

Business GCSE- Year 10

| Assessment Point | Areas of study |
|---|--|
| Assessment Point 1- November (Term 1) | 1.1 The role of business enterprise and entrepreneurship 1.2 Business planning 1.3 Business ownership 1.4 Business aims and objectives 1.5 Stakeholders in business 1.6 Business growth |
| Assessment Point 2- February (Term 2) | 2.1 The role of marketing 2.2 Market research 2.3 Market segmentation 2.4 The marketing mix |
| Assessment Point 3- June (Term 3) End of Year Exam | 3.1 The role of human resources 3.2 Organisational structures and different ways of working 3.3 Communication in business 3.4 Recruitment and selection 3.5 Motivation and retention 3.6 Training and development 3.7 Employment law Please note that UNIT 1 AND 2 will also be assessed during the end of year exams. |

Business GCSE- Year 11

| Assessment Point | Areas of study |
|--|---|
| Assessment Point 1- December (Term 1) | <p>Formal Mock Papers</p> <p>Paper 1:</p> <p><u>1. Business Activity</u></p> <p>1.1 The role of business enterprise and entrepreneurship 1.2 Business planning 1.3 Business ownership 1.4 Business aims and objectives 1.5 Stakeholders in business 1.6 Business growth</p> <p><u>2. Marketing</u></p> <p>2.1 The role of marketing 2.2 Market research 2.3 Market segmentation 2.4 The marketing mix</p> <p><u>3. Human Resources</u></p> <p>3.1 The role of human resources 3.2 Organisational structures and different ways of working 3.3 Communication in business 3.4 Recruitment and selection 3.5 Motivation and retention 3.6 Training and development 3.7 Employment law</p> <p><u>Paper 2:</u></p> <p><u>Operations</u></p> <p>4.1 Production processes 4.2 Quality of goods and services 4.3 The sales process and customer service 4.4 Consumer law 4.5 Business location 4.6 Working with suppliers</p> <p><u>Finance</u></p> <p>5.1 The role of the finance function 5.2 Sources of finance 5.3 Revenue, costs, profit and loss 5.4 Break-even 5.5 Cash and cash flow</p> <p><u>Influences on Business</u></p> <p>6.1 Ethical and environmental considerations</p> |

| | |
|--|---|
| <p>Assessment Point 2- March (Term 2)</p> | <p>Paper 2: <u>4.Operations</u> 4.1 Production processes 4.2 Quality of goods and services 4.3 The sales process and customer service 4.4 Consumer law 4.5 Business location 4.6 Working with suppliers</p> <p><u>5.Finance</u> 5.1 The role of the finance function 5.2 Sources of finance 5.3 Revenue, costs, profit and loss 5.4 Break-even 5.5 Cash and cash flow</p> <p><u>6.Influences on Business</u> 6.1 Ethical and environmental considerations 6.2 The economic climate 6.3 Globalisation 7. <u>The interdependent nature of business</u></p> |
| <p>Assessment Point 3- June (Term 3) Formal GCSE examinations</p> | <p>ALL TOPICS assessed through two examination papers.</p> |

Resources:

We have a range of resources for each topic area in the shared area that students can access.

The link is: **SHARED DOCUMENTS> BUSINESS GCSE** All topic theory notes and worksheets are located in each specific file.

Recommended books:



Business OCR GCSE (9-1) Third Edition. By Mike Schofield and Alan Williams- Hodder Education

Recommended websites

OCR website: <https://www.ocr.org.uk/qualifications/gcse/business-j204-from-2017/specification-at-a-glance/>

BBC Bitesize: <https://www.bbc.com/bitesize/subjects/zpsvr82>

BTEC Enterprise

| Assessment Point | Areas of study |
|---|--|
| Assessment Point 1- th February 2019 (This is an internal assessment) | <p><u>Component 1- Exploring Enterprises</u></p> <p>A1 What is an enterprise? A2 Types and characteristics of small and medium enterprises (SMEs) A3 The purpose of enterprises A4 Entrepreneurs B1 Customer needs B2 Using market research to understand customers B3 Understanding competitors C1 Internal factors C2 External factors C3 Situational analysis C4 Measuring the success of an SME</p> |
| Assessment Point 2- November 2019 (This is an internal assessment) | <p><u>Component 2- Planning and pitching an Enterprise Activity</u></p> <p>A1 Generating ideas for a micro-enterprise activity A2 Plan for a micro-enterprise activity B1 Pitching a micro-enterprise activity B2 Presenting a business pitch C1 Using feedback and review to identify possible changes to the pitch</p> |
| Assessment Point 3- January 2020 <i>Examination</i> | <p><u>Component 3- Promotion and Finance for enterprise</u></p> <p>A1 Elements of the promotional mix and their purposes A2 Targeting and segmenting the market A3 Factors influencing the choice of promotional methods B1 Financial documents B2 Payment methods B3 Sources of revenue and costs B4 Terminology in financial statements B5 Statement of comprehensive income B6 Statement of financial position B7 Profitability and liquidity C1 Using cash flow data C2 Financial forecasting C3 Suggesting improvements to cash flow problems C4 Break-even analysis and break-even point C5 Sources of business finance</p> |