

Business Studies Long Term Plan Year 10

Temperance Term

W/C	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	HALF TERM
Topic	Unit 1 - Why Businesses Exist	Unit 1- Dynamic Nature of Business	Unit 1 - Enterprise and Entrepreneurship	Unit 1 - Enterprise and Entrepreneurship	Unit 1- Factors of Production	Unit 1 -Ownership structures	Unit 1 -Ownership structures	
Core	Explain different reasons for wanting to start a business	Highlight the external factors that impact a business	Outline the characteristics of an entrepreneur		Give examples of businesses that operate in a variety of sectors	describe what is meant by a sole trader.	describe what is meant by a Private and Public Limited Company.	
Challenge	Explain examples of goods and services in more of a complicated scenario e.e cinema, restaurant.	review a range of external factors and assess the impact on business	Analyse a range of characteristics of an entrepreneur and highlight the most important		Define opportunity cost, give examples in the business environment.	differentiate between a sole trader and a partnership	differentiate between limited and Unlimited liability.	
Assessment				Formative assessment – focus on current topic coverage (Quiz, 6/9/12 Mark Question)				

W/C	Week 8	Week 9	Week 10	Week 11	Week 12	Week 13	CHRISTMAS
Topic	Unit 1 - Business Aims and Objectives	Unit 1 - Stakeholders	Unit 1 - Revenue, cost and profit	Unit 1 -The business plan	Unit 1 -Business Location	Unit 1 -Expanding businesses	
Core	describe the purpose of setting business objectives	identify a range of stakeholder objectives	identify examples of fixed and variable costs.	identify the main sections of a business plan.	identify factors that influence the location of a business.	identify methods used by a business to expand a business.	
Challenge	explain why objectives may change as the business evolves.	assess the impact of a range of business decisions on its stakeholders	calculate revenue, costs, profit and loss.	create a simple business plan for a basic product design	evaluate the appropriate location for a range of businesses.	recommend a suitable method of growth for a small business.	
Assessment	Formative assessment – focus on current topic coverage (Quiz, 6/9/12 Mark Question)			Formative assessment – focus on current topic coverage (Quiz, 6/9/12 Mark Question)		End of unit formal summative assessment	

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Justice Term

W/C	Week 14	Week 15	Week 16	Week 17	Week 18	Week 19	HALF TERM
Topic	Unit 2 - Technology and Business	Unit 2 - Technology and Business	Unit 2 - Ethical Considerations	Unit 2 - Economic climate on business	Unit 2 - Globalisation	Unit 2 - Exchange rates	
Core	explain how e-commerce provides access to wider markets.	identify the impact of the changing use of ICT in Business	explain what is meant by ethics in business.	highlight the impact of changing interest rates on business.	describe methods used by businesses in order to compete internationally	describe the impact of exchange rates on the profit and sales in business.	
Challenge	create a front webpage for a new start up business.	create a front webpage for a new start up business.	demonstrate examples of ethical behavior	show how fluctuating interest rates can affect consumer spending.	analyse the benefits and drawbacks of globalisation for UK businesses.	analyse current UK exchange rates and identify the impact on sales, cost and profit.	
Assessment			Formative assessment – focus on current topic coverage (Quiz, 6/9/12 Mark Question)			Formative assessment – focus on current topic coverage (Quiz, 6/9/12 Mark Question)	

W/C	Week 20	Week 21	Week 22	Week 23	Week 24	Week 25	EASTER
Topic	Unit 2 - Employment and the law	Unit 2 - Employment and the law	Unit 2 - Competition in business	Unit 2 - Competition in business	Unit 2 - Risks in Business	Recap & consolidation	
Core	assess the impact of employment legislation on business.	Highlight the consequences of failing to follow legislation	develop a strategy to increase the sales of a specific product.		identify activities that minimise business risk.		
Challenge	create an example to illustrate consumer laws being broken.		analyse the potential impacts of competition on businesses.		generate ideas of how to face certain issues faced in business.		
Assessment				Formative assessment – focus on current topic coverage (Quiz, 6/9/12 Mark Question)		End of unit formal summative assessment	

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Courage Term

W/C	Week 26	Week 27	Week 28	Week 29	Week 30	Week 31	HALF TERM
Topic	Unit 4 - Organisational structures	Unit 4 - Organisational structures	Unit 4 - Contracts of employment	Unit 4 - Recruitment	Unit 4 - Recruitment	Unit 4 - Staff Training	
Core	explain reasons for having internal organisational structures.	explain what is meant by a flat or tall organisational structure.	explain the difference between part-time and full-time contracts.	explain the difference between internal and external recruitment.	identify the benefits and drawbacks of internal and external recruitment.	explain the benefits of training employees for a business.	
Challenge	demonstrate what is meant by 'span of control'	demonstrate how an organisational structure may effect different ways of communication.	prepare to interview an owner of a business.	analyse reasons why a business would use a recruitment agency.		analyse the benefits and drawbacks of on and off the job training and evaluate the the most appropriate method for a variety of businesses.	
Assessment		Formative assessment – focus on current topic coverage (Quiz, 6/9/12 Mark Question)				Formative assessment – focus on current topic coverage (Quiz, 6/9/12 Mark Question)	

W/C	Week 32	Week 33	Week 34	Week 35	Week 36	Week 37	SUMMER
Topic	Unit 4 - Staff Training	Unit 4 - Motivation	Unit 4 Motivation	Project Week	Project Week	Project week	
Core		explain the importance of workforce motivation.	highlight the impact of demotivated staff on businesses.				
Challenge		analyse the main benefits of a motivated workforce.					
Assessment		Formative assessment – focus on current topic coverage (Quiz, 6/9/12 Mark Question)	End of unit formal summative assessment				