



Long Term Plan

Business Studies

KS4 (Year 10 & Year 11)

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Subject intent/vision:

To provide a high-quality education in both the theoretical and practical foundations of Business Studies, equipping students with the knowledge, skills, and confidence to understand how businesses operate and respond to real-world challenges. Through developing critical thinking, problem-solving, decision-making, and entrepreneurial skills, students will be prepared for lifelong learning and equipped with the adaptability needed to thrive in the dynamic and competitive global economy of the 21st century.

To enable all students to achieve, our subject curriculum is underpinned by the following principles:



Ambitious – KS4 Business Studies aims to develop students' understanding of how businesses operate in local, national, and global contexts, fostering curiosity, critical thinking, and entrepreneurial skills through the exploration of real-world business scenarios. The curriculum prepares students for further study at KS5 and equips them with the knowledge, confidence, and commercial awareness needed to make informed decisions and succeed in an ever-changing economic environment.



Sequenced / Spiral – Our GCSE Business Studies curriculum follows a carefully sequenced, spiral approach, where key business concepts are revisited and developed in increasing depth throughout the course. Learning is structured to build on prior knowledge, enabling students to make connections between topics. This coherent progression strengthens understanding, supports long-term retention.



Literacy – KS4 Business Studies promotes literacy through the development of subject-specific vocabulary, the interpretation of business information, and the clear communication of ideas using appropriate business terminology. Students build confidence in reading and analysing case studies, interpreting financial and business data, and constructing well-reasoned written responses supported by evidence.



Cultural Capital – KS4 Business Studies develops students' cultural capital by providing opportunities to explore the world of business beyond the classroom through employer encounters, enterprise activities and the analysis of real-world organisations. Students gain an understanding of how businesses operate within local, national, and global economies.

Long term plan:

From September 2026: KS4 Business Studies Programme of Study (Year 10)

	Term 1	Term 2	Term 3	Term 4	Term 5	Term 6
Year 10	Unit 1: Business in the Real World	Unit 2: Influences on Business	Unit 3: Business Operations	Unit 4: Human Resources	Unit 5: Marketing	Unit 6: Finance
Unit Overview	Beginning with this unit students will understand the purpose and nature of business - understand the different forms of business ownership and the adv/disadv of each - understand different stakeholders and the contents of a business plan	Moving on to Unit 2, students will understand the different types of technology that can be used in business and how - understand the difference between ethical and legal considerations - understand the impacts of globalisation and the competitive environment	During this unit of work students will understand the different types of production processes with their adv/disadv - understand the impact of quality in products and services - understand the impact of good customer service	Every business has a structure, HR teaches students to understand the organisational structure of a business - understand how employees are recruited and trained - understand different motivational strategies for staff	To make any business successful students will learn to understand different types of customers and identifying needs and wants - understanding segmentation and different methods of market research - understanding and using the marketing mix, understand	Finally students are taught to understand different reasons why a business needs finance and how to obtain finance - understand the break-even graph and how to interpret cash-flow documents - understand how to analyse the financial performance of a business
Assessment	Assessment: 50 marks/60 minutes	Assessment: 50 marks/60 minutes	Assessment: 50 marks/60 minutes	Assessment: Paper 1 - 90 Marks 105 Minutes	Assessment: 50 marks/60 minutes	Assessment: Paper 2 - 90 Marks 105 Minutes

Year 11	Unit 1-6 Re-cap	Topic Revisits and Exam Practice	Mock Paper Revision and Topic Re-visits	Targeted revision	GCSE Exam Preparation	
Unit Overview	Re-cap all Units in order to prepare students for January/December Mock, 9 marker & 12 marker breakdown & practice	During this term, students will be given the opportunity to complete revision notes with provided flash cards and knowledge organisers. Students will also focus primarily on exam style questions using the MELiBA technique.	During this term, students will have the opportunity to re-visit units of work, practice exam-style questions and have access to a range of different revision materials in preparation for their mock exam.	During this term, students will have the opportunity to re-visit units of work, practice exam-style questions and have access to a range of different revision materials.	During this term, students will have the opportunity to re-visit units of work, practice exam-style questions with particular focus on 9 and 12 mark questions, and have access to a range of different revision materials.	
Assessment	Assessment: January/December Mock preparation	Assessment: January/December Mock preparation	Assessment: Paper 1 (Mock Exam 1) Paper 2 (Mock Exam 1) 80 marks/90 minutes	Assessment: Paper 1 (Mock Exam 2) Paper 2 (Mock Exam 2) 80 marks/90 minutes	Knowledge Organisers Final Exams	



KS4 Overview

At the end of Year 11, students final GCSE grade will be externally assessed in the following way:

AQA Business Studies - 8132	
Paper 1: Influences of operations and HRM on business activity	Paper 2: Influences of marketing and finance on business activity
Paper 1 This component will assess: - • Business in the real world - • Influences on business - • Business operations - • Human resources	Paper 2 This component will assess: - • Business in the real world - • Influences on business - • Marketing - • Finance
How it's assessed • Written exam: 1 hour 45 minutes • 90 marks • 50% of GCSE Questions • Section A has multiple choice questions and short answer questions worth 20 marks. • Section B has one case study/data response stimuli with questions worth approximately 34 marks. • Section C has one case study/data response stimuli with questions worth approximately 36 marks.	How it's assessed • Written exam: 1 hour 45 minutes • 90 marks • 50% of GCSE Questions • Section A has multiple choice questions and short answer questions worth 20 marks. • Section B has one case study/data response stimuli with questions worth approximately 34 marks. • Section C has one case study/data response stimuli with questions worth approximately 36 marks.



The GCSE specification can be found here:

[AQA Business Studies Specification](#)

Useful links for Independent Learning and revision:

Past Papers and Other Resources

<https://www.aqa.org.uk/subjects/business/gcse/business-8132/assessment-resources>

Online Revision Notes from tutor2u

<https://www.tutor2u.net/business/blog/gcse-igcse-business-studies-revision-notes-master-listing>

Online Revision Notes and Practice Questions

<https://senecalearning.com/en-GB/>

Multiple choice revision quizzes

<https://www.tutor2u.net/business/blog/business-studies-revision-quizzes>

Online Revision Notes and Video Clips

<https://www.bbc.com/bitesize/subjects/zpsvr82>

Topics and Exam Techniques on the Entire Specification

https://www.youtube.com/channel/UCE9uWsZ2C3NYzzKRlo_mntw

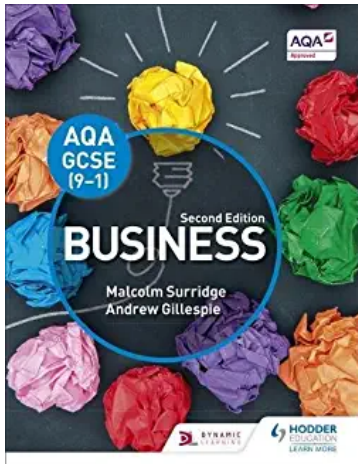
Topic and End of Theme Test Papers on the Entire Specification

[http://www.apr-initiatives.com/Entire Specification Theme 1 and Theme 2/Topic and End of Theme Test Papers on The Entire Specification](http://www.apr-initiatives.com/Entire_Specification_Theme_1_and_Theme_2/Topic_and_End_of_Theme_Test_Papers_on_The_Entire_Specification)

Topic and End of Theme Test Papers for Theme 2 Building a Business

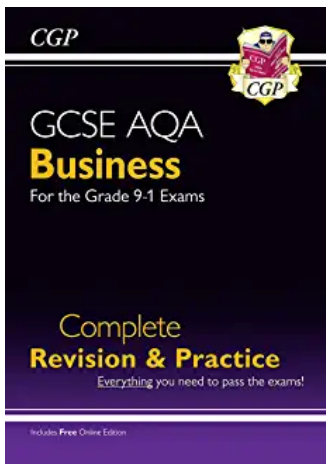
<https://www.appt-initiatives.com/products/a-practical-lesson-on-production-for-business-students-an-introduction-to-business-and-what-businesses-do/>

Books for AQA Specification



AQA GCSE (9-1) Business, Second Edition

by Malcolm Surridge and Andrew Gillespie | 26 May 2017



New GCSE Business AQA Complete Revision and Practice - Grade 9-1 Course (with Online Edition) (CGP GCSE Business 9-1 Revision)



Academic Intervention

- **1:1 Support**

Support is given to students who are either struggling or cause for concern.

- **Revision Packs**

These are provided to all the students which contain all topics covered with questions that they can work through in order to help them better prepare for the exams. Revision packs consist of:

- o **Revision Guides** (at cheaper than RRP or free to Pupil Premium students)
- o **Knowledge Organisers** for every unit of work at KS4
- o **Exam Style Questions** from all past papers
- o **Flash Cards** for students to make individual notes

- **Google Classroom Support**

All lessons and worksheets in lessons are uploaded to Google Classroom where students can access all of the content including the majority of the resources from the Revision Packs above and additional resources. Students can also communicate with teachers outside of the classroom using Google Classroom for extra support.

- **Monitoring**

Regular monitoring of students carried out through termly cycles, Narrowing the Gap and Curriculum Meetings to identify underperforming students so that relevant interventions can be put in place.

- **Personal Enrichment / Extra-curricular**

- o Study Clubs for Year 11 once a week.