

	Half term 1	Half term 2	Half term 3	Half term 4	Half term 5	Half term 6
<b>Year 10</b>	<b>Unit 1 - Business in the Real World</b>	<b>Unit 1 – Business in the Real World</b>	<b>Unit 5 - Marketing</b>	<b>Unit 5 – Marketing Unit 2 – Influences on Business</b>	<b>Unit 2 – Influences on Business</b>	<b>Unit 2 - Influences on Business Unit 4 – Human Resources</b>
<b>I am learning about:</b>	<ul style="list-style-type: none"> <li>•Purpose and nature of business</li> <li>•Industry sectors</li> <li>•Business sectors</li> <li>•Entrepreneurship</li> <li>•Aims and objectives</li> <li>•Business ownership</li> </ul>	<ul style="list-style-type: none"> <li>•Business ownership</li> <li>•Stakeholders</li> <li>•Business planning</li> <li>•Business location</li> <li>•Expanding a business</li> </ul>	<ul style="list-style-type: none"> <li>•Identifying and segmenting customers</li> <li>•Market research</li> <li>•Marketing mix – Price &amp; Product</li> </ul>	<ul style="list-style-type: none"> <li>•Place</li> <li>•Promotion</li> <li>•Technology</li> <li>•Ethics and environmental considerations</li> </ul>	<ul style="list-style-type: none"> <li>•Economic climate</li> <li>•Globalisation</li> </ul>	<ul style="list-style-type: none"> <li>•Legislation</li> <li>•Competitive environment</li> </ul> <p>Organisational structures</p>
<b>Assessment</b>	MCQ questions Exam style Questions	MCQ questions Exam style Questions	Unit 1 section test MCQ questions Exam style Questions	MCQ questions Exam style Questions Unit 5 section test	MCQ questions Exam style Questions	MCQ questions Exam style Questions
<b>Year 11</b>	<b>Unit 6 - Finance</b>	<b>Unit 6 - Finance</b>	<b>Unit 6 – Finance and Unit 5 - Marketing</b>	<b>Revision</b>	<b>Revision</b>	<b>Revision</b>
<b>I am learning about:</b>	<ul style="list-style-type: none"> <li>• 4 WEEK RECAP</li> <li>• Sources of finance</li> <li>• Basic calculations</li> </ul>	<ul style="list-style-type: none"> <li>•Cash flow</li> <li>•Break Even</li> <li>•ARR</li> </ul>	<ul style="list-style-type: none"> <li>•Income statements</li> </ul> <p>Recap = Identifying customer needs / segmentation Product portfolio / Boston Matrix Marketing</p> <ul style="list-style-type: none"> <li>•Market research</li> </ul> <p>The marketing mix</p>	<u>Overspill / revision exam practice</u>	<u>Revision exam practice</u>	<u>N/A – revision during lessons where pupils are present no content planned</u>
<b>Assessment</b>	Seneca learning Full past paper assessment MCQ questions Worksheets	PPE assessment MCQ questions Worksheets	MCQ questions Worksheets PPE assessment	Preparing for Exams – continuous assessment and retrieval activities	GCSE Exams	GCSE Exams