

**Business Scheme of Work 2023-24: YEAR 10**

(OCR Syllabus)

AUTUMN TERM 1: SEPT - OCT	AUTUMN TERM 2: OCT - DEC	SPRING TERM 1: JAN - FEB
<b>Business Activity.</b>	<b>Marketing and People</b>	<b>People</b>
<p><b>AO: To understand the basic activities which business must carry out.</b> Pupils will extend their knowledge about the general activities of a business. They will also extend their knowledge of how to analyse and evaluate business information. <b>Main text: Hodder GCSE Business textbooks plus on-line links.</b></p> <p><b>Topics:</b> The role of business and entrepreneurship. Business planning. Business aims and objectives. Stakeholders in business. Business growth.</p> <p>Base line test. Half term test.</p>	<p><b>AO: To learn about marketing and start learning about people in business.</b> Pupils will extend their knowledge about marketing, including “the 4 p’s” of the marketing mix. They will also continue to practise analysing and evaluating. <b>Main text: Hodder GCSE Business textbooks plus on-line links.</b></p> <p><b>Topics:</b> The role of marketing. Market research. Market segmentation. The marketing mix.</p> <p>The role of human resources. Organisational structures and ways of working.</p> <p>End of term test.</p>	<p><b>AO: To continue our study of the role people play in business.</b> Pupils will extend their knowledge of the various roles that people within a business play. They will also continue to practise analysing and evaluating. <b>Main text: Hodder GCSE Business textbook plus on-line links.</b></p> <p><b>Topics:</b> Communication in Business. Recruitment and selection. Motivation and retention. Training and development. Employment Law.</p> <p>Half term test.</p>
SPRING TERM 2: FEB - MAR	SUMMER TERM 1: APR - MAY	SUMMER TERM 2: JUN - JUL
<b>Operations</b>	<b>Operations and Finance</b>	<b>Finance and Influences on Business.</b>
<p><b>AO: To understand the operations which take place in businesses.</b> Pupils will extend their knowledge of operations in business. They will also continue to practise how to analyse and evaluate business information. <b>Main text: Hodder GCSE Business text plus on-line links.</b></p> <p><b>Topics:</b> Production processes. Quality of goods and services. The sales process and customer services. Consumer law. Business location. End of term test.</p>	<p><b>AO: To complete the topic of operations and understand the financial processes which take place in a business.</b> Pupils will learn about financial processes in business. They will also continue learning how to analyse and evaluate business information. <b>Main text: Hodder GCSE Business textbooks plus on-line links.</b></p> <p><b>Topics:</b> Working with suppliers.</p> <p>The role of the finance function Sources of finance Revenue, costs, profit and loss. Break even. Half term test.</p>	<p><b>AO: To complete the topic of finance and learn about some of the influences on how businesses operate.</b> Pupils will extend their understanding of some of the influences on how businesses operate. They will also continue learning how to analyse and evaluate business information. <b>Main text: Hodder GCSE Business textbooks plus on-line links.</b></p> <p><b>Topics:</b> Cash and cash flow.</p> <p>Ethical and environmental considerations. The economic climate. Globalisation</p> <p>Revision, end of year exams. School trips.</p>