

HALF TERM 6 CURRICULUM CONTENT – Year 10 GCSE Business

Intent statement:

The objective of the curriculum is to take the business students through a journey of starting up and growing a business based on the awarding body (Edexcel) specification. The specification is organised into two themes, where the first theme approaches the content through the context of small businesses. This covers from developing a business idea or spotting a gap in the market, to starting the business and all its necessary requirements, to the second theme, which focuses on growing businesses. It also considers the impact of the wider world on the decisions a business makes as it grows.

The overall aim is for students to learn about starting and running a business in a realistic way. Students will be given practical projects to simulate starting a business and trying to make it successful so that it can grow. Students will therefore be able to gain knowledge through theory and then apply this within a realistic setting. This will allow students to gain first-hand knowledge of the necessary requirements needed to run a business as well as gaining additional knowledge and understanding of how businesses work in the real world, the importance of organisational skills, teamwork, etc. as well as the difficulties of trying to make it successful.

Topics – Making operational decisions	2.3.1 Business operations	2.3.2 Working with suppliers	2.3.3 Managing quality	2.3.4. The Sales Process
Prior knowledge / skills	Knowledge from 1.1 on the purpose of starting a business	Knowledge gained from the course about suppliers i.e. from sources of finance trade credit	General knowledge on what quality means from a personal experience	General knowledge from a personal experience on what customer service is about
Key concepts / knowledge / skills covered this half term	Students will look into what business operations entails such as employees, raw materials to make products, finances; looking at the different departments that would make up the business operations & the production process	Students will be able to explain what is involved in the relationship between the business & its suppliers, looking at what would be discussed between the two parties & factors that would affect business' decision on working with the right supplier	Students will look at the process a business would complete to ensure good quality products & why this is important	Students will learn the importance of good customer service & how a salesperson would sell the products; students are also given the opportunity to complete this themselves to demonstrate the importance of the sales process
Assessment	Regular summative assessments			
Personal Development opportunities	<ul style="list-style-type: none"> • The importance of relationships between businesses, society as well as ethical practices and legislation. • Discussion on KFC running out of chicken and the implications it had on the business 			
Homework requirements	Homework will be set on Google or from the homework booklet			