

Business Studies Long Term Plan Year 10 2020-21



Temperance Term

W/C	7th September	14th September	21st September	28th September	5th October	12th October		19th October
Topic	Purpose of Business	Reasons for starting a business	Enterprise and Entrepreneurship	Enterprise and Entrepreneurship	Enterprise and Entrepreneurship	Business Ownership	Business Ownership	Aims and Objectives
	<ul style="list-style-type: none"> To understand what a business is and the reasons for starting a business To understand the difference between goods, services, needs and wants. To understand the meaning of factors of production. To define opportunity cost. To define the three sectors of primary, secondary and tertiary and give examples of types of businesses that operate in each sector 		<ul style="list-style-type: none"> To understand the term enterprise and what is meant by an entrepreneur. To outline the characteristics of an entrepreneur. To outline the objectives of an entrepreneur. To understand that businesses face a constantly changing business environment 			<ul style="list-style-type: none"> 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. Private / Public limited / not for Profit 		<p>To understand the main aims and objectives for businesses.</p> <p>To understand the role of objectives in running a business.</p> <p>To understand how and why the objectives set will differ between businesses.</p> <p>To understand how and why the objectives set may change as businesses evolve.</p> <p>To understand the success of a business can be measured in other ways than profit.</p>
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.		

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W/C		2 nd November	9 th November	16 th November	23 rd November	30 th November	7 th December		
Topic	HALF TERM	Stakeholders	Stakeholders	Business Location	Business Planning	Business Planning	Challenge Week	CHRISTMAS	
		To understand what is meant by a stakeholder and who the main stakeholders of a business are. To understand the main objectives of stakeholders To understand the impact that business activity and decisions have on stakeholders. To understand the impact and influence stakeholders have on businesses and their objectives. To understand how businesses may face conflict between stakeholders.		To understand what is meant by location. To understand the factors that influence the location decision of a business. To evaluate the appropriate location for a variety of businesses	To understand the reasons why businesses, create plans. To understand the main sections of a business plan To analyse the benefits and drawbacks of business planning. To understand the difference between variable costs, fixed costs and total costs To understand the concept of revenue, costs, profit and loss. To calculate revenue, costs, profit and loss.		Dragons Den Themed Week – Design and Pitch		
Challenge		Debates /				Students access Question Bank for higher level questioning			Competition
Assessment		Complete question 3c) 4 marks Paper 2 June 2013.		Complete question 3c) 9 marks Paper 1 June 2015 or 3c) 9 marks June 2013. Complete question 2d) 9 marks paper 2 June 2012.					

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Justice Term

W/C	4th January	11th January	18th January	25th January	1st February	8th February	HALF TERM
Topic	Methods of Expansion	Methods of Expansion	Influences in Business	Influences in Business	Ethical Considerations	Ethical Considerations	
	<p>To understand the methods used by businesses when expanding.</p> <p>To discuss the advantages and disadvantages of each method of growth.</p> <p>To understand the benefits of growth in terms of unit cost advantages due to economies of scale.</p> <p>To understand that, with growth, businesses increase the risk of diseconomies of scale.</p> <p>To calculate and interpret average unit costs.</p>		<p>To understand the impact of the changing use of ICT and how it influences business activity.</p> <p>To understand how e-commerce provides access to wider markets</p> <p>To understand how digital communication changes the way businesses communicate with stakeholders.</p>		<p>To identify and analyse where there may be a possible trade-off between ethics and profit</p> <p>To understand the benefits and drawbacks of ethical behaviour.</p> <p>To understand how businesses and consumers accept greater environmental responsibility in their decision-making and the costs and benefits of businesses behaving this way.</p> <p>To identify and analyse where there may be a possible trade-off between sustainability and profit.</p>		
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 on ethical business. Complete question 1c) 6 marks June 2013.		
W/C	22nd February	1st March	8th March	15th March	22nd March	29th March	
Topic	Economic Climate	Economic Climate	Globalisation & Legislation	Globalisation & Legislation	Globalisation & Legislation	Challenge Week	
	<p>To demonstrate and understand how businesses might be affected by changes in the rate of interest.</p> <p>To understand how fluctuating interest rates can affect consumer and business spending.</p> <p>To identify how and why businesses might be affected by changes in levels of employment.</p> <p>To understand how demand for products and services may change as incomes fluctuate.</p>		<p>To understand what is meant by globalisation</p> <p>To understand the methods UK businesses, use to compete internationally</p> <p>To analyse the benefits and drawbacks of globalisation for UK businesses.</p> <p>To understand the impact of exchange rates on the profit and sales of those businesses that import and/or export</p> <p>To assess the impact of employment legislation on businesses.</p> <p>To understand the consequences of failing to follow legislation for the business.</p> <p>To assess the impact of health and safety and consumer legislation on businesses.</p> <p>To understand the benefits of providing a safe working environment.</p>			TBC	
Challenge							
Assessment			Complete question 3b) 5 marks Paper 1 June 2015.				
						EASTER	

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Courage Term

W/C	19th April	26th April	3rd May	10th May	17th May	HALF TERM		
Topic	Competitive environment	Organisational structures						
	To understand the meaning of a market and competition. To analyse potential impacts of competition on businesses and identify situations when businesses face minimal or no competition To understand the risks businesses, face and the reasons why all businesses face uncertainty. To understand the reason why entrepreneurs, embark on running businesses and the activities businesses can undertake to minimise risks To understand internal organisational structures, span of control, chain of command, delayering and delegation. To understand why businesses, have internal organisational structures.							
Challenge								
Assessment								

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W/C	24 th May	7 th June	14 th June	21 st June	28 th June	5 th July	12 th July
Topic	Recruitment and Employment	Recruitment and Employment	Recruitment and Employment	Motivating Employees	Motivating Employees		Challenge Week
		<p>To understand the impact that having a tall or flat organisational structure has on how a business is managed.</p> <p>To understand how an organisational structure may affect the different ways of communication</p> <p>To understand what is meant by centralisation and decentralisation.</p> <p>To understand the benefits and drawbacks of centralisation and decentralisation for business performance.</p> <p>To understand the difference between internal and external recruitment.</p>		<p>To outline the main stages in the recruitment and selection process.</p> <p>To analyse the benefits of having an effective recruitment and selection process for a business.</p> <p>To understand the difference between part time and full-time contracts, job share and zero-hour contracts.</p> <p>To understand the benefits of full and part time employment.</p> <p>To understand the benefits of a motivated workforce.</p> <p>To understand the use of financial methods of motivation (including an understanding of the main methods of payment including salary, wage, commission and profit sharing).</p> <p>To understand the use of non-financial methods of motivation</p>			
Challenge		Mock Interviews / Public Speaking					
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.				