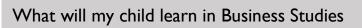
Curriculum Overview |



	Term I	Term 2	Term 3	Term 4	Term 5	Term 6
Year 10	 (1) Business Activity – PAPER 1 The role of Business enterprise and entrepreneurship. Business Planning Business Planning Business ownership- sole traders, partnerships, private and public limited companies Business Aims and Objectives. Stakeholders in Business Business Growth- internal and external growth. 	 (2) Marketing – PAPER The role of marketing Market research. Market segmentation. AP1- End of unit test on Business Activity 	(2) Marketing – PAPER 1 • The marketing mix- the role of product, price, place and promotion in enabling Businesses to sell their products and services.	 (3) People- PAPER 1 The role of Human Resources Organisational Structures and different ways or working. Communication in business Recruitment and selection 	 (3) People- PAPER 1 Motivation and retention. Training and Development. Employment Law 	Operations: PAPER 2 Production Processes Quality of goods and services The sales process and customer service Consumer Law AP2- Full end of unit past paper 1 exam on units 1-3:

Year 11	(4) Operations: PAPER 2	(5) <u>Finance:</u> PAPER 2	(5 <u>) Finance</u> PAPER 2	(6) <u>The</u> interdependent	Revision of all units to practice for main two	
	 Business Location. Working with suppliers 	 The role of the finance function. Sources of finance. Revenue, costs, profits and loss. Full mock exam which is a paper 1 past paper 	 Break-even. Cash and cash flow (5) Influences on Business Ethical and environmental considerations. The economic climate. Globalisation Full mock exam which is a past paper 2 	nature of business PAPER 2 Revision of all units to practice for main two exams which are both 90 minutes	exams which are both 90 minutes	