



SRS –Curriculum Overview – Business Studies

	Term 1 Key knowledge/skills	Term 2 Key knowledge/skills	Term 3 Key knowledge/skills	Resources & Information for parents/students
This subject is only taught in KS4 and KS5				
Y10	The purpose and nature of business, business ownership, setting business aims and objectives, stakeholders, business location, business planning, expanding a business	Technology, ethical and environmental considerations, economic climate of business, globalisation, legislation, competitive environment	Production processes, the role of procurement, the concept of quality, good customer service	GCSE Business AQA Specification https://filestore.aqa.org.uk/resources/business/specifications/AQA-8132-SP-2017.PDF GCSE Business Bitesize Revision https://www.bbc.co.uk/bitesize/examspecs/zvwb382
Y11	Organisational structures, recruitment & selection of employees, motivating employees, training. Review with exam focus on Business in the real world, Influences on business & business operations	Identifying & understanding customers, segmentation, the purpose & methods of market research, elements of the marketing mix, promotion & distribution. Review with exam focus on Human Resources, Marketing & Finance	Sources of finance, cash flow, financial terms & calculations, analysing the financial performance of a business. Final exam preparations.	Past Paper exam practice https://revisionworld.com/gcse-revision/business-studies/business-studies-gcse-past-papers/aqa-gcse-business-studies-past-papers
Y12	Theme 1 The Market, market research, market positioning, supply & demand, markets, PED, YED, Product Design Theme 2 Internal finance, external finance, liability, planning, sales forecasting, break-even, budgets, profit, liquidity	Theme 1 Branding & Promotion, pricing strategies, distribution, marketing strategy, approaches to staffing, recruitment, organisational design, motivation, leadership Theme 2 Business failure, production, productivity and efficiency.	Theme 1 Role of an entrepreneur, entrepreneurial motivation, business objectives, forms of business ownership, business choice, moving from entrepreneur to leader. Theme 2 Capacity utilisation, stock control, quality management, economic influences, legislation, the competitive environment.	Business Specification https://qualifications.pearson.com/content/dam/pdf/A%20Level/Business%20Studies/2015/specification-and-sample-assessment-materials/9781446914694-gce2015-a-business-web.pdf CGP Revision book https://www.cgpbooks.co.uk/secondary-books/as-and-a-level/business/buer71-as-and-a-level-business-edexcel



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Y13	<p>Theme 3 Corporate objectives, corporate strategy, SWOT analysis, external influences, Growth, mergers & takeovers, organic growth, quantitative sales forecasting, investment appraisal, decision trees, critical path analysis, corporate influences</p> <p>Theme 4 Growing economies, international trade, protectionism, trading blocs, conditions that prompt trade,</p>	<p>Theme 3 Corporate culture, business ethics, financial statements, ratio analysis, human resources, key factors in change, scenario planning.</p> <p>Theme 4 Assessment of a country as a market/production location, global mergers/JV, marketing, niche markets, MNCs, Ethics</p>	<p>Final exam preparation Paper 1 Marketing, people and global businesses Paper 2 Business strategies, decisions and strategies Paper 3 Investigating business in a competitive environment</p>	<p>Business Specification https://qualifications.pearson.com/content/dam/pdf/A%20Level/Business%20Studies/2015/specification-and-sample-assessment-materials/9781446914694-gce2015-a-business-web.pdf CGP Revision book https://www.cgpbooks.co.uk/secondary-books/as-and-a-level/business/buer71-as-and-a-level-business-edexcel</p>
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