

GCSE Business

For more information, please consult:

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Examination Board: AQA

Qualification: GCSE Business

Tiers: N/A

Grades: 9-1

Why study Business?

We realise that you will have never had the chance to study Business Studies before, but don't let that put you off! Our Business Studies course, taught by Mrs Dyer, Mrs Pell, Miss Campbell, Ms D'Angelo and Mr Chenery has proven a popular option amongst previous students.

The course equips students with the knowledge and understanding of how businesses are formed and managed and develop an understanding of the business climate – preparing them well for future employment opportunities, consumer purchases and entrepreneurial ventures.

What will I be learning and progressing to each year?

Year	Key Knowledge	Key Skills	Key Vocabulary
9	<p>1. Business in the real world The purpose of business activity, the role of business entrepreneurship, and the nature of business.</p> <p>Students need to be able to analyse the four main business structures:</p> <ul style="list-style-type: none"> → Sole Trader → Partnership → Private Limited Company (Ltd) 	<p>Students will develop their explanation skills – providing reasons for and consequences of business theory.</p> <p>In addition, students will begin to develop application skills –</p>	<ul style="list-style-type: none"> → Entrepreneur → Enterprise → Unlimited Liability → Limited Liability → Stakeholders → Stock Exchange → Business plan → Revenue → Profit

	→ Public Limited Company (Plc)	applying their subject knowledge to real business case studies.	→ Organic Growth → Merging → Takeover → Franchise → Economies of Scale
	Knowledge Organiser – 1. Business in the real world	Link to homework here	Link to full Y9 vocabulary here
<p>The content of your curriculum in this academic year for your subject:</p> <p>1.1 The purpose and nature of Business 1.2 Business ownership 1.3 Setting business aims and objectives 1.4 Stakeholders 1.5 Business location 1.6 Business planning 1.7 Expanding a business</p>			
Year	Key Knowledge	Key Skills	Key Vocabulary
10	<p>2. Influences on Business The importance of external influences on business and how businesses change in response to these influences.</p> <p>3. Business Operations What business operations involve, their role within the production of goods and the provision of services, and how they influence business activity.</p> <p>4. Human Resources The purpose of human resources, its role within business and how it influences business activity.</p>	<p>Students will build on their explanation and application skills, beginning to analyse key business concepts.</p> <p>Students should be able to examine factors in detail and consider the advantages and disadvantages of key theory.</p>	<p>→ E-commerce → M-commerce → Social Media → Ethics → Global warming → Pressure groups → Sustainability → Economic Climate → Interest Rates → Consumer spending → Globalisation → Multinational Company (MNC) → National Living Wage → Consumer Laws → Monopoly → Kaizen</p>

	<p>2a. External influence on Business 2b. Interest and Exchange Rates 3. Business Operations 4. Human Resources</p>	<p>Link to homework here</p>	<p>Link to full Y10 vocabulary here</p>
<p>The content of your curriculum in this academic year for your subject</p>			
<p>2. Influences on business 2.1 Technology 2.2 Ethical and environmental considerations 2.3 The economic climate on businesses 2.4 Globalisation 2.5 Legislation 2.6 Competitive Environment 3. Business operations 3.1 Production processes 3.2 The role of procurement 3.3 The concept of quality 3.4 Good customer services 4. Human resources 4.1 Organisational structures 4.2 Recruitment and selection of employees 4.3 Motivating employees 4.4 Training</p>			
	<p style="text-align: center;">Key Knowledge</p>	<p style="text-align: center;">Key Skills</p>	<p style="text-align: center;">Key Vocabulary</p>
<p>11</p>	<p>5. Marketing Understanding the purpose of marketing, its role within business and how it influences business activity. Including:</p> <ul style="list-style-type: none"> ➤ Identifying and satisfying customer needs ➤ Targeting products and services successfully through the process of Market Segmentation ➤ Conducting and analysing market research data 	<p>Year 11 focuses on developing evaluation skills – being able to assess a variety of options before determining the best solution to a problem. This includes conducting cost/benefit analysis before arriving at a fully justified decision.</p>	<ul style="list-style-type: none"> → Market Segmentation → Primary Research → Secondary Research → Qualitative Data → Quantitative Data → Boston Matrix → Product Life Cycle → Profit/Loss → Break-Even

	<p>➤ Managing a successful marketing mix (The 4 P's)</p> <p>6. Finance Considering how businesses raise finance to support start-up, survival or growth objectives. Understanding the importance of managing cash flow – identifying and solving potential problems. Students will be able to undertake basic financial calculations, including analysing the average rate of return of projects. Students will also have to complete and analyse financial accounts.</p>		<p>→ Average Rate of Return → Gross Profit → Net Profit → Assets → Liabilities → Working Capital</p>
	<p>Link to knowledge organisers:</p> <p>5. Marketing 6. Finance</p>	<p>Link to homework/revision here</p>	<p>Link to full Y11 vocabulary here</p>
<p>The content of your curriculum in this academic year for your subject</p> <p>5. Marketing 5.1 Identifying and understanding customers 5.2 Segmentation 5.3 Purpose and methods of market research 5.4 The elements of the marketing mix: price, product, promotion and place (4 P's)</p> <p>6. Finance 6.1 Sources of finance 6.2 Cash flow 6.3 Financial terms and calculations 6.4 Analysing the financial performance of a business</p>			
<p>How will my work be assessed? / assessment components / frequency / term</p>			
<p>Y9</p>	<p>Following the completion of each sub-topic, you will have specific topic assessments.</p> <p>Following the completion of Unit 1: Businesses in the real world, you will have an end of Year 9 assessment.</p>		
<p>Y10</p>	<p>Following the completion of each sub-topic, you will have specific topic assessments.</p>		

	<p>Following the completion of Unit 2, 3 and 4 you will have end of unit assessments.</p> <p>At the end of Year 10, you will complete a 'Paper 1' style examination.</p>
Y11	<p>Following the completion of each sub-topic, you will have specific topic assessments.</p> <p>Following the completion of Unit 5 and 6 you will have end of unit assessments.</p> <p>You will also complete a 'Paper 2' style examination.</p> <p>External Examinations are: Paper 1 – Covers Unit 1, 2, 3 and 4 Paper 2 – Covers Unit 1, 2, 5 and 6</p>
Extra-curriculum activities / Trips / Work experience / Community cohesion / Events participation	
What would this subject enable me to do when I finish school? / Career Paths	
<p>Studying Business will prepare you for either studying Business at Level 3, beginning an apprenticeship or employment. The course provides you with the experience and skills to help you excel in a study, or work environment. Many students continue their education with us in Sixth Form, completing the BTEC National in Business qualification.</p>	
How parents or other members of the public can find out more about the curriculum your subject is following	
<p>You can find the GCSE specification here: https://filestore.aqa.org.uk/resources/business/specifications/AQA-8132-SP-2017.PDF</p>	

