

Year 9 GCSE Business Curriculum Plan

Unit	Core		Hinterland		NC Coverage Not applicable	Assessment	Whole Education Opportunities
	Knowledge	Skills	Knowledge	Skills			
Topic 1.1 Enterprise and entrepreneurship	<ul style="list-style-type: none"> How the dynamic nature of the business world leads to why new business ideas come about. The impact of risk and reward on business activity and the role of entrepreneurship. Why new business ideas come about How new business ideas come about The impact of risk and reward on business activity The role of business enterprise and the purpose of business activity The role of entrepreneurship in the modern business work 	<p>AO1 Demonstrate knowledge and understanding of business concepts and issues</p> <p>AO2 Apply knowledge and understanding of business concepts and issues to a variety of contexts</p> <p>AO3 Analyse and evaluate business information and issues to demonstrate understanding of business activity, make judgements and draw conclusions</p>	<ul style="list-style-type: none"> develop an enthusiasm for studying business apply knowledge and understanding to different business contexts ranging from small enterprises to large multinationals and businesses operating in local, national and global contexts develop an understanding of how these contexts impact on business behaviour use business terminology to identify and explain business activity apply business concepts to familiar and unfamiliar contexts. 	<ul style="list-style-type: none"> Engagement with Business through wider reading and an awareness of the current issues impacting on the subject. explore core concepts through the lens of an entrepreneur setting up a business. Understand that there are different business viewpoints Students must investigate different types and sizes of organisation in various business sectors and environments, and in local, national and global contexts Students should demonstrate and apply quantitative skills, and apply numerical skills in a range of business contexts Applying business ideas to the real world Evaluate & Reflect on information and data to make judgements about the quality, relevance, usefulness and efficiency of information Written communication Write coherently and structure responses in assessments. Calculate, use and understand ratios, averages and fractions, percentages, percentage changes and percentage point changes Creativity Generate new and innovative solutions to business issues and draw on a holistic understanding of business to integrate available information and data when answering 12 mark questions Metacognition Draw on knowledge and understanding to reflect on whether a problem solving strategy is working (or the likelihood of a strategy being effective) and make further recommendations as appropriate. Develop questioning skills and understand that 'there is no right answer' in problem-solving and strategic decision making. Problem Solving skills 		<ul style="list-style-type: none"> Project work In class assessments (PR points) Consolidation of class learning through linked homework Practise writing of 9 & 12 mark extended answers Collaborative problem solving through in-class group work, competitions and business debates Develop skills in articulating arguments and debates, questioning concepts and providing answers to justify recommendations through group discussions and peer learning Online assessments via google Forms 	<ul style="list-style-type: none"> Active listening - Engage with the viewpoints of others Links to other GCSE subjects i.e. Politics, Geography, Maths, English through transferable skills Current affairs knowledge linking theoretical models and understanding in context using relevant and focused examples which are fully integrated. Progression to sixth form Business Education courses at end of course Engagement with global, national and local business trends through wider reading and an awareness of the current issues impacting on the subject Student investor competition Work experience
Topic 1.2 Spotting a business opportunity	<ul style="list-style-type: none"> Identifying and understanding customer needs: The purpose of market research: Methods of market research The use of data in market research: qualitative & quantitative How businesses use market segmentation to target customers. 	<p>AO1 Demonstrate knowledge and understanding of business concepts and issues</p> <p>AO2 Apply knowledge and understanding of business concepts and issues to a variety of contexts</p> <ul style="list-style-type: none"> AO3 Analyse and evaluate business information and issues to demonstrate understanding of business 	<ul style="list-style-type: none"> apply knowledge and understanding to business decision making through use of market research how different business contexts affect business decisions the use and limitation of quantitative and qualitative data in making business decisions develop problem-solving and decision-making skills relevant to business 	<ul style="list-style-type: none"> Engagement with Business through wider reading and an awareness of the current issues impacting on the subject. explore core concepts through the lens of an entrepreneur setting up a business. Understand that there are different business viewpoints Students must investigate different types and sizes of organisation in various business 		<ul style="list-style-type: none"> Project work In class assessments (PR points) Consolidation of class learning through linked homework Practise writing of 9 & 12 mark extended answers Collaborative problem solving through in-class group work, competitions and business debates 	<ul style="list-style-type: none"> Active listening - Engage with the viewpoints of others Links to other GCSE subjects i.e. Politics, Geography, Maths, English through transferable skills Current affairs knowledge linking theoretical models and understanding in context using relevant and focused examples which are fully integrated.

	<ul style="list-style-type: none"> Understanding the competitive environment: strengths and weaknesses of competitors based on: price, quality, location, product range and customer service The impact of competition on business decision making 	<p>activity, make judgements and draw conclusions</p>	<ul style="list-style-type: none"> investigate, analyse and evaluate business opportunities and issues make justified decisions using both qualitative and quantitative data, including its selection, interpretation, analysis and evaluation, and the application of appropriate quantitative skills. 	<p>sectors and environments, and in local, national and global contexts</p> <ul style="list-style-type: none"> Students should demonstrate and apply quantitative skills Applying business ideas to the real world Evaluate & Reflect on information and data to make judgements about the quality, relevance, usefulness and efficiency of information Written communication Write coherently and structure responses in assessments. Calculate, use and understand ratios, averages and fractions, percentages, percentage changes and percentage point changes Creativity Generate new and innovative solutions to business issues and draw on a holistic understanding of business to integrate available information and data when answering 12 mark questions Metacognition Draw on knowledge and understanding to reflect on whether a problem solving strategy is working (or the likelihood of a strategy being effective) and make further recommendations as appropriate. Develop questioning skills and understand that ‘there is no right answer’ in problem-solving and strategic decision making. 		<ul style="list-style-type: none"> Develop skills in articulating arguments and debates, questioning concepts and providing answers to justify recommendations through group discussions and peer learning Online assessments via google Forms 	<ul style="list-style-type: none"> Progression to sixth form Business Education courses Engagement with global, national and local business trends through wider reading and an awareness of the current issues impacting on the subject Student Investor competition
<p>Topic 1.3 Putting a business idea into practice</p>	<ul style="list-style-type: none"> Business aims and objectives when starting up: <ul style="list-style-type: none"> financial aims and objectives: & non-financial aims and objectives: social objectives, personal satisfaction, challenge, independence and control. Why aims and objectives differ between businesses. The concept and calculation of: <ul style="list-style-type: none"> revenue fixed and variable costs total costs profit and loss interest break even level of output margin of safety. Interpretation of break even diagrams The importance of cash to a business Calculation and interpretation of cash-flow forecasts: <ul style="list-style-type: none"> cash inflows cash outflows net cash flow opening and closing balances. Sources of finance for a start-up or established small business: 	<p>AO1 Demonstrate knowledge and understanding of business concepts and issues</p> <p>AO2 Apply knowledge and understanding of business concepts and issues to a variety of contexts</p> <ul style="list-style-type: none"> AO3 Analyse and evaluate business information and issues to demonstrate understanding of business activity, make judgements and draw conclusions 	<ul style="list-style-type: none"> To understand some of the practical aspects of running a small business. All businesses have costs and to survive businesses need to make a profit. How to calculate the total amount of interest as the percentage of total repayment for a mortgage or loan. How to identify the break even level of output and margin of safety on a break even diagram and interpret the impact of changes in revenue and costs on break even charts. Understand Cash flows into a business as receipts; for example, from the sale of products or from loans. Understand cash flows out of a business as payments; for example, for wages, suppliers, loans and advertising. Net cash flow is the difference between cash inflows and cash outflows. Interpret information on the cash position of a business and comment on this position. Calculate cash-flow forecasts. Students are required to interpret cash-flow forecasts to explain what is happening or to evaluate the cash position. For 	<ul style="list-style-type: none"> Engagement with Business through wider reading and an awareness of the current issues impacting on the subject. explore core concepts through the lens of an entrepreneur setting up a business. Understand that there are different business viewpoints Students must investigate different types and sizes of organisation in various business sectors and environments, and in local, national and global contexts Students should demonstrate and apply quantitative skills Applying business ideas to the real world Evaluate & Reflect on information and data to make judgements about the quality, relevance, usefulness and efficiency of information Written communication Write coherently and structure responses in assessments. Calculate, use and understand ratios, averages and fractions, percentages, percentage changes and percentage point changes Creativity Generate new and innovative solutions to business issues and draw on a holistic 	<ul style="list-style-type: none"> Project work In class assessments (PR points) Consolidation of class learning through linked homework Practise writing of 9 & 12 mark extended answers Collaborative problem solving through in-class group work, competitions and business debates Develop skills in articulating arguments and debates, questioning concepts and providing answers to justify recommendations through group discussions and peer learning Online assessments via google Forms 	<ul style="list-style-type: none"> Active listening - Engage with the viewpoints of others Links to other GCSE subjects i.e. Politics, Geography, Maths, English through transferable skills Current affairs knowledge linking theoretical models and understanding in context using relevant and focused examples which are fully integrated. Progression to sixth form Business Education courses Engagement with global, national and local business trends through wider reading and an awareness of the current issues impacting on the subject Student Investor competition 	

			example, a business where net cash flow is negative over a period of time may well be under threat of insolvency.	<p>understanding of business to integrate available information and data when answering 12 mark questions</p> <ul style="list-style-type: none"> • Metacognition Draw on knowledge and understanding to reflect on whether a problem solving strategy is working (or the likelihood of a strategy being effective) and make further recommendations as appropriate. Develop questioning skills and understand that 'there is no right answer' in problem-solving and strategic decision making. 			
Topic 1.4 Making the business effective	<ul style="list-style-type: none"> • The concept of limited liability • The types of business ownership for start-ups: • The option of starting up and running a franchise operation • Factors influencing business location: • The marketing mix • How the elements of the marketing mix work together • The role and importance of a business plan • The purpose of planning business activity 	<p>AO1 Demonstrate knowledge and understanding of business concepts and issues</p> <p>AO2 Apply knowledge and understanding of business concepts and issues to a variety of contexts</p> <ul style="list-style-type: none"> • AO3 Analyse and evaluate business information and issues to demonstrate understanding of business activity, make judgements and draw conclusions 	<ul style="list-style-type: none"> • Students should be able to recognise the advantages and disadvantages of sole trader, partnership and private limited companies as a form of business ownership. • Students should understand the terms franchisor and franchisee – a franchisee buys the right from a franchisor to use the business idea – and be able to state the advantages and disadvantages of franchise as an option for starting up a business. • The nature of the business will influence the location decision and students need to consider the implications of the proximity to market, labour, materials and competitors on business location decisions. • Explore how changes in technology – e-commerce and digital communication – affect the marketing mix 	<ul style="list-style-type: none"> • Engagement with Business through wider reading and an awareness of the current issues impacting on the subject. • explore core concepts through the lens of an entrepreneur setting up a business. • Understand that there are different business viewpoints • Students must investigate different types and sizes of organisation in various business sectors and environments, and in local, national and global contexts • Students should demonstrate and apply quantitative skills • Applying business ideas to the real world • Evaluate & Reflect on information and data to make judgements about the quality, relevance, usefulness and efficiency of information • Written communication Write coherently and structure responses in assessments. • Calculate, use and understand ratios, averages and fractions, percentages, percentage changes and percentage point changes • Creativity Generate new and innovative solutions to business issues and draw on a holistic understanding of business to integrate available information and data when answering 12 mark questions • Metacognition Draw on knowledge and understanding to reflect on whether a problem solving strategy is working (or the likelihood of a strategy being effective) and make further recommendations as appropriate. Develop questioning skills and understand that 'there is no right answer' in problem-solving and strategic decision making. 		<ul style="list-style-type: none"> • Project work • In class assessments (PR points) • Consolidation of class learning through linked homework • Practise writing of 9 & 12 mark extended answers • Collaborative problem solving through in-class group work, competitions and business debates • Develop skills in articulating arguments and debates, questioning concepts and providing answers to justify recommendations through group discussions and peer learning • Online assessments via google Forms 	<ul style="list-style-type: none"> • Active listening - Engage with the viewpoints of others • Links to other GCSE subjects i.e. Politics, Geography, Maths, English through transferable skills • Current affairs knowledge linking theoretical models and understanding in context using relevant and focused examples which are fully integrated. • Progression to sixth form Business Education courses • Engagement with global, national and local business trends through wider reading and an awareness of the current issues impacting on the subject • Student Investor competition
Topic 1.5 Understanding external influences on business	<ul style="list-style-type: none"> • Who business stakeholders are and their different objectives • Stakeholders and businesses 	AO1 Demonstrate knowledge and understanding of business concepts and issues	<ul style="list-style-type: none"> • The role of stakeholders in small businesses and how they can impact on the business. Different stakeholders have different 	<ul style="list-style-type: none"> • Engagement with Business through wider reading and an awareness of the current issues impacting on the subject. 		<ul style="list-style-type: none"> • Project work • In class assessments (PR points) 	<ul style="list-style-type: none"> • Active listening - Engage with the viewpoints of others • Links to other GCSE subjects i.e. Politics, Geography,

	<ul style="list-style-type: none"> • Different types of technology used by business • How technology influences business activity • The purpose of legislation: <ul style="list-style-type: none"> • principles of consumer law: quality and consumer rights • principles of employment law: recruitment, pay, discrimination and health and safety. • The impact of legislation on businesses: • The impact of the economic climate on businesses • The importance of external influences on business: 	<p>AO2 Apply knowledge and understanding of business concepts and issues to a variety of contexts</p> <p>AO3 Analyse and evaluate business information and issues to demonstrate understanding of business activity, make judgements and draw conclusions</p>	<p>objectives and these differences can give rise to conflict</p> <ul style="list-style-type: none"> • How developments in the area of technology might impact on sales, costs and the marketing mix of a business • The principles of consumer and employment law must be explored and the impact on stakeholders considered • Economic growth will impact on unemployment and inflation, and students should be aware of these measures and the implications for the economy when they change 	<ul style="list-style-type: none"> • explore core concepts through the lens of an entrepreneur setting up a business. • Understand that there are different business viewpoints • Students must investigate different types and sizes of organisation in various business sectors and environments, and in local, national and global contexts • Students should demonstrate and apply quantitative skills • Applying business ideas to the real world • Evaluate & Reflect on information and data to make judgements about the quality, relevance, usefulness and efficiency of information • Written communication Write coherently and structure responses in assessments. • Calculate, use and understand ratios, averages and fractions, percentages, percentage changes and percentage point changes • Creativity Generate new and innovative solutions to business issues and draw on a holistic understanding of business to integrate available information and data when answering 12 mark questions • Metacognition Draw on knowledge and understanding to reflect on whether a problem solving strategy is working (or the likelihood of a strategy being effective) and make further recommendations as appropriate. Develop questioning skills and understand that 'there is no right answer' in problem-solving and strategic decision making. 		<ul style="list-style-type: none"> • Consolidation of class learning through linked homework • Practise writing of 9 & 12 mark extended answers • Collaborative problem solving through in-class group work, competitions and business debates • Develop skills in articulating arguments and debates, questioning concepts and providing answers to justify recommendations through group discussions and peer learning • Online assessments via google Forms 	<p>Maths, English through transferable skills</p> <ul style="list-style-type: none"> • Current affairs knowledge linking theoretical models and understanding in context using relevant and focused examples which are fully integrated. • Progression to sixth form Business Education courses • Engagement with global, national and local business trends through wider reading and an awareness of the current issues impacting on the subject • Student Investor competition
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