



Denton Community College

Departmental Curriculum Map

Subject: Business Studies



Year Group: Y11

	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	
What will students do during this unit?	<p>4.3 The sales process and customer service</p> <ul style="list-style-type: none"> - Methods of selling (e-commerce, face to face, telesales) - The influence of e-commerce on business activity - The importance to a business 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 <p>4.5 Business location</p>	<p>MOCK EXAM FEEDBACK & REFLECTION WORK</p> <p>7. The interdependent nature of business</p> <ul style="list-style-type: none"> - 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. 	<p>Mock Exam Preparation Revisit Paper 1 Practice P2 Questions Focus on Evaluation skills and analysing the scenario</p> <p>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)</p> <p>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 periods of cash shortage,</p>	<p>MOCK EXAM FEEDBACK & REFLECTION WORK</p> <p>RAG rate topics and generate revision priority plan for each student</p> <p>Priorities for theory revisit class & individual student</p> <p>Exam techniques – revisit and practice</p> <p>Revision for Y11 Business Exams – quiet individual revision focus with time being spent on past paper questions</p>	<p>MOCK EXAM FEEDBACK & REFLECTION WORK</p> <p>RAG rate topics and generate revision priority plan for each student</p> <p>Priorities for theory revisit class & individual student</p> <p>Exam techniques – revisit and practice</p> <p>Revision for Y11 Business Exams – quiet individual revision focus with time being spent on past paper questions</p>

	<p>- Factors influencing business location (costs, the proximity to market, labour and materials)</p> <p>4.6 Working with suppliers</p> <p>- The role of procurement (identifying goods and services to buy, choosing suppliers, ordering goods and services, receiving deliveries from suppliers)</p> <p>- The impact of logistical and supply decisions on businesses (time, length of supply chain, reliability of supply, costs, customer service)</p> <p>6.1 Ethical and environmental considerations</p> <p>- Ethical considerations and their impact on businesses (treatment of workers/suppliers/customers, sourcing of materials, marketing decisions)</p> <p>- Environmental considerations and their impact on businesses (sustainability, waste disposal, pollution, climate change)</p>	<p>5. Finance</p> <p>5.1 The role of the finance function</p> <p>- The purpose of the finance function (provide financial information, support business planning and decision-making)</p> <p>The influence of the finance function on business activity</p> <p>5.2 Sources of finance</p> <p>-The reasons businesses need finance (establishing a new business, funding expansion, to run the business recruitment, marketing)</p> <p>- Ways of raising finance (loan, overdraft, trade credit, retained profit, sale of assets, owners' capital, new partner, share issue, crowdfunding)</p> <p>- How and why different sources of finance are suitable for new and established businesses</p> <p>MOCK EXAM PREPARATION</p>	<p>enables remedies to be put in place for shortages, provides targets)</p> <p>Completion of cash flow forecasts</p>		
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	<p>6.2 The economic climate</p> <p>- The economic climate and its impact on businesses (changing levels of consumer income and unemployment)</p> <p>6.3 Globalisation</p> <p>- 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)</p> <p>Revisit Paper 1</p>	<p>Paper synoptic question: How to use data and evaluate correctly</p> <p>Topic 1, 2 & 3 Revisit Theory</p> <p>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, net profit margin) Calculation and interpretation of average rate of return</p> <p>Revisit Paper 1</p>			
<p>When will students be assessed?</p>	<p>- Every two weeks students have topic mini assessment</p> <p>In class Mock 2nd week back – summer revision check.</p> <p>Week 7: PAPER 1 Full Mock</p>	<p>- Every two weeks students have topic mini assessment</p> <p>Week 5 - Paper 1 & Some Paper 2 Mini in class mock</p>	<p>- Every two weeks students have topic mini assessment</p> <p>Revision for last mock exam</p>	<p>Every lesson</p>	<p>Every lesson</p>

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/customers, 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					