

	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 10 Unit 01 Introduction to Business and Enterprise	1.1 Entrepreneur - Being an entrepreneur - Entrepreneurial characteristics and skills 1.2 Business Aims and Objectives - Financial aims and objectives - Non-financial aims and objectives 1.3 Structures - Legal structures - Organisational structures - Restructuring 1.4 Stakeholder Engagement - Internal stakeholders - External stakeholders - Stakeholder engagement 2.1 Marketing Mix - Product types - Product lifecycle - Boston Matrix - 4 Ps 2.2 Market Research and Markets -Data types -Primary research -Secondary research -Market types -Orientation types	3.1 Operations Management - Outsourcing - Lean production - Maintaining and improving quality - Production methods 4.1 Customer Service and Internal influences and Challenges of growth - Customer service - Customer service measurements - How customer service is measured 4.2 Internal Influences - Aims and objectives - Financial position of the business and enterprise - Staff motivation (including Maslow, Mayo, Herzberg) - Operational issues. 4.3 Internal Challenges of Growth - Maintaining customer service levels - Diseconomies of scale	5.1 External influences GDP - Interest rates - Changes in living wage - Changes in fashions and trends - Changes in the competitive environment - Level of employment - Availability of skills locally - Changes to legislation - Changes in tax rates 5.2 Challenges of Growth - Additional human resource requirements - Local cultural sensitivities - Understanding of local legislation. Written Examination preparation	Unit 1 EXAM	Introduction to Unit 2 - (Synoptic Project) Understanding resources for business and enterprise planning. 1.1 Business Research - Areas of research 1.2 Resource planning - Physical resources - Technological resources 1.3 Business growth - Internal growth - External growth 2.1 Human resources - Methods of recruitment - Stages of recruitment - Legal considerations - Staff development - Pay and remuneration 3.1 Business & enterprise funding - Funding types	Unit 2 - Understanding resources for business and enterprise planning. 3.2 Business & enterprise finance - Financial concepts and calculations - Costs, liabilities and assets - Financial documents - Ratio analysis - Cash flow management 4.1 Planning in business - Purpose of business planning - Benefits of business planning - A business plan
Year 11 Revision	1.1 Entrepreneur 1.2 Business Aims and Objectives 1.3 Organisational Structures 1.4 Stakeholder Engagement 2.1.1 Product Types- Tangible/ intangible 2.2 Market Research and Markets 3.1 Operations Management 4.1 Customer Service and Internal influences and Challenges of growth 4.2 Internal Influences 4.3 Internal Challenges of Growth	Revision for unit 1 exam Revision for unit 1 exam Revision for unit 1 exam Re-take Exam - October sitting. Unit 2 - Understanding resources for business and enterprise planning. Synoptic question released - December.	Synoptic project write-up. Section 1 Company description. Section 2 Marketing analysis. Section 3 Marketing.	Synoptic project write-up. Section 4 People and operations. Section 5 Financial plan Section 6 Learner log, including evaluation.	Synoptic project write-up. Resubmission of unit 2 where needed.	Synoptic project submission.