

| BUSINESS | Autumn 1 | Autumn 2 | Spring 1 | Spring 2 | Summer 1 | Summer 2 |
|---------------------------------|---|--|---|--|--|---|
| Year 10 GCSE Business | Business Activity Nature of business activity Providing goods and services Business enterprise Business planning Business aims & objectives Business ownership Business growth Business location & site Interdependent nature of business | | Influences of businesses Technological influence on business activity Ethical influences on business activity environmental influences on business activity Economic influences on business activity The impact of globalisation on businesses The impact of legislation on businesses | | 5 Marketing 5.1 Identifying and understanding customer 5.2 Market Research 5.3 The Marketing Mix 5.4 Product 5.5 Price 5.6 Promotion 5.7 Place | |
| Year 10 BTEC Travel and Tourism | Component 1 Travel and Tourism organisations and destinations Demonstrate an understanding of the UK travel and tourism industry Explore popular visitor destinations | | Component 1 Controlled Assessment Demonstrate an understanding of the UK travel and tourism industry Explore popular visitor destinations | | Component 2 - Customer Needs in Travel and Tourism Demonstrate and understanding of how organisations identify customer needs Recognise how the needs and preferences of travel and tourism customers are met | |
| Year 10 Economics | Economic activity, How prices are determined | Resource allocation, Production, costs, revenue and profit | Competitive and concentrated markets | Market failure | How the economy works | Introduction to the national economy |
| Year 11 GCSE Business | 3. Business Operations 3.1 Production 3.2 Quality 3.3 Supply Chain 3.4 Sales Process | 6. Human Resources 6.1 Recruitment 6.2 Training 6.3 Motivation 6.4 Organisational Structure | Finance Sources of Finance Revenues and Cost Profit and loss (Income Statements) Cash Flow Financial performance | Revision of all topics | Revision and Exam prep | |
| Year 11 Economics | Government objectives | How the government manages the economy | International trade and the global economy | The role of money and financial markets | Revision and Exam prep | |

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| Year 11 BTEC Travel and Tourism | Component 2 - Customer Needs in Travel and Tourism Controlled Assessment Demonstrate and understanding of how organisations identify customer needs Recognise how the needs and preferences of travel and tourism customers are met | Component 3 - Influences on Global Travel and Tourism External examination Factors that influence global travel and tourism Impact of travel and tourism and sustainability Destination Management | |
| Year 12 BTEC Business | Unit 1 - Exploring Business Coursework Explore the features of different businesses and analyse what makes them successful Investigate how businesses are organised Examine the environment in which businesses operate Examine business markets Investigate the role and contribution of innovation and enterprise to business success. | Unit 3 - Person and Business Finance External Exam Demonstrate knowledge and understanding of business and personal finance principles and theories Apply knowledge and understanding of financial issues and accounting processes to real-life business and personal scenarios Analyse business and personal financial information and data, demonstrating the ability to interpret the potential impact and outcome in context Evaluate how financial information and data can be used, and interrelate, in order to justify conclusions related to business and personal finance | Unit 2 - Developing a Marketing Campaign Controlled Assessment Demonstrate knowledge and understanding of marketing principles, concepts & processes Analyse marketing information and data, demonstrating the ability to interpret the potential impact and influence on marketing campaigns Evaluate evidence to make informed judgements about how a marketing campaign should be planned, developed and adapted in light of changing circumstances Be able to develop a marketing campaign with appropriate justification, synthesising ideas and evidence from several sources to support arguments |

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| Year 12 A Level Business Unit 1 & Unit 2: Throughout year 12 the two units run alongside each other | 1.1 Customer needs 2.1 Raising finance | 1.2 Markets 2.2 Financial Planning | 1.3 Marketing Mix and Strategy 2.3 Managing Finance | 1.4 Managing People 2.4 Resource Management | 1.5 Entrepreneurs & Leaders 2.5 External Influences | In class revision and Intervention for unit 1&2 Introduction to year 13 content |
| Year 12 A Level Economics | Nature of Economics, How markets work | Market failure, Government intervention | Measures of Economic performance, Aggregate Demand | Aggregate Supply, Economic growth | National Income, Macroeconomic objectives | Business Growth, International Economics, |
| Year 13 BTEC Business | Unit 3 - Personal and Business Finance External Exam (retake) Demonstrate knowledge and understanding of business and personal finance principles and theories Apply knowledge and understanding of financial issues and accounting processes to real-life business and personal scenarios Analyse business and personal financial information and data, demonstrating the ability to interpret the potential impact and outcome in context Evaluate how financial information and data can be used, and interrelate, in order to justify conclusions related to business and personal finance | | Unit 8 Recruitment and Selection Process Coursework Examine how effective recruitment and selection contribute to business success Undertake a recruitment activity to demonstrate the processes leading to a successful job offer Reflect on the recruitment and selection process and your individual performance. | | | |

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| Year 13 A Level Business | 3.1 objectives & Strategy & 3.2 Growth 4.1 Globalisation | 3.3 Decision making techniques & 3.4 Influences on business decisions 4.2 Global markets and expansion | 3.5 Assessing competitiveness 4.3 Global Marketing | 3.6 Managing Change 4.4 Global industries and MNCs | Revision and Exam prep | |
| Year 13 A Level Economics | Business Growth, Business objectives, Revenue cost and profit, Market structure, Labour market and Government intervention | | International economics, Poverty-Inequality, Emerging-developing economies, Financial sector, Role of the state in the Macroeconomy | | Revision and Exam prep | |
| Year 13 Finance | Unit 3. Sustainability of an Individual's Finances. 2 External exams Understand the importance of financial sustainability for individuals and the measures in place to support an individual's sustainability; key external financial factors influencing financial performance; adapting personal budgets; debt and borrowing solutions in different circumstances and cultures; the impact of global events; developments and ethical considerations upon the financial services industry and ultimately the consumer; changes in the financial services industry. | | Unit 4. Sustainability of the Financial Services System 2 External exams Understand how financial services providers work and the competitive environment in which they operate; sustainability for financial services providers and systems; influences of external factors upon financial services providers; effectiveness of marketing materials; how do financial services providers attract, retain and satisfy consumers; how market segmentation and product development are used to meet the needs, wants and aspirations of financial consumers. | | | |