

# HIGHFIELDS SCHOOL

OVERVIEW - SCHEME OF WORK 2022 - 2023



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**SUBJECT:** GCSE BUSINESS STUDIES

**EXAMINATION BOARD:** AQA

AUTUMN TERM - YEAR 10	SPRING TERM - YEAR 10	SUMMER TERM - YEAR 10
<p><b>3.1 Business in the Real World</b></p> <ul style="list-style-type: none"> <li>• Purpose and nature of business</li> <li>• Business ownership</li> <li>• Setting business aims and objectives</li> <li>• Stakeholders</li> <li>• Business Location</li> <li>• Business Planning</li> <li>• Expanding a business</li> </ul> <p><b>3.6 Finance</b></p> <ul style="list-style-type: none"> <li>• Sources of finance</li> <li>• Cashflow</li> </ul>	<p><b>3.6 Finance</b></p> <ul style="list-style-type: none"> <li>• Financial terms and calculations</li> <li>• Analysing financial performance of a business</li> </ul> <p><b>3.5 Marketing</b></p> <ul style="list-style-type: none"> <li>• Identifying and understanding customers</li> <li>• Segmentation</li> <li>• The purpose and methods of market research</li> <li>• The elements of the marketing mix</li> </ul>	<p><b>3.2 Influences on business</b></p> <ul style="list-style-type: none"> <li>• Technology</li> <li>• Ethical and environmental considerations</li> <li>• Economic climate on businesses</li> <li>• Globalisation</li> <li>• Legislation</li> <li>• Competitive environment</li> </ul>
<p><b>ASSESSMENT</b> <b>Standard Assessment Test</b></p> <ul style="list-style-type: none"> <li>• Business in the real world 1 Week 6</li> <li>• Business in the real world 2 Week 9</li> <li>• Finance Week 14</li> </ul> <p><b>Homework</b></p> <ul style="list-style-type: none"> <li>• MCQ - 3.1.1, 3.1.2</li> <li>• MCQ – 3.1.3, 3.1.4, 3.1.5</li> <li>• Business Planning Calculations</li> <li>• Expanding a business – Aldi case</li> </ul>	<p><b>ASSESSMENT</b> <b>Standard Assessment Test</b></p> <ul style="list-style-type: none"> <li>• Finance Week 18</li> <li>• Marketing 1 Week 22</li> </ul> <p><b>Homework</b></p> <ul style="list-style-type: none"> <li>• Cashflow forecasting tasks Week16</li> <li>• Financial performance Week 18</li> <li>• MCQ Finance Week 20</li> <li>• Understanding customers &amp; Market Share case Week 21</li> </ul>	<p><b>ASSESSMENT</b> <b>Standard Assessment Test</b></p> <ul style="list-style-type: none"> <li>• School Exam</li> <li>• Influences MCQ Assessment Week 33</li> </ul> <p><b>Homework</b></p> <ul style="list-style-type: none"> <li>• Revision Mind Maps Week 28</li> <li>• Influences case materials Week 35</li> </ul>

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AUTUMN TERM - YEAR 11	SPRING TERM - YEAR 11	SUMMER TERM - YEAR 11
<p><b>3.3 Business Operations</b></p> <ul style="list-style-type: none"> <li>• Production processes</li> <li>• The role of procurement</li> <li>• The concept of quality</li> <li>• Good customer services</li> </ul> <p><b>3.4 Human Resources</b></p> <ul style="list-style-type: none"> <li>• Organisational structures</li> </ul>	<p><b>3.4 Human Resources</b></p> <ul style="list-style-type: none"> <li>• Recruitment and selection of employees</li> <li>• Motivating employees</li> <li>• Training</li> </ul>	<p><b>Review and revision for Year 11 GCSE exams</b></p> <p>Paper 1 – Influences of operations and HRM on business activity</p> <p>Paper 2 – Influences of marketing and finance on business activity</p>
<p><b>ASSESSMENT</b></p> <p><b>Standard Assessment Tests</b></p> <ul style="list-style-type: none"> <li>• Business Operations Week 5</li> <li>• School Exam Week 13</li> </ul> <p><b>Homework</b></p> <ul style="list-style-type: none"> <li>• MCQ Production processes</li> <li>• Role of procurement case questions</li> <li>• Role of quality case questions (9)</li> <li>• Good customer services 9-mark questions</li> </ul>	<p><b>ASSESSMENT</b></p> <p><b>Standard Assessment Tests</b></p> <ul style="list-style-type: none"> <li>• Business HR Week 18</li> <li>• 12-mark assessments Week 20</li> </ul> <p><b>Homework</b></p> <ul style="list-style-type: none"> <li>• MCQ Operations Week 16</li> <li>• 9-mark practice assessments Week 22</li> <li>• Motivation extended response Week 24</li> </ul>	<p><b>ASSESSMENT</b></p> <p>Range of revision materials and practice to be provided in preparation for the exam.</p>