

**GCSE (1 year)**

**Intent:**

To develop an understanding and love of Business which enables students to make informed choices for their future education, destination and career.

To develop informed citizens through making the curriculum relevant.

To increase life chances of students through positive outcomes.

Staffing		Weeks																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																											
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		1.1.1 The dynamic nature of business				1.1.2 Risk & reward				1.1.3 The role of business enterprise				1.2.1 Customer needs				1.2.2 Market research												1.2.3 Market segmentation								1.2.4 The competitive environment								1.3.1 Business aims and objectives								1.3.2 Revenues, costs & profits								1.3.3 Cash & cashflow								1.3.4 Sources of finance								1.4.1 The options for start up & small business								1.4.2 Business location																2.1.1 Business growth								2.1.2 Changes in business aims and objectives								2.1.3 Business & globalisation								2.1.4 Ethics, the environment & business								2.2.1 Product 2.2.2 Price								2.2.3 Promotion 2.2.4 Place																2.3.1 Business operations								2.3.2 Working with suppliers								2.3.3 Managing quality								2.3.4 The sales process								2.4.1 Business calculations								2.4.2 Understanding business performance								2.5.1 Organisational structures								2.5.2 Effective recruitment																2.5.3 Effective training & development								2.5.4 Motivation																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																															

**Sequence of Units:**

The sequence of units is in line with the Edexcel GCSE Specification.

**Implementation:**

Course materials are pre-prepared for all units in line with the specification. Notes are made by students (not marked).

Case studies/ work sheets/ revision materials/ sample exam questions/ exam technique resources are available to use throughout the course.

End of unit knowledge tests for each unit of study to assess understanding.

End of unit exam practice questions for each unit of study to assess technique and application.

Assessments and exam questions are peer/ self/ teacher assessed. End of unit knowledge test results and mock exam grades recorded by teacher.

**Recall of Material:**

Teaching staff to use 1 lesson per week each to revisit/ recap/ revise previous learning and assess understanding through the use of examination style questions.

Independent learning time to be directed to revision of prior content which is to be evidenced throughout the course.

Mock examinations will be analysed with the students and will inform next steps for progress in terms of content/ technique.