

Long Term Plan Year 10 Business Studies

W/C	6 th September	10 th September	17 th September	24 th September	1 st October	8 th October	15 th October	HALF TERM	31 st October	5 th November	12 th November	
	Purpose of Business	Reasons for starting a business	Enterprise and Entrepreneurship	Enterprise and Entrepreneurship	Review and Reflect	Business Ownership	Business Ownership		Aims and Objectives	Aims and Objectives	Review	
	<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>		
W/C	19 st November	26 th November	3 rd December	10 th December	CHRISTMAS	4 th January	7 th January	14 th January	21 st January	28 th January	4 th February	11 th February
	Stakeholders	Stakeholders	Assessment and Review	Business Location		Business Planning	Business Planning	Methods of expansion	Methods of Expansion	Assessment and Review	Influences in Business	Influences in Business
	<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 th March	11 th March	18 th March	25 th March	1 st April	EASTER	24th April	29 th April	6 th May
		Recap and Review	Ethical Considerations	Ethical Considerations	Assessment and Review	Economic Climate	Economic Climate		Assessment and Review	<i>Globalisation & 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 th May	20 th May							
	Competitive environment	Organisational structures	HALF TERM	3 rd June	10 th June	17 th June	24 th June	1 st July	8 th July
				Recruitment and Employment	Motivating Employees	Motivating Employees	Training	Training	Assessment and Review
	<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>	