

**Business Studies GCSE at Cox Green  
Curriculum Plan**

**Key Stage 5  
Year 12 AS Business Studies**

<b>Term 1</b>	<b>Term 2</b>	<b>Term 3</b>	<b>Term 4</b>	<b>Term 5</b>	<b>Term 6</b>
<b>Unit 1 Planning and Financing a Business</b> <ul style="list-style-type: none"> <li>• Intro to business</li> <li>• Finance: cash flow</li> </ul>	<b>Understanding markets Legal structures Finance</b>	<b>Unit 2 Managing a Business People in Business</b>	<b>Operations Management Finance (part 2)</b>	<b>Preparation for exams</b>	<b>Start Unit 3</b>
Enterprise Generating and Protecting Business Ideas. Transforming Resources into Goods and Services. Business Plans. Conducting Start-up Market Research. Understanding Markets. Choosing the Right Legal Structure for the Business. Raising Finance Locating the Business Employing People.	Calculating Costs, Revenues and Profits. Using Break-Even Analysis to Make Decisions. Using Cash Flow Forecasting. Setting Budgets. Assessing Business Start-ups.	Using Budgets. Improving Cash Flow. Measuring and Increasing Profit.  Improving Organisational Structures. Measuring the Effectiveness of the Workforce. Developing and Retaining an Effective Workforce: Motivating Employees.	Making Operational Decisions. Developing Effective Operations: Quality Developing Effective Operations: Customer Service. Working with Suppliers. Using Technology in Operations.		
To examine how businesses are set up.	Examine the legal structure and Financing a business.	Examine how a business will budget and how to motivate staff.	Examine how businesses make Operational Decisions and effects on Quality		

Skills: Literacy, numeracy, Knowledge, application, analysis and evaluation.	Skills: Knowledge, application, analysis and evaluation.	Skills: Knowledge, application, analysis and evaluation.	Skills: Knowledge, application, analysis and evaluation.		
Assessment: End of unit test Past Exam questions.	Assessment: End of unit test Exam questions.	Assessment: End of unit test Exam questions.	Assessment: End of unit test Exam questions.	Assessment: Past Papers	
<p><b>Enrichment/Extra Curricular:</b></p> <ul style="list-style-type: none"> <li>• <i>Enrichment is important to Business Studies and we endeavour to give the best possible experience of Business Studies by organising research trips where students are given the opportunity to conduct their own 'research for their coursework modules.</i></li> <li>• <i>We have links to local businesses to give students a vocational experience of business.</i></li> </ul>					

**Business Studies GCSE at Cox Green  
Curriculum Plan**

**Key Stage 5  
Year 13 A2 Business Studies**

<b>Term 1</b>	<b>Term 2</b>	<b>Term 3</b>	<b>Term 4</b>	<b>Term 5</b>	<b>Term 6</b>
<b>Unit 3 Strategies for Success</b>	<b>Ratio analysis Marketing Human Resources</b>	<b>Unit 4 The Business Environment and Managing</b>	<b>Business Strategy</b>	<b>Preparation for exams</b>	
Functional Objectives and Strategies. Using Objectives and Strategies. Financial Strategies and Accounts. Understanding Financial Objectives. Using Financial Data to Measure and Assess Performance. Interpreting Published Accounts. Selecting Financial Strategies. Making Investment Decisions Making Investment Decisions..	Marketing Strategies Understanding Marketing Objectives. Analysing Markets and Marketing. Selecting Marketing Strategies. Developing and Implementing Marketing Plans. Operational Strategies Understanding. Operational Objectives. Operational Strategies: Scale and Resource. Mix Operational Strategies: Innovation Operational Strategies: Location Operational Strategies: Lean	Corporate Aims and Objectives. Understanding Mission, Aims and Objectives. Assessing Changes in the Business Environment. The Relationship between Businesses and the Economic Environment. The Relationship between Businesses and the Political and Legal Environment. The Relationship between Businesses and the Social Environment. The Relationship between Businesses and the Technological	Managing Change. Internal Causes of Change. Planning for change. Key Influences on the Change Process: Leadership. Culture. Making Strategic Decisions. Implementing and Managing Change.		

	<b>Production Human Resource Strategies</b> Understanding HR Objectives and Strategies. Developing and Implementing Workforce Plans. Competitive Organisational Structures. Effective Employer/Employee Relations.	Environment. The Relationship between Businesses and the Competitive Environment.			
	<b>Students will work on a pre-released case study</b>	<b>Students will work on a pre-released case study</b>	<b>Students will work on a pre-released case study</b>		
Assessment: End of unit test Past Exam questions. <b>Past Papers</b> <b>Case studies</b>	Assessment: <b>Mock exam</b> <b>Past Papers</b> <b>Case studies</b>	Assessment: <b>Case study</b> <b>Past Papers</b> <b>Case studies</b>	Assessment: <b>Unit test</b> <b>Past Papers</b> <b>Case studies</b>	Assessment: <b>Past papers and revision questions</b> <b>A2 Exam</b>	
<b>Enrichment/Extra Curricular:</b> <ul style="list-style-type: none"> <li>• <i>Enrichment is important to Business Studies and we endeavour to give the best possible experience of Business Studies by organising research trips where students are given the opportunity to conduct their own 'research for their coursework modules.</i></li> <li>• <i>We have links to local businesses to give students a vocational experience of business.</i></li> </ul>					