



Key Stage 4 Programme of Study

Yr Group	Term 1	Term 2	Term 3	Term 4	Term 5	Term 6
10	<p>Topic/Enquiry: Chapter 1: Business in the real world</p> <p>Key knowledge: To understand;</p> <ol style="list-style-type: none"> 1. Purpose of business 2. Various Business ownership styles 3. Setting business aims and objectives 4. Objectives and impact of business stakeholders <p>Assessment: Knowledge test on the structure and dynamics of Business</p>	<p>Topic/Enquiry: Chapter 1: Business in the real world</p> <p>Key knowledge: To understand:</p> <ol style="list-style-type: none"> 1. Factors influencing the location decision of a business 2. Sections in a business plan and how to plan a business 3. Growing a business <p>Assessment: Knowledge test on Evaluating the implications of poor location choice on key business stakeholders</p>	<p>Topic/Enquiry: Chapter 2: Influences on business</p> <p>Key knowledge: To understand:</p> <ol style="list-style-type: none"> 1. Technology and its impact on business 2. Ethical and environmental considerations 3. The economic climate on businesses <p>Assessment: Knowledge test on various impacts on businesses. Students should be able to identify how and why businesses might be affected by several factors.</p>	<p>Topic/Enquiry: Chapter 2: Influences on business</p> <p>Key knowledge: To understand:</p> <ol style="list-style-type: none"> 1. Globalisation & how UK businesses compete internationally 2. Legislations that affect businesses 3. The Competitive business environment <p>Assessment: Knowledge test on the Impacts of Globalisation & legislation on businesses</p>	<p>Topic/Enquiry: Chapter 3: Business Operations</p> <p>Key knowledge: To understand:</p> <ol style="list-style-type: none"> 1. Various production processes 2. The role of procurement 3. The concept of quality 4. Good customer service <p>Assessment: Knowledge test on the various business operations and</p>	<p>Topic/Enquiry: Chapter 4: Human Resources</p> <p>Key knowledge: To understand the human resource elements of businesses:</p> <ol style="list-style-type: none"> 1. The structure of an organisation 2. Recruitment and selection of employees 3. How employees are motivated 4. How employees are trained. <p>Assessment: Knowledge test on the reasons for having internal organisational structures. The Recruitment and selection processes by HR</p>
11	<p>Topic/Enquiry: Recap of Chapters 1-4 & Chapter 5: Marketing</p> <p>Key Knowledge: To understand;</p>	<p>Topic/Enquiry: Chapter 5: Marketing</p> <p>Key knowledge: To understand;</p> <ol style="list-style-type: none"> 1. The marketing mixes (Promotions and Place) and how it is 	<p>Topic/Enquiry: Chapter 6: Finance</p> <p>Key knowledge: To understand;</p> <ol style="list-style-type: none"> 1. The main internal and external sources of finance available. 	<p>Topic/Enquiry: • Recap on Chapter 5 & 6 • Paper 2 Mock</p> <p>Key knowledge: To understand;</p>	<p>Topic/Enquiry: Revision of Chapters 1-6 in preparation for final exams.</p> <p>Key knowledge:</p>	<p>Topic/Enquiry: • Revision of Chapters 1-6 in preparation for final exams. • GCSE EXAMs</p> <p>Key knowledge:</p>

	<ol style="list-style-type: none"> 1. The importance of identifying and satisfying customer needs 2. The methods and criteria businesses use to segment the market 3. Purpose of market research 4. The marketing mixes (Product and Price) and how it's used to inform and implement business decisions. <p>Assessment: Knowledge test on the use and application of the marketing mix.</p>	<ol style="list-style-type: none"> used to inform and implement business decisions. 2. Promotional methods and the benefits and drawbacks of the promotional methods used by businesses 3. Place (the different channels of distribution used by businesses) 4. Paper 1 Mock Exams <p>Assessment: Paper 1 mock</p>	<ol style="list-style-type: none"> 2. To be able to evaluate the suitability of sources of finance for new and established businesses. 3. Be able to draw up and interpreting cash flow forecasts. 4. Basic financial terms calculations (ARR, Break-even and income statements) <p>Assessment: Knowledge test on basic financial Calculations.</p>	<ol style="list-style-type: none"> 1. Analysing the financial performance of a business 2. Purpose of financial statements 3. Components of financial statements 4. Interpretation of data given on financial Statements 5. Paper 2 Mock exams <p>Assessment: Mock paper 2</p>	<ol style="list-style-type: none"> 1. Recollection and retrieval via practice papers. 2. Understanding the misconceptions across the various chapters and sub-chapters. <p>Assessment: Recall and retrieval is assessed via practice papers.</p>	<ol style="list-style-type: none"> 1. Recollection and retrieval via practice papers. 2. Understanding the misconceptions across the various chapters and sub-chapters. <p>Assessment: Recall and retrieval is assessed via practice papers.</p>
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