> <p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p>	<p>All students will have experience as consumers and customers. They can share their experience in class discussions.</p>	<p>Sharepoint Resources for students</p> <p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook</p> <p>Online Resources for Students</p> <p>GCSE Bitesize Seneca Learning Bee Business Bee Business Ed</p> <p>Social Media Resources for Students</p> <p>Youtube Bizconsesh Joe Bayley Revision</p>

<p>1.2.2 Market research</p>	<p>Knowledge Students will learn to identify and understand customer needs so that businesses can identify gaps in the market, reduce risk and inform business decisions. Students will also learn the methods of market research including, primary research such as, surveys, questionnaires, focus groups and observations. As well as secondary research such as the internet, market reports and government reports. Students will learn about qualitative and quantitative data. the role of social media in collecting market research data and the importance of the reliability of market research data.</p> <p>Understanding Students will understand the purpose of market research. Students will also understand the use of data in market research.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3 mark questions, using case studies effectively, understanding context and how to analyse data.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds.</p> <p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p>	<p>Students will have experience completing surveys in other subjects such as, maths, geography or science. However, the terminology may be new to them.</p> <p>1.2.1 Customer needs</p>	<p>Sharepoint Resources for students</p> <p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook</p> <p>Online Resources for Students</p> <p>GCSE Bitesize Seneca Learning Bee Business Bee Business Ed</p> <p>Social Media Resources for Students</p> <p>Youtube Bizconsesh Joe Bayley Revision</p>
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<p>1.2.3 Market segmentation</p>	<p>Knowledge Students will learn how to identify market segments such as location, demographics, lifestyle, income and age. Students will also learn what market mapping is and how it is used to identify a gap in the market and the competition. Understanding Students will understand how businesses use market segmentation to target customers. Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3 mark questions, using case studies effectively, understanding context and how to analyse information.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds.</p> <p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p>	<p>Students may be unaware of this concept, however once they participate in group segmentation role plays, this becomes accessible to students.</p>	<p><u>Sharepoint Resources for students</u></p> <p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook</p> <p><u>Online Resources for Students</u></p> <p>GCSE Bitesize Seneca Learning Bee Business Bee Business Ed</p> <p><u>Social Media Resources for Students</u></p> <p>Youtube Bizconsesh Joe Bayley Revision</p>
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<p>1.2.4 The competitive environment</p>	<p>Knowledge Students will learn about the strengths and weaknesses of competitors based on, price, quality, location, product range and customer service They will also learn about the impact of competition on business decision making. Understanding Students will understand the competitive environment. Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3 & 6 mark questions, using case studies effectively, understanding context and how to analyse markets.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds. Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives. Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts. An outstanding commitment shown to participating in group activities and supporting peers. Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p>	<p>Students are very aware of competition in todays retail markets and how to use this to their advantage as consumers.</p>	<p>Sharepoint Resources for students Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook Online Resources for Students GCSE Bitesize Seneca Learning Bee Business Bee Business Ed Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision</p>
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**Business Studies - Year 10
Spring Half Term 1**

What are we learning?	What knowledge, understanding and skills will we gain?	What does mastery look like?	How does this build on prior learning?	What additional resources are available?
<p>1.3.1 Business aims and objectives</p>	<p>Knowledge Students will learn about business aims and objectives when starting up a business, such as financial aims and objectives, survival, profit, sales, market share and financial security. Students will also learn about non-financial aims and objectives such as social objectives, personal satisfaction, challenge, independence and control. Understanding Students will understand what business aims and business objectives are. Students will understand why aims and objectives differ between businesses. Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3 & 6 mark questions, using case studies effectively, understanding context and how to analyse information.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds.</p> <p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p>	<p>1.1.1 The dynamic nature of business.</p> <p>1.1.2 Risk and reward.</p> <p>1.1.3 The role of business enterprise.</p>	<p>Sharepoint Resources for students</p> <p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook</p> <p>Online Resources for Students</p> <p>GCSE Bitesize Seneca Learning Bee Business Bee Business Ed</p> <p>Social Media Resources for Students</p> <p>Youtube Bizconsesh Joe Bayley Revision</p>
<p>1.3.2 Business revenues, costs</p>	<p>Knowledge Students will learn the formulas for revenue, fixed and variable costs,</p>	<p>Demonstrating exceptional independence as students,</p>	<p>Although students will be new to these concepts they will have</p>	<p>Sharepoint Resources for students</p>

<p>and profits</p>	<p>total costs, profit and loss, interest, break even level of output and the margin of safety. Students will also learn to assess the impact of changes in revenue and costs using the break even level of output, margin of safety and profit and loss. Students will practice this calculations. Understanding Students will understand the concept and calculations for revenues, costs and profits. Students will understand how to Interpret break even diagrams. Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3 & 6 mark questions, using case studies effectively, understanding context and how to analyse data.</p>	<p>and as critical and reflective thinkers with enquiring minds. Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives. Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts. An outstanding commitment shown to participating in group activities and supporting peers. Utilising the exam technique at every opportunity when answering questions, verbally or in writing. Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>mathematical ability to KS3 level, in order to complete the calculations effectively.</p>	<p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook Online Resources for Students GCSE Bitesize Seneca Learning Bee Business Bee Business Ed Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision</p>
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<p>1.3.3 Cash and cash-flow</p>	<p>Knowledge Students will learn about the importance of cash in a business such as, paying suppliers, overheads and employees, preventing business failure (insolvency), the difference between cash and profit, cash inflows, cash outflows, net cash flow and opening and closing balances.</p> <p>Understanding Students will understand the importance of cash to a business. Students will understand, calculate and interpret cash-flow forecasts.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3 & 6 mark questions, using case studies effectively, understanding context and how to analyse data.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds.</p> <p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>Although students will be new to these concepts they will have mathematical ability to KS3 level, in order to complete the calculations effectively.</p>	<p>Sharepoint Resources for students</p> <p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook</p> <p>Online Resources for Students</p> <p>GCSE Bitesize Seneca Learning Bee Business Bee Business Ed</p> <p>Social Media Resources for Students</p> <p>Youtube Bizconsesh Joe Bayley Revision</p>
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<p>1.3.4 Sources of business finance</p>	<p>Knowledge Students will learn about short-term sources of finance such as, overdrafts and trade credit. Students will also learn about long-term sources of finance such as, personal savings, venture capital, share capital, loans, retained profit and crowd funding. Understanding Students will understand sources of finance for a start-up or established small business: Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3 & 6 mark questions, using case studies effectively, understanding context and how to analyse information and data.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds.</p> <p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p>	<p>Students will have addressed financial awareness in PDT. They may also have looked at compound interest in maths if in the higher sets.</p>	<p>Sharepoint Resources for students</p> <p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook</p> <p>Online Resources for Students</p> <p>GCSE Bitesize Seneca Learning Bee Business Bee Business Ed</p> <p>Social Media Resources for Students</p> <p>Youtube Bizconsesh Joe Bayley Revision</p>
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**Business Studies - Year 10
Spring Half Term 2**

What are we learning?	What knowledge, understanding and skills will we gain?	What does mastery look like?	How does this build on prior learning?	What additional resources are available?
<p>1.4.1 The options for start-up and small businesses</p>	<p>Knowledge Students will learn about limited and unlimited liability, the implications for the business owner(s) of limited and unlimited liability. Students will learn about sole traders, partnerships and private limited companies. Students will learn about the advantages and disadvantages of each type of business ownership. Students will also learn about the advantages and disadvantages of franchising. Understanding Students will understand the concept of limited liability. Students will understand the types of business ownership for start-ups. Students will understand the option of starting up and running a franchise operation. Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3, 6 & 9 mark questions, using case studies effectively, understanding context and how to analyse information.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds.</p> <p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p>	<p>1.1.2 Risk and reward</p> <p>1.3.1 Business aims and objectives</p>	<p>Sharepoint Resources for students</p> <p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook</p> <p>Online Resources for Students</p> <p>GCSE Bitesize Seneca Learning Bee Business Bee Business Ed</p> <p>Social Media Resources for Students</p> <p>Youtube Bizconsesh Joe Bayley Revision</p>
<p>1.4.2 Business location</p>	<p>Knowledge</p>	<p>Demonstrating exceptional independence as students,</p>	<p>1.2.4 The competitive environment</p>	<p>Sharepoint Resources for students</p>

	<p>Students will learn about business having a proximity to market, labour, materials and competitors Students will learn about the nature of the business activity. Students will also learn about the impact of the internet on location decisions: e-commerce and/or fixed premises. Understanding Students will understand the factors influencing business location. Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3, 6 & 9 mark questions, using case studies effectively, understanding context and how to analyse information.</p>	<p>and as critical and reflective thinkers with enquiring minds. Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives. Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts. An outstanding commitment shown to participating in group activities and supporting peers. Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p>		<p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook Online Resources for Students GCSE Bitesize Seneca Learning Bee Business Bee Business Ed Social Media Resources for Students Youtube Bizconsesh Joe Bayley Revision</p>
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<p>1.4.3 The marketing mix</p>	<p>Knowledge Students will learn about price, product, promotion, place. Students will learn about balancing the marketing mix based on the competitive environment Students will learn about the impact of changing consumer needs on the marketing mix Students will learn about the impact of technology on the marketing mix: e-commerce and digital communication. Understanding Students will understand what the marketing mix is and the importance of each element. Students will understand how the elements of the marketing mix work together. Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3, 6 & 9 mark questions, using case studies effectively, understanding context and how to analyse information.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds.</p> <p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p>	<p>1.2.1 Customer needs</p> <p>1.2.3 Market segmentation</p> <p>1.2.4 The competitive environment</p>	<p><u>Sharepoint Resources for students</u></p> <p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook</p> <p>Online Resources for Students</p> <p>GCSE Bitesize Seneca Learning Bee Business Bee Business Ed</p> <p>Social Media Resources for Students</p> <p>Youtube Bizconsesh Joe Bayley Revision</p>
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<p>1.4.4 Business plans</p>	<p>Knowledge Students will learn to identify: the business idea; business aims and objectives; target market (market research); forecast revenue, cost and profit; cash-flow forecast; sources of finance; location and marketing mix. Students will learn the role and importance of a business plan in minimising risk and obtaining finance.</p> <p>Understanding Students will understand the role and importance of a business plan. Students will understand the purpose of planning business activity.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3, 6 & 9 mark questions, using case studies effectively, understanding context and how to analyse information.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds.</p> <p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>1.1.1 The dynamic nature of business</p> <p>1.2.3 Market Segmentation</p> <p>1.3.1 Business aims and objectives</p> <p>1.3.2 Business revenues, costs and profits</p> <p>1.3.3 Cash and cash-flow</p> <p>1.3.4 Sources of finance</p> <p>1.4.2 Business location</p> <p>1.4.3 The marketing mix</p>	<p>Sharepoint Resources for students</p> <p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook</p> <p>Online Resources for Students</p> <p>GCSE Bitesize Seneca Learning Bee Business Bee Business Ed</p> <p>Social Media Resources for Students</p> <p>Youtube Bizconsesh Joe Bayley Revision</p>
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**Business Studies - Year 10
Summer Half Term 1**

What are we learning?	What knowledge, understanding and skills will we gain?	What does mastery look like?	How does this build on prior learning?	What additional resources are available?
<p>1.5.1 Business stakeholders</p>	<p>Knowledge Students will learn about shareholders (owners), employees, customers, managers, suppliers, local community, pressure groups, the government. Students will learn how stakeholders are affected by business activity. Students will learn how stakeholders impact business activity. Students will learn about possible conflicts between stakeholder groups. Understanding Students will understand who business stakeholders are and their different objectives. Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3, 6, 9 & 12 mark questions, using case studies effectively. understanding context and how to analyse and evaluate.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds.</p> <p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p>	<p>Students may well have looked at stakeholders in geography. However, for most this will be a new concept.</p>	<p>Sharepoint Resources for students</p> <p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook</p> <p>Online Resources for Students</p> <p>GCSE Bitesize Seneca Learning Bee Business Bee Business Ed</p> <p>Social Media Resources for Students</p> <p>Youtube Bizconsesh Joe Bayley Revision</p>

<p>1.5.2 Technology and business</p>	<p>Knowledge Students will learn about the various technologies such as, e-commerce, social media, digital communication and payment systems. Students will learn how sales, costs and the marketing mix influence businesses. Understanding Students will understand different types of technology used by business. Students will understand how technology influences business activity. Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3, 6, 9 & 12 mark questions, using case studies effectively. understanding context and how to analyse and evaluate.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds.</p> <p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p>	<p>Students are very astute when it comes to business technology both as consumers and customers.</p> <p>1.3.2 Business revenue, costs and profits.</p> <p>1.4.3 The Marketing mix</p>	<p>Sharepoint Resources for students</p> <p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook</p> <p>Online Resources for Students</p> <p>GCSE Bitesize Seneca Learning Bee Business Bee Business Ed</p> <p>Social Media Resources for Students</p> <p>Youtube Bizconsesh Joe Bayley Revision</p>
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<p>1.5.3 Legislation and business</p>	<p>Knowledge Students will learn the principles of consumer law: quality and consumer rights. Students will learn the principles of employment law: recruitment, pay, discrimination and health and safety Students will learn the implications of legislation such as, cost and the consequences of meeting and not meeting these obligations.</p> <p>Understanding Students will understand the purpose of legislation. Students will understand the impact of legislation on businesses.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3, 6, 9 & 12 mark questions, using case studies effectively, understanding context and how to analyse and evaluate.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds.</p> <p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p>	<p>This is likely to be a new concept for most students. However, PDT lessons will have covered some aspects such as discrimination and health and safety.</p>	<p>Sharepoint Resources for students</p> <p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook</p> <p>Online Resources for Students</p> <p>GCSE Bitesize Seneca Learning Bee Business Bee Business Ed</p> <p>Social Media Resources for Students</p> <p>Youtube Bizconsesh Joe Bayley Revision</p>
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<p>1.5.4 The economy and business</p>	<p>Knowledge Students will learn about unemployment, changing levels of consumer income, inflation, changes in interest rates, government taxation, changes in exchange rates.</p> <p>Understanding Students will understand the impact of the economic climate on businesses.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3, 6, 9 & 12 mark questions, using case studies effectively. understanding context and how to analyse and evaluate.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds.</p> <p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p> <p>Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>Students may have a social awareness of these issues and how they impact their lives. However, it is likely to be a new concept to most.</p>	<p>Sharepoint Resources for students</p> <p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook</p> <p>Online Resources for Students</p> <p>GCSE Bitesize Seneca Learning Bee Business Bee Business Ed</p> <p>Social Media Resources for Students</p> <p>Youtube Bizconsesh Joe Bayley Revision</p>
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<p>1.5.5 External influences</p>	<p>Knowledge Students will learn about possible responses by business to changes in technology, legislation and the economic climate.</p> <p>Understanding Students will understand the importance of external influences on business.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3. 6. 9 & 12 mark questions, using case studies effectively, understanding context and how to analyse and evaluate.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds.</p> <p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing.</p>	<p>1.5.2 Technology and business</p> <p>1.5.3 Legislation and business</p> <p>1.5.4 The economic climate</p>	<p>Sharepoint Resources for students</p> <p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook</p> <p>Online Resources for Students</p> <p>GCSE Bitesize Seneca Learning Bee Business Bee Business Ed</p> <p>Social Media Resources for Students</p> <p>Youtube Bizconsesh Joe Bayley Revision</p>
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**Business Studies - Year 10
Summer Half Term 2**

What are we learning?	What knowledge, understanding and skills will we gain?	What does mastery look like?	How does this build on prior learning?	What additional resources are available?
<p>Focus on finishing Theme 1 if over running</p> <p>Focus on revision for mock exams</p> <p>Focus on exam technique for mock exams</p> <p>Focus on feedback from mock exams</p> <p>Focus on feed forward from mock exams.</p>	<p>Knowledge Students will use their knowledge gained in Theme 1 to complete past exam papers, practice multiple choice questions and work on improving their exam technique.</p> <p>Understanding Students will work on ensuring they understand the exam process and what to expect for their mock exam.</p> <p>Skills Defining key terms, demonstrating independence; working collaboratively with others, utilising exam technique for 3. 6. 9 & 12 mark questions, using case studies effectively, understanding context and how to analyse and evaluate.</p>	<p>Demonstrating exceptional independence as students, and as critical and reflective thinkers with enquiring minds.</p> <p>Demonstrating exceptional knowledge and understanding of business concepts, business terminology and business objectives.</p> <p>Consistently applying knowledge and understanding to contemporary business issues and to different types and sizes of businesses, in local, national and global contexts.</p> <p>An outstanding commitment shown to participating in group activities and supporting peers.</p> <p>Utilising the exam technique at every opportunity when answering questions, verbally or in writing. Demonstrating outstanding ability to apply quantitative skills relevant to business, including using and interpreting data.</p>	<p>Theme 1 prior learning</p> <p>Exam technique prior learning</p> <p>End of topic tests prior learning</p> <p>Knowledge organisers prior learning</p> <p>Calculations prior learning</p> <p>Analysing and evaluating case studies prior learning</p>	<p>Sharepoint Resources for students</p> <p>Textbooks Class teacher Powerpoints Knowledge Organisers Past Exam Papers Mark Schemes Revision Guide Revision Workbook</p> <p>Online Resources for Students</p> <p>GCSE Bitesize Seneca Learning Bee Business Bee Business Ed</p> <p>Social Media Resources for Students</p> <p>Youtube Bizconsesh Joe Bayley Revision</p>