

Business Studies Long Term Plan Year 10 2019-20



Temperance Term

W/C	2nd September	9th September	16th September	23rd September	30th September	7th October	14th October	21st October
Topic	Purpose of Business Reasons for starting a business		Enterprise and Entrepreneurship			Business Ownership		Aims and Objectives
	To understand: what a business is and the reasons for starting a business; the difference between goods, services, needs and wants; the meaning of factors of production; opportunity cost; the three sectors of primary, secondary and tertiary.		To understand the term enterprise and what is meant by an entrepreneur Outline the characteristics of an entrepreneur.			To understand what is meant by a sole trader and the benefits and drawbacks of this legal structure. To understand what is meant by a partnership and the benefits and drawbacks of this legal structure.		To understand the main aims and objectives for businesses and how and why the objectives set may change as businesses evolve.
Challenge	Public Speaking / Presentation		Independent research and Presentation			Guided Learning / Peer Teaching		Use of independent student goal setting
Assessment			Individual Presentations and Peer Assessment			Complete question 1b) 4 marks sole trader Paper 1 June 2016		
W/C	4th November		11th November	18th November	25th November	2nd December	9th December	CHRISTMAS
Topic	Stakeholders		Business Location	Business Planning		Challenge Week		
	To understand what is meant by a stakeholder and who the main stakeholders of a business are, their main objectives and how they impact and influence the business.		To understand the factors that influence the location decision of a business	To understand the reasons why businesses, create plans and the main sections of a business plan To calculate revenue, costs, profit and loss.		Dragons Den Themed Week – Design and Pitch		
Challenge	To understand how businesses may face conflict between stakeholders.		Evaluate locations	Students access Question Bank for higher level questioning				
Assessment	Complete question 3c) 4 marks Paper 2 June 2013.		Past paper questions					

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Justice Term

W/C	6 th January	13 th January	20 th January	27 th January	3 rd February	10 th February	HALF TERM
Topic	Methods of Expansion		Influences in Business		Ethical Considerations		
	To understand and discuss the advantages and disadvantages of the methods used by businesses when expanding. To calculate and interpret average unit costs.		To understand the impact of the changing use of ICT and how it influences business activity. To understand how e-commerce provides access to wider markets To understand how digital communication changes the way businesses communicate with stakeholders.		To identify and analyse where there may be a possible trade-off between ethics and profit To understand the benefits and drawbacks of ethical behaviour and where there may be a possible trade-off between sustainability and profit.		
Challenge	Independent Learning Project		Independent Learning Project				
Assessment	Complete question 2d) 9 marks Paper 2 June 2014. Complete question 3b) 5 marks Paper 2 June 2014.				Complete question 1c) 4 marks June 2016 Complete question 1c) 6 marks June 2013.		
W/C	24 th February	2 nd March	9 th March	16 th March	23 rd March	30 th March	EASTER
Topic	Economic Climate		Globalisation & Legislation			Challenge Week	
	To demonstrate and understand how businesses might be affected by changes in the rate of interest. To understand how fluctuating interest rates can affect consumer and business spending. To identify how and why businesses might be affected by changes in levels of employment.		To understand what is meant by globalisation, the methods UK businesses use to compete internationally, the benefits of providing a safe working environment and the consequences of failing to follow legislation for the business. To understand the impact of exchange rates on the profit and sales of those businesses that import and/or export.			TBC	
Challenge	Evaluate how demand for products and services may change as incomes fluctuate.		To analyse the benefits and drawbacks of globalisation for UK businesses. To assess the impact of employment and health and safety legislation on businesses.				
Assessment			Complete question 3b) 5 marks Paper 1 June 2015.				

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Courage Term

W/C	20 th April	27 th April	4 th May	11 th May	18 th May	HALF TERM
Topic	Competitive environment	Organisational structures	Exam Preparation / Revision			
	To understand the reason why entrepreneurs embark on running businesses and the activities businesses can undertake to minimise risk.	To understand internal organisational structures, span of control, chain of command, delayering and delegation	To be determined according to individual pupils' needs.			
Challenge	To analyse potential impacts of competition on businesses and identify situations when businesses face minimal or no competition					
Assessment			Year 10 Mock Exams			
W/C	1 st June	8 th June	15 th June	22 nd June	29 th June	6 th July
Topic	Work Experience	Recruitment and Employment		Motivating Employees		Challenge Week
		To understand the impact that having a tall or flat organisational structure has on how a business is managed and how an organisational structure may affect the different ways of communication. To understand the benefits and drawbacks of centralisation and decentralisation for business performance.		To outline the main stages in the recruitment and selection process. To understand the difference between and benefits of part time and full-time contracts, job share and zero-hour contracts and the benefits of a motivated workforce and how this can be achieved.		TBC
Challenge				To analyse the benefits of having an effective recruitment and selection process for a business.		
Assessment		Complete question 1b) 4 marks Paper 2 June 2016. Complete question 2c) 4 marks Paper 2 June 2013 or question 3c) 6 marks Paper 2 June 2015.		Complete question 1d) 9 marks Paper 2 June 2014. Complete question 3b) 4 marks Paper 2 June 2015.		