



## **Business Studies: Year 10**

Students will have no prior learning from KS3 when they will start their GCSE Business Studies course. The specification will be taught in the order of the units stated on the specification, Units 1-4 will lead students to the content of Paper 1, with unit 1,2, 5 and 6 will prepare the students for Paper 2. Each unit is dedicated to a term, at the end of every term students will complete an end of unit test. The aim is to complete the whole specification to allow for year 11 to be dedicated to revision for two mock exams and revision for the final exam. No new content to be left until year 11.

Year	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
<b>10</b>	<b>Unit 1 - Business in the Real World</b>  1.1 The Purpose and nature of business. 1.2 Business Ownership 1.3 Setting Business Aims and Objectives 1.4 Stakeholders 1.5 Business Location 1.6 Business Planning 1.7 Expanding a business	<b>Unit 2 - Influences on Business</b>  2.1 Technology 2.2 Ethical and environmental considerations 2.3 The economic climate on businesses 2.4 Globalisation 2.5 Legislation 2.6 The Competitive Environment	<b>Unit 3 - Business Operations:</b>  3.1 Production Processes 3.2 The role of procurement 3.3 The concept of quality 3.4 Good customer services	<b>Unit 4 - Human Resources:</b>  4.1 Organisational structures 4.2 Recruitment and selection of employees 4.3 Motivating Employees 4.4 Training	<b>Unit 5 - Marketing:</b>  5.1 Identifying and understanding customers 5.2 Segmentation 5.3 The purpose and methods of market research 5.4 The Elements of the Marketing Mix 5.5 Using the Marketing Mix: Product and Pricing 5.6 Promotion and Distribution	<b>Unit 6 - Finance:</b>  6.1 Sources of finance 6.2 Cash flow 6.3 Financial terms and calculations 6.4 Analysing the financial performance of a business.