

At a glance – Business & Economics Department

GCSE Business –

Term	Year 10 Content	Year 11 Content
1	1.1 Enterprise & Entrepreneurship Enterprise & Entrepreneurs – Risks & Rewards	2.1 Growing the Business Business growth/Sources of finance/Changes in objectives/Ethics/Globalisation 2.2 Making marketing decisions Marketing mix/Product lifecycles
2	1.2 Spotting a Business Opportunity Competition/customer needs/Market research/Segments	2.2 Making marketing decisions Pricing strategies/Methods of promotion/Place 2.3 Making operational decisions Methods of production/Managing stock/Working with suppliers/Quality/CS
3	1.3 Putting a business idea into practice Aims & Objectives/Revenue/Costs/Profit/BE Analysis/Cash-flow	2.4 Making financial decisions Gross & Net profit margin / ARR / Understanding business performance 2.5 Making Human resource decisions Organisational structures / Effective recruitment/Training & Development
4	1.4 Making the Business Effective Ownership/Franchises/Marketing Mix/Business Plans	Recall/Revision/ exam skills
5	1.5 Understanding External Influences on Business Stakeholders/Technology/Legislation/Economics	Recall/Revision/Exam skills
6	Recall/Revision/practice – Start Section 2.1	

A-Level Business –

Term	Year 12 Content	Year 13 Content
1	1.1 Meeting Customer needs 1.2 The market 1.3 The Marketing Mix and Strategy	3.1 Business objectives & strategy 3.2 Business Growth 3.3 Decision making techniques
2	1.4 Managing People 1.5 Entrepreneurs & Leaders	3.4 Influences on business decisions 3.5 assessing competitiveness 3.6 Managing change
3	2.1 Raising finance 2.2 Financial Planning	4.1 Globalisation 4.2 Global markets & business expansion
4	2.3 Managing finance 2.4 Resource Management	4.3 Global marketing 4.4. Global industries and companies
5	2.5 External Influences	
6	Start Year 13 Work	Year 13 – exam leave/finish

BTEC Business –

Term	Year 12 Units	Year 13 Units
1	Unit 1: Exploring business A & B – Internally assessed coursework	Unit 3 – Personal & Business Finance – external exam
2	Unit 1: Exploring business C, D & E – Internally assessed coursework	Unit 3 – Personal & Business Finance – external exam
3	Unit 2 – Marketing – Externally assessed exam	Unit 8 – Recruitment & Selection Process
4	Unit 2 – Marketing – Externally assessed exam	Unit 8 – Recruitment & Selection Process
5	Unit 3 – Personal & Business finance – external exam	Exam leave
6	Unit 3 – Personal & Business Finance – external exam	

A-level Economics –

Term	Year 12 Units	Year 13 Units
1	Micro 4.11 Economic Methodology and economic problem Micro – 4.1.3 Price determination in a competitive market Macro 4.2.1 The measurement of macroeconomic performance	Micro 4.1.4 Production, costs and revenue Micro 4.1.5 Perfect competition, imperfectly competitive markets, and monopoly 4.1.8 The market mechanism, market failure and government intervention
2	Macro 4.2.1 The measurement of macroeconomic performance cont. Macro 4.2.2 How the macroeconomy works Macro 4.2.3 Economic performance	Micro 4.1.5 Perfect competition, imperfectly competitive markets and monopoly 4.1.8 The market mechanism market failure and government intervention
3	Micro 4.1.8 The market mechanism, market failure and government interventions	Macro 4.2.6 The international economy
4	Macro 4.2.5 Fiscal policy Macro 4.2.4 Monetary policy 4.2.5 Supply-side policies	Micro 4.1.6 The labour market Micro 4.1.7 The distribution of income & wealth; poverty and inequality
5	Macro 4.2.4 Financial markets & Monetary policy Macro – Supply-side policies Micro 4.1.2 Individual economic decision	Recap & Revision
6	Macro 4.2.4 Financial markets	Exams