

# Long Term Plan Year 10 Business Studies

<b>W/C</b>	6 <sup>th</sup> September	10 <sup>th</sup> September	17 <sup>th</sup> September	24 <sup>th</sup> September	1 <sup>st</sup> October	8 <sup>th</sup> October	15 <sup>th</sup> October	<b>HALF TERM</b>	31 <sup>st</sup> October	5 <sup>th</sup> November	12 <sup>th</sup> November	
	<b>Purpose of Business</b>	<b>Reasons for starting a business</b>	<b>Enterprise and Entrepreneurship</b>	<b>Enterprise and Entrepreneurship</b>	<b>Review and Reflect</b>	<b>Business Ownership</b>	<b>Business Ownership</b>		<b>Aims and Objectives</b>	<b>Aims and Objectives</b>	<b>Review</b>	
	<p>To understand what a business is and the reasons for starting a business</p> <p>To understand the difference between goods, services, needs and wants.</p> <p>To understand the meaning of factors of production.</p> <p>To define opportunity cost.</p> <p>To define the three sectors of primary, secondary and tertiary and give examples of types of businesses that operate in each sector</p>	<p>To understand the term enterprise and what is meant by an entrepreneur.</p> <p>To outline the characteristics of an entrepreneur.</p> <p>To outline the objectives of an entrepreneur.</p> <p>To understand that businesses face a constantly changing business environment</p>	<p>To understand what is meant by a sole trader and the benefits and drawbacks of this legal structure.</p> <p>To understand what is meant by a partnership and the benefits and drawbacks of this legal structure.</p> <p>Private / Public limited / not for Profit</p>						<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>			
<b>W/C</b>	19 <sup>st</sup> November	26 <sup>th</sup> November	3 <sup>rd</sup> December	10 <sup>th</sup> December	<b>CHRISTMAS</b>	4 <sup>th</sup> January	7 <sup>th</sup> January	14 <sup>th</sup> January	21 <sup>st</sup> January	28 <sup>th</sup> January	4 <sup>th</sup> February	11 <sup>th</sup> February
	<b>Stakeholders</b>	<b>Stakeholders</b>	<b>Assessment and Review</b>	<b>Business Location</b>		<b>Business Planning</b>	<b>Business Planning</b>	<b>Methods of expansion</b>	<b>Methods of Expansion</b>	<b>Assessment and Review</b>	<b>Influences in Business</b>	<b>Influences in Business</b>
	<p>To understand what is meant by a stakeholder and who the main stakeholders of a business are.</p> <p>To understand the main objectives of stakeholders</p> <p>To understand the impact that business activity and decisions have on stakeholders.</p> <p>To understand the impact and influence stakeholders have on businesses and their objectives.</p> <p>To understand how businesses may face conflict between stakeholders.</p>	<p>To understand what is meant by location.</p> <p>To understand the factors that influence the location decision of a business.</p> <p>To evaluate the appropriate location for a variety of businesses.</p>				<p>To understand the reasons why businesses, create plans.</p> <p>To understand the main sections of a business plan</p> <p>To analyse the benefits and drawbacks of business planning.</p> <p>To understand the difference between variable costs, fixed costs and total costs</p> <p>To understand the concept of revenue, costs, profit and loss.</p> <p>To calculate revenue, costs, profit and loss.</p>	<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>			

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W/C	HALF TERM	25th February	4 <sup>th</sup> March	11 <sup>th</sup> March	18 <sup>th</sup> March	25 <sup>th</sup> March	1 <sup>st</sup> April	EASTER	24th April	29 <sup>th</sup> April	6 <sup>th</sup> May	
		Recap and Review	Ethical Considerations	Ethical Considerations	Assessment and Review	Economic Climate	Economic Climate		Assessment and Review	<i>Globalisation &amp; Legislation</i>		
				<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 behavior.</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>			<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>	

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W/C	13 <sup>th</sup> May	20 <sup>th</sup> May								
	<b>Competitive environment</b>	<b>Organisational structures</b>		3 <sup>rd</sup> June	10 <sup>th</sup> June	17 <sup>th</sup> June	24 <sup>th</sup> June	1 <sup>st</sup> July	8 <sup>th</sup> July	
			<b>HALF TERM</b>	<b>Recruitment and Employment</b>	<b>Motivating Employees</b>	<b>Motivating Employees</b>	<b>Training</b>	<b>Training</b>	<b>Assessment and Review</b>	
	<p>To understand the meaning of a market and competition.</p> <p>To analyse potential impacts of competition on businesses and identify situations when businesses face minimal or no competition</p> <p>To understand the risks businesses face and the reasons why all businesses face uncertainty.</p> <p>To understand the reason why entrepreneurs embark on running businesses and the activities businesses can undertake to minimise risks</p> <p>To understand internal organisational structures, span of control, chain of command, layering and delegation.</p> <p>To understand why businesses have internal organisational structures.</p>				<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 understand the benefits and drawbacks of 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>				<p>To explain the benefits of training employees for a business.</p> <p>To understand the methods of training undertaken by businesses.</p> <p>To explain the benefits of induction training.</p> <p>To analyse the benefits and drawbacks of on the job and off the job training and evaluate which would be the most appropriate method for a variety of businesses.</p>