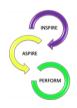


Denton Community College

Departmental Curriculum Map

Subject: Business Studies



Year	Grou	p:	Y1	1
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	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	
Topics	Business 2: operations, finance and influences on business (J204/02) MOCK EXAM preparation & Paper 1 Revisit			Revision techniques, memory recall strategies, exam techniques EXAM Preparation & Past Paper Work		
do during this unit?	4.3 The sales process and customer service - Methods of selling (ecommerce, face to face, telesales) - The influence of ecommerce on business activity - The importance to abusiness of good customer service including after-sales service (to gain and retain customers) - The contribution of product knowledge and customer engagement to good customer service	MOCK EXAM FEEDBACK & REFLECTION WORK 7. The interdependent nature of business - the interdependent nature of business operations, finance, marketing and human resources within a business context - how these interdependencies underpin business decision-making the impact of risk and reward on business activity - the use of financial information in measuring and understanding business performance and decision-making.	Mock Exam Preparation Revisit Paper 1 Practice P2 Questions Focus on Evaluation skills and analysing the scenario 5.4 Break-even The concept of break-even (total costs = total revenue) Simple calculation of break-even quantity The usefulness of break-even in business decision-making (informs marketing and planning decisions) 5.5 Cash and cash flow The importance of cash to a business (providing liquidity, enables business to meet short-term debts/expenses) The difference between cash and profit The usefulness of cash flow forecasting to a business (planning tool, anticipates	MOCK EXAM FEEDBACK & REFLECTION WORK RAG rate topics and generate revision priority plan for each student Priorities for theory revisit class & individual student Exam techniques – revisit and practice Revision for Y11 Business Exams – quiet individual revision focus with time being spent on past paper questions	MOCK EXAM FEEDBACK & REFLECTION WORK RAG rate topics and generate revision priority plan for each student Priorities for theory revisit class & individual student Exam techniques – revisit and practice Revision for Y11 Business Exams – quiet individual revision focus with time being spent on past paper questions	

- Factors influencing	5. Finance	enables remedies to be put	
business location (costs,		in place for shortages,	
the proximity to market,	5.1 The role of the	provides targets)	
labour and materials)	finance function	Completion of cash flow	
·		forecasts	
4.6 Working with	- The purpose of the		
suppliers	finance function (provide		
	financial information,		
- The role of	support business		
procurement (identifying	planning and decision-		
goods and services to	making)		
buy, choosing suppliers,	The influence of the		
ordering goods and	finance function on		
services, receiving	business activity		
deliveries from			
suppliers)			
	5.2 Sources of finance		
- The impact of logistical			
and supply decisions on	-The reasons businesses		
businesses (time, length	need finance		
of supply chain,	(establishing a new		
reliability of supply,	business, funding		
costs, customer service)	expansion, to run the		
	business recruitment,		
6.1 Ethical and	marketing)		
environmental			
considerations	- Ways of raising finance		
ed a decident	(loan, overdraft, trade		
- Ethical considerations	credit, retained profit,		
and their impact on	sale of assets, owners'		
businesses (treatment of	capital, new partner,		
workers/suppliers/custo	share issue,		
mers, sourcing of	crowdfunding)		
materials, marketing	How and why different		
decisions)	- How and why different sources of finance are		
 Environmental considerations and their 	suitable for new and		
	established businesses		
impact on businesses (sustainability, waste	established businesses		
disposal, pollution,	MOCK EXAM		
climate change)	PREPARATION		
ciiniate change)	FILEANATION		

	- The economic climate and its impact on businesses (changing levels of consumer income and unemployment) - The concept of globalisation - The concept of globalisation The impact of globalisation on businesses (the growth of multinational companies, influences on business location, international branding, how businesses compete internationally) Revisit Paper 1	Paper synoptic question: How to use data and evaluate correctly Topic 1, 2 & 3 Revisit Theory 5.3 Revenue, costs, profit and loss The concept of revenue, costs and profit and loss in business and their importance in business decision-making The different costs in operating a business (fixed, variable, total) Calculation of costs and revenue Calculation of profit/loss (gross profit, net profit) Calculation and interpretation of profitability ratios (gross profit margin) Calculation and interpretation of average rate of return Revisit Paper 1			
When will students be assessed?	- Every two weeks students have topic mini assessment In class Mock 2 nd week back – summer revision check. Week 7: PAPER 1 Full Mock	- Every two weeks students have topic mini assessment Week 5 - Paper 1 & Some Paper 2 Mini in class mock	- Every two weeks students have topic mini assessment Revision for last mock exam	Every lesson	Every lesson

How will students be assessed?	Marked in line with OCR Mark schemes PAPER 1 MOCK x 2	Marked in line with OCR Mark schemes Paper 1 & Some Paper 2 Mini in class mock	Marked in line with OCR Mark schemes Past Papers Questions – OCR P1 & P2	Past Papers – OCR P1 & P2	Past Papers – OCR P1 & P2
Key Vocabulary	E-commerce, face to face, telesales, retain customers, costs, proximity to market, labour, materials, goods and services, choosing suppliers, ordering goods and services, receiving deliveries from suppliers, length of supply chain, reliability of supply, costs, customer service treatment of workers/suppliers/custo mers, sourcing of materials, marketing decisions, sustainability, waste disposal, pollution, climate change, changing levels of consumer income and unemployment, the growth of multinational companies, influences on business location, international branding, how businesses compete internationally	Theory Impact Scenario Knowledge / Understanding / Evaluation / Data / Compare Funding, expansion, recruitment, marketing loan, overdraft, trade credit, retained profit, sale of assets, owners' capital, new partner, share issue, crowdfunding Fixed, variable, total gross profit, net profit gross profit margin, net profit margin	Theory Impact Scenario Knowledge / Understanding / Evaluation / Data / Compare	Theory Impact Scenario Knowledge / Understanding / Evaluation / Data / Compare	Theory Impact Scenario Knowledge / Understanding / Evaluation / Data / Compare
Homework opportunities to broaden or deepen student knowledge	Revision is set each week with a range of activities – revision cards - revision maps - memory recall games - past papers PAST PAPERS & OCR	Revision is set each week with a range of activities - revision cards - revision maps - memory recall games - past papers PAST PAPERS & OCR	Revision is set each week with a range of activities — revision cards - revision maps - memory recall games PAST PAPERS & OCR Assessment Booklets provided	Past Paper Exams P1 & P2	Past Paper Exams P1 & P2

	Assessment Booklets provided	Assessment Booklets provided		
Links to the National Curriculum				