

Year 10 Scheme of Work GCSE Business Studies 9-1

Exam board: AQA – 100% terminal Examination: 2 papers sat in Year 11

Curriculum intent: Year 10 Business aims to consolidate learning of themes from Year 9 such as Purpose and Nature of Business and HR. These are then developed further, deepening understanding and strengthening the links between key concepts such as HR and Legislation. In Year 10 it is also key to develop analysis and evaluative skills, building on the base that was covered in Year 9. We also intend to consolidate knowledge and application of assessment types to practice the various ways that students will be assessed and how they can use the skills of recall, application and analysis to provide deeper, technically accurate responses.

Curriculum Implementation- the course is delivered as five lessons fortnightly with a Business specialist teacher. The Year 10 curriculum is designed as a spiral to build on concepts from Year 9; such as looking at Globalisation, which is more in depth than Business Location (Y9 topic). In Year 10 Business we introduce new topics; looking at business operations and influences on business. We have built in common assessment points to allow all classes to move through the plan at a similar pace (with stretch and challenge built in for high ability students and necessary interventions for lower ability students). Our main focus with regards implementation is to continue developing skills in relation to providing, clear and concise explanations of knowledge, whilst providing ample opportunity to allow for the contextualised analysis required for the higher grades (PE CAn technique to be introduced and used).

Curriculum impact: students will deepen their understanding of key concepts and look at the operations side of how a business runs on a day-to-day basis. Students will improve their analytical and evaluation techniques, but will also learn about calculating exchange rates and the impact that interest rates have, therefore applying GCSE level Mathematical skills. Students will gain increased knowledge of the economic climate that currently surrounds them and will have chance to participate in debates, conduct group work and presentations and analyse the effect our current economic climate is having on well-known businesses. In terms of wider skill development, we feel there will be a continued development of literacy skills, to complement the numeracy skills we focus upon, as well as continuing with group working, building of compassion, empathy and strong moral values. The impact on our students goes far beyond assessment criteria and helps to build the cultural capital required to operate in the various employment sectors of our modern societies. Furthermore, the topic areas covered will further strengthen the fundamental British values required to be an effective citizen in today's local community.

Pink = Autumn 1 Blue = Autumn 2 Purple = Spring 1 Yellow = Spring 2 Green = Summer 1 Orange = Summer 2

Week	Intent	Implementation	Impact	Subject Specific Skills/ Cross Curricular Links	Stretch & Challenge	SEND	SMSC
1	Recall of year 9 key words	Students will complete a variety of tasks to recall year 9 knowledge individual, paired and group work.	Students will be secure in y9 key words to allow them to build through year 10	Recall of previous knowledge from year 9	Variety of exam style questions and challenges set within the power point	Visual prompts and support	Moral and Social: Group work, sharing of knowledge
2-3	Understand what stakeholders are and their influence on a business	Students will explore a range of stakeholders that are relevant to most businesses. Use of power point, worksheets, using a variety of real business examples to secure understanding	Students will be able to identify stakeholder priorities and apply this throughout other topics	Links made to year 9 topics and impact of external changes on business and stakeholders. Understanding that will be required for longer answer exam questions	Suggest resolutions to stakeholder conflict	Students will be provided with scaffolding sheets to aid learning	Social: Understand how different groups of stakeholders would have different options and views
4-5	Understand Production processes	Students will look at 2 production methods. Be able to identify which businesses use each method by looking at the benefits and drawbacks. Use of	Students will be able to identify which production method is most suitable and explain why	Links to different types of product and services (year 9 topic). Forward link to competitive markets (later in year 10)	Explain and analyse which production method would be most appropriate	Students will be provided with scaffolding sheets and visuals to aid learning	Moral and Social: Group work, sharing of idea

		power point, worksheets, videos demonstrating types of production					
6-8	Understand efficiency and methods of lean production	Students will understand the benefits of businesses implementing different methods of lean production. Use of power point, worksheets, videos / activities demonstrating Kaizen.	Students will be able to explain why a business would want to implement lean production	Builds on and recap of knowledge/understanding of production processes	Use knowledge to advise on the most appropriate method of lean production, showing understanding of how this could be impacted on by changes in the external environment	Teacher support and examples	Cultural: Understand how lean production contributes to business culture
1-2	Understand the role of procurement within a business	Students will learn the effects of procurement and logistics on a business, including: efficiency and lower unit costs. Use of power point, worksheets, real business examples	Students will understand what procurement and logistics are and their effect on a business	Links to economies of scale and unit costs	Be able to analyse and make recommendations to improve the procurement process within a business	Teacher support and relatable examples.	Social: Share ideas/group discussions about what procurement is
3-4	Understand the choice of supplier	Students will be able to identify the key factors to consider when choosing a supplier. Use of power point,	Students will be able to analyse the factors that affect the choice of supplier for a given business: Price,	Links made to the economic climate, globalisation, ethics and competitive markets to how these influence choice of supplier	Use understanding of the wider environment to evaluate the importance of price vs ethical	Students will be provided with scaffolding sheets and visuals to aid learning	Moral: Understanding the relationship between price and ethical

		worksheets, real business examples	quality and reliability		decisions and the implications for a business		choice of supplier
5	Understand methods of stock management	Students will learn the key features, benefits and drawbacks of 2 types of stock management JIT and JIC. Use of power point, worksheets and real business examples.	Students will be able to evaluate the use of managing stock using JIT to a given business. And JIC the benefits of having spare stock to satisfy demand balanced against the cost of holding buffer stock	Students should recognise that the benefits of reduced costs must be balanced against the cost of more frequent deliveries and lost purchasing economies of scale	Students will advise on the most appropriate method of stock management and show understanding of why it would be different for a range of businesses	Teacher support and relatable examples.	Moral: show understanding of the environmental impact of wasting excess stock and think of sustainable solutions
6	To understand the economies of scale	Students will learn about 2 key economies of scale and how they can have a positive impact on unit cost. Students will make notes then complete confirmatory questions.	Students will understand the benefits of growth in terms of unit cost advantages due to economies of scale understand the meaning of purchasing and technical economies of scale and be able to calculate and interpret average unit costs.	Link to methods of business growth (year 9) Practice maths skills when calculating average unit costs	Students will complete additional tasks shown on the PowerPoint and explore the other economies of scale (A level challenge)	Teacher support and relatable examples.	Moral: Judge the reasons behind business growth

7	The understand diseconomies of scale	Students will learn the drawbacks of business growth, in terms of diseconomies of scale and the reasons that they occur. Use of power point, worksheets	Students will understand that with growth businesses increase the risk of diseconomies of scale occurring due to poor communication, coordination issues and reduced staff motivation.	Link to methods of business growth (year 9) and introduce organisational structures Practice maths skills when calculating average unit costs	Students will complete additional tasks shown on the PowerPoint	Teacher support and relatable examples.	Social: Explore the challenges people may face when working in a large organisation
1-2	Understand the different organisational structures	Students will learn the types of organisational structures, key words, and how this influences how the business is managed. Use of power point, worksheets, diagrams and business examples.	Students will understand: internal organisational structures, span of control, chain of command, layering and delegation Why businesses have an internal structure relating to job roles and levels of the impact that having a tall or flat organisational structure has on how a business is managed.	Apply understanding of diseconomies of scale to different organisational structures and the how organisational structure may affect the different ways of communication.	Students will complete additional tasks shown on the PowerPoint	Students will be provided with scaffolding sheets and visuals to aid learning	Social: Discuss the roles and responsibilities at each level of the hierarchy.

3-4	Be able to link operations topics to form understanding of supply chain management	Creating a summary of previous topics students will understand the value of effective supply chain management and the impact on a business.	Students will understand that suppliers to ensure that key processes are running efficiently and cost effectively, getting goods and services for the best price and value, cutting any waste and unnecessary costs to create a streamlined process and fast production times	Summary, bringing together all operations topics	Evaluation of the impact that supply chain management can have on a business	Students will be provided with scaffolding sheets and visuals to aid learning.	Moral: Discuss the relationships between each part of the supply chain
5	Understand the concept or and impact of quality	Students will learn the consequences of quality issues, methods of maintaining quality (TQM). Use of power point, worksheets and videos demonstrating in the business environment	Students will be able to explain the consequences of poor quality, and understand how the concept of TQM could be applied to a business.	Topic links to methods of competitiveness, the impact that quality could have on unit cost, influence on choice of supplier and how this could contribute to meeting business aims and objectives.	To be able to evaluate whether price or quality is more important to a business	Students will be provided with scaffolding sheets and visuals to aid learning	Social: Share experiences of when students have experienced a poor-quality product or service
1-2	Understand the concept or and impact of good	Students will use their own experiences to explore what good customer service is	Students should understand the sales process. And be able to understand the	Links customer service of competitiveness, the impact that customer service could have on unit cost, influence on choice	To analyse the techniques businesses, use to provide good customer service.	Students will be provided with scaffolding sheets and	Spiritual: Reflect on own experiences of customer service

	customer service	and how this is demonstrated through the sales process. Use of PowerPoint, worksheets and role play scenarios of customer service examples	importance of providing good service to customers and analyse the techniques businesses use to provide good customer service.	of supplier and how this could contribute to meeting business aims and objectives		visuals to aid learning	
3-4	To understand the use of ICT within customer service	Students will learn the ways in which developments in ICT have allowed customer services to develop. E.g. use of websites, e-commerce and social media. Use of PowerPoint, worksheets	Students will understand the various ways in which ICT has developed to improve customer service and its impact on the wider business	Previous topic good customer service and how ICT can be used to achieve it	To analyse the effects on a business of good/poor customer service.	Students will be provided with scaffolding sheets and visuals to aid learning	Moral: Explore ethical use of social media
5	Summary and unit assessment	Students will revise key terms and mind maps, word banks (revision materials) Students will then complete a unit assessment with a range of GCSE exam questions	Students will be confident in the unit knowledge.	Recap of all topics within operations They will also be developing their revision skills as well as knowledge and exam skills (analysis, context use)		Structure support prior to assessment	Spiritual: Reflect on assessment feedback
1-2	Understand how technology	Students will explore the impact of the changing use of ICT and how it	Students will understand how ICT has influenced the ways in which	Links to customer service, stock management and how ICT can be used	Analyse the impact on the wider business and stakeholders	Students will be provided with scaffolding	Social: Sharing ideas of how businesses use ICT

	can affect a business	influences business activity through the use of PowerPoint, notes and worksheets	businesses operate (with examples) and communicate with stakeholders		of the changing use of ICT	sheets and visuals to support learning	
3-4	Understand how they must keep up with social trends as well as discussing how a business can act ethically and consider the environment	Students will learn to identify and analyse where there may be a trade-off between ethics and profit. Students will also learn relevant examples of ways in which a business can behave ethically and the benefits and drawbacks of ethical behaviour. Use of PowerPoint, worksheets	Students will be able to identify where businesses need to weigh up the costs of ethical behaviour and influences on decision making	Link to methods of production, choice of supplier, logistics and aims/objectives Link to stakeholder pressures and conflict Links to Geography and the impact on the environment and sustainability	Students will complete additional tasks relating to potential solutions to increasing costs as a result of ethical decision making	Students will be provided with scaffolding sheets and visuals to aid learning. Teacher support in questioning to further understanding	Moral: Making the right decision regardless of profit
5	Gain understanding of what is meant by the "economy" and understand how this could affect how a	Students will learn how businesses might be affected by changes in the rate of interest and changes in levels of employment. Lessons will require the use of	Students should be able to demonstrate understanding of how businesses might be affected by changes in the rate of interest, be able to identify	Forward link to how the economic climate and influence marketing mix and product development choices (year 11). Maths skills used when calculating interest payments on loans.	Challenge tasks on slides throughout, linked to deeper thinking about economic reasons for the changes mentioned and ways in which	Students will be provided with scaffolding sheets and visuals to aid learning throughout a variety of tasks	Social: Explore the impact on the general public of economic changes

	business operates	PowerPoint, news articles and a range of tasks.	<p>how and why businesses might be affected by changes in levels of employment. They will be able to discuss how demand may change as incomes fluctuate.</p> <p>Students will understand the term globalisation, the benefits and drawbacks on UK businesses.</p> <p>Students will also understand the impact of changing exchange rates</p>		businesses could react in the short and long term.	to secure understanding.	
6-7	To understand globalisation and the factors contributing to it, international trade, and exchange rates	<p>Students will gain an understanding of globalisation and the benefits and drawbacks that it offers UK businesses.</p> <p>Use of current business examples, PowerPoint and a range of tasks</p>	<p>Students will understand the term globalisation, the benefits and drawbacks on UK businesses.</p> <p>Students will also understand the impact of changing exchange rates</p>	Maths skills used when converting/calculating exchange rates.	Students will complete further written and verbal questions to show understanding of the short and long term impact of globalisation	Students will be provided with scaffolding sheets and visuals to aid learning	Social: Businesses will change their product to suit local needs and cultures

<p>1-2</p>	<p>Understand the impact legislation can have on different businesses</p>	<p>Students will learn about the following pieces of legislation: employment law (national minimum wage/living wage, the Equality Act (2010)), Health and Safety and consumer law.</p>	<p>Students will understand the benefits of a safe working environment and the implications for businesses, for example cost, training needs, recruitment and the consequences of failure to follow legislation for the business.</p>	<p>Link to stakeholder pressures and conflict Development from the introduction to the external business environment (year 9)</p>	<p>Students will complete further written and verbal questions to show understanding of the short- and long-term impact of legislation</p>	<p>Teacher support and additional info (legislation summary) when needed</p>	<p>Social: Exploring how the equality act has influenced business culture</p>
<p>3-5</p>	<p>Understand the influence of competition in the business environment</p>	<p>Students will explore the impact on businesses of operating in competitive markets and the uncertainty and risks businesses face</p>	<p>Students will understand the terms: market and competition. They will be able to analyse the impact of competition on a business, identify situations when there is little/no competition. Students will also understand and be able to analyse the risks and uncertainty, why entrepreneurs take risks and how they can be minimised</p>	<p>Development from the introduction to the external business environment (year 9)</p>	<p>Be able to suggest actions that businesses could take in response to increased levels of competition</p>	<p>Known examples used that are more relatable, support from teacher</p>	<p>Social: Understand that being in competition can be beneficial</p>

6-7	Summary and unit assessment	Students will revise key terms and mind maps, word banks (revision materials) Students will then complete a unit assessment with a range of GCSE exam questions	Students will be confident in the unit knowledge.	Recap of all topics within operations They will also be developing their revision skills as well as knowledge and exam skills (analysis, context use)		Structure support prior to assessment	Spiritual: Reflect on assessment feedback
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