

Barnsley Academy – GCSE Business Curriculum
Scheme of Work – 2023-24

Term – Week 1		
	1	2
Lesson Focus	To develop a clear understanding of the different methods of production that can be used by businesses.	To develop a clear understanding of the different methods of production that can be used by businesses.
Prerequisite Knowledge	Baseline assessment Introduction to different methods of production	Basic understanding of Job, Batch and Flow
Core Knowledge	Understand the different methods of production Batch, Flow and Job	Understand the different methods of production Batch, Flow and Job and which businesses would use which
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	Name the steps that students need to take – agreed department approach.	Expert modelling of 3 mark question using <ul style="list-style-type: none"> • Point • Application • Impact
Independent Practice	Baseline test Group activity to demonstrate the different methods of production 3 different groups in teams of 4/5. Feedback to other teams	Complete worksheet on selecting the method of production for a business Kahoot to check the understanding from last lesson Exam questions 2/3 mark questions
Assessment (Informal/Formal)	Check for accuracy on whiteboards for Do Now task Baseline test to be marked by students on the new topics	Informal Kahoot knowledge check Walking around to give individual feedback and feedback whole class on misconceptions/errors across the class
Resources	Unit 4 Production – 4.1 Baseline test	Unit 4 Production – 4.1 Job, Batch or Flow – worksheet Answers
Specific SEN(D)/EAL support		

Term – Week 2

	1	2
Lesson Focus	Methods of production in a business	
Prerequisite Knowledge	Understand the different methods of production Job, Batch and Flow.	Different methods of production Employee motivation
Core Knowledge	<ul style="list-style-type: none"> • Different production processes and their impact on businesses. • The influence of technology on production and the impact on businesses. Points to include <ul style="list-style-type: none"> • job, batch, flow • automation, computers and robotics 	
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	Using highlighters to identify where application can be taken from. When writing the Exam answer students to use the structure strip and can refer to the expert modelling to support Support to plan out the answer <ul style="list-style-type: none"> • Introduction – Knowledge and Understanding • 2 advantages • 1/2 disadvantages • 2 Application • Conclusion 	Looking at the use of machinery and automation at Amazon Exam question on whether machinery is good for the business
Independent Practice	Exam question based upon last lesson. M&S changing from flow to batch production	Identifying advantages and disadvantages for using automation and robotics Exam practice – Evaluating the Impact on Amazon introducing new technology
Assessment (Informal/Formal)	Self-assessment exam answer using mark scheme Walking around giving individual feedback to support whole class	Self-assessment exam answer using mark scheme
Resources	Unit 4 Production – 4.1	Unit 4 Production – 4.2 technology https://create.kahoot.it/details/b8fa7464-8f52-4892-831e-7b3407566807
Specific SEN(D)/EAL support	Structured support to complete the 9 mark question	Expert model and structure support for answering 9 mark questions

Term – Week 3

	1	2
Lesson Focus	Introduction to Quality control in a business – Quality Assurance and Quality Control	Applying Quality control knowledge to exam questions
Prerequisite Knowledge	The methods of production in a business and customer services	Understand the methods of production and the methods of quality – Assurance and control
Core Knowledge	<ul style="list-style-type: none"> • The concept of quality • Methods of ensuring quality • The importance of quality in both the production of goods and the provision of services Points to include <ul style="list-style-type: none"> ➤ quality control, quality assurance Impact of quality on a business, recalling goods, why quality is different depending upon the goods sold	
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	Methods of ensuring quality looking at YouTube clip examples of quality in a business State and identify questions	3 mark questions Modelling answering explain questions using <ul style="list-style-type: none"> • Point • Application • Impact
Independent Practice	Multiple choice questions and quality worksheet to check understanding. Quality worksheet,	Exam question from past exam papers
Assessment (Informal/Formal)	Informal – self assessed multiple choice questions and 1 or 2 mark questions. Live marking in lesson	Informal – self assessed multiple choice questions and 1 or 2 mark questions
Resources	Unit 4.2 – Quality control	Unit 4.2 – Quality control
Specific SEN(D)/EAL support	Whole class feedback on exam questions and how to develop answers further to gain top marks	Class model and support for structured answers. Overlays if required

Term – Week 4

	1	2
Lesson Focus	Methods of selling – customer service	Methods of selling applied to exam practice To develop a clear understanding of why customer service is important in a business
Prerequisite Knowledge		Understanding the different methods to selling of customers
Core Knowledge	<ul style="list-style-type: none"> • Methods of selling • The influence of e-commerce on business activity • The importance to a business of good customer service including after-sales service • The contribution of product knowledge and customer engagement to good customer service Points to include <ul style="list-style-type: none"> ➤ e-commerce, face to face, telesales ➤ to gain and retain customers 	
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	How to plan an answer using the correct steps. Clear support on how to select point and using application from the scenario given. Students to copy exam questions and use the methods to rewrite and apply to further questions	Modelling from last lesson to be used to answer a different exam question. Support to be given to plan the answer before starting and guidance from the exam to be shared with students to enable them to see what the examines are looking for
Independent Practice	New terminology and keywords to be introduced. Advantages and disadvantages	Complete an exam question linked to the methods of selling and
Assessment (Informal/Formal)	Do now and multiple-choice questions	Self-assessed with feedback on how improve. This will be given whole class and students will select the points that apply to them
Resources	Unit 4.3 - selling Selling methods Advantages and disadvantages of ecommerce	Unit 4.3 – customer service Expert model Tesco case study
Specific SEN(D)/EAL support	Using the expert model students are to rewrite the exam answer using an alternative answer	Class model and support for structured answers. Overlays if required

Term – Week 5

	1	2
Lesson Focus	Closing the gap Introduction to Consumer laws	Consumer Laws
Prerequisite Knowledge	production methods, Quality Assurance and Control and selling methods	Methods of quality
Core Knowledge	Recap learning and close gaps <ul style="list-style-type: none"> • Different methods of production • Quality • Methods of selling 	<ul style="list-style-type: none"> • The impact of consumer law on businesses Points to include reputation of the business, safety and satisfactory quality of goods Consumer rights Act (2015) Sales of Goods Act Consumer Credit Act
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	Recap of previous learning and applying to practice questions	Knowledge check on what customers rights are and the act which would cover this
Independent Practice	Kahoot Seneca Worksheets	Exam question from past paper
Assessment (Informal/Formal)		Students to self-assess and teacher circulate to mark work alongside students marking. Whole class feedback on findings from work marked
Resources	Unit 4.4 – Consumer Laws	Unit 4.4 – Consumer Laws
Specific SEN(D)/EAL support	Class model and support for structured answers. Overlays if required	Class model and support for structured answers. Overlays if required

Term – Week 6

	1	2
Lesson Focus	Business location To develop a clear understanding of why customer service is important in a business	
Prerequisite Knowledge	Production, quality	Understanding of the different factors that can influence location
Core Knowledge	Factors influencing business location Points to include <ul style="list-style-type: none"> costs, the proximity to market, labour and materials Knowledge on what influences where a business sets up <ul style="list-style-type: none"> Location based upon business Suppliers, Government, Transport links, Cost, Space and Labour 	
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	Map model on where to base a business Explaining the reasons why	PPT Expert model Use of expert model for 7-mark question and the steps to success
Independent Practice	Map task on why to place a business and why 3 different businesses to be located in Barnsley.	PowerPoint to be created with a Print screen of Map, explanation of the location selected using the key learning points to explain. Gap fill task
Assessment (Informal/Formal)	Informal assessment teacher to circulate and support where needed. Whole class feedback on common misconceptions	Multiple choice questions Exam question – Costa Coffee to be live marked and feedback to the whole class
Resources	Unit 4.5 – Business location Where to locate - answers	Unit 4.5 – Business location Expert Model – Costa coffee
Specific SEN(D)/EAL support	Class model and example of what if required in the powerpoint. Overlays if required	Class model and support for structured answers. Overlays if required

Term 1 – Week 7

	1	2
Lesson Focus	Procurement To develop a clear understanding of why businesses work together – B2B	ASSESSMENT
Prerequisite Knowledge	Understanding of business location, quality and production.	Production Use of technology in a business Consumer Laws Business location Customer service
Core Knowledge	<ul style="list-style-type: none"> The role of procurement The impact of logistical and supply decisions on businesses Points to include identifying goods and services to buy, choosing suppliers, ordering goods and services, receiving deliveries from supplier's time, length of supply chain, reliability of supply, costs, customer service	End of unit test checking knowledge from unit 2.1
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	Exam questions and using the exam guidance to follow the steps to success.	
Independent Practice	Samsung case study	Students will be tested using the end of unit test created on exam wizard to select question focused on this area only
Assessment (Informal/Formal)	Multiple choice questions State and explain questions Self assessed and live marking during lesson	Formal Assessment on all 2.1 Operation to be completed Students to support marking the Multiple choice questions
Resources	Unit 4.5.2 – Working with suppliers	(4) Production
Specific SEN(D)/EAL support		

Term 2 – Week 1

	1	2
Lesson Focus	Role of the finance department - Baseline	Sources of finance
Prerequisite Knowledge		Understanding the role of finance and why businesses need money
Core Knowledge	<p>Content</p> <ul style="list-style-type: none"> ➤ The purpose of the finance function ➤ The influence of the finance function on business activity <p>Points to include</p> <ul style="list-style-type: none"> • provide financial information, support business planning and decision making <p>Understanding what the finance department does in a business. Looking at how only big businesses have finance departments and smaller businesses would employ an accountancy firm to carry out these duties</p>	<p>Content</p> <ul style="list-style-type: none"> • The reasons businesses need finance • Ways of raising finance • How and why different sources of finance are suitable for new and established businesses <p>Point to include</p> <ul style="list-style-type: none"> ➤ establishing a new business, funding expansion, to run the business, recruitment, marketing ➤ loan, overdraft, trade credit, retained profit, sale of assets, owners' capital, new partner, share issue, crowdfunding <p>Introduction to the different methods of finance. All methods as above to be covered with advantages and disadvantages of each method. Clear understand of why businesses would use different methods to finance different ventures</p>
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	Multiple choice questions and questions from the textbook page 22	Model answer given for 1 task and students to complete the rest independently Mark criteria shown to students to understand how to achieve the marks. Planning to support setting up the answer before writing their response
Independent Practice	Multiple choice	Create a table of the different methods of finance with definition, advantages and disadvantages
Assessment (Informal/Formal)	Informal baseline assessment completing multiple choice questions	Informal - Self assessed and teacher circulating to mark work
Resources	Test 5 - Finance	
Specific SEN(D)/EAL support		Expert models to support and coloured overlays to support

Term 2 – Week 2

	1	2
Lesson Focus	Sources of finance	Costs and revenue
Prerequisite Knowledge	Understand the different methods of finance that can be used in a business	
Core Knowledge	<p>Content</p> <ul style="list-style-type: none"> • The reasons businesses need finance • Ways of raising finance • How and why different sources of finance are suitable for new and established businesses <p>Point to include</p> <ul style="list-style-type: none"> ➤ establishing a new business, funding expansion, to run the business, recruitment, marketing ➤ loan, overdraft, trade credit, retained profit, sale of assets, owners' capital, new partner, share 	<p>Content</p> <ul style="list-style-type: none"> ➤ 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 ➤ Calculation of costs and revenue ➤ Calculation of profit/loss <p>Points to include</p> <ul style="list-style-type: none"> • fixed, variable & total • gross profit & net profit <p>Introduction to costs Fixed and variable, revenue and profit</p>
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	<p>Mark criteria shown to students to understand how to achieve the marks.</p> <p>Planning to support setting up the answer before writing their response</p>	Calculations to be completed together before using students apply knowledge to their own finance questions. Formulas to be written in books highlighted to support students to complete calculation.
Independent Practice	Apply learning to exam questions from the textbook a mix of multiple choice and definitions	Calculation's worksheet to be completed 7 minutes per section to ensure
Assessment (Informal/Formal)	Informal - Self assessed and teacher circulating to mark work	Informal assessment completing finance questions. Students to self-assess and teacher to circulate supporting completion for questions and picking up on misconception/common errors.
Resources		
Specific SEN(D)/EAL support	Expert models to support and coloured overlays to support	Expert models to support and coloured overlays to support. Teacher guidance on finance questions to be given.

Term – Week 3

	1	2
Lesson Focus	Breakeven – using formulas	Breakeven using a Breakeven chart
Prerequisite Knowledge	Understanding of financial formulas and sources of finance	
Core Knowledge	<p>Content The concept of break-even</p> <ul style="list-style-type: none"> ➤ Simple calculation of break-even quantity ➤ The usefulness of break-even in business decision making <p>Points to include</p> <ul style="list-style-type: none"> ➤ total costs = total revenue informs marketing and planning decisions <p>Breakeven point What breakeven is and why it is important to businesses</p>	
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	Explaining breakeven and the importance to a business understanding BE point and how it can help businesses make decisions for the future	Model plotting the Breakeven chart and students to follow to create the expert model
Independent Practice	Formulas worksheet to be completed by students calculating the breakeven point using the formula method	<p>Create a breakeven even chart plotting the Total, Fixed and sales revenue to find the breakeven point for a given business</p> <p>Several different scenarios will be provide to ensure HA are able to develop their skills through practice</p>
Assessment (Informal/Formal)	Informal Formulas will be marked by teacher while circulating or self assessed	<p>Informal assessment teacher to circulate the room marking continuously</p> <p>Self - assessment to be used to mark any questions missed by me. Whole class feedback on looking at common WWW and EBI</p>
Resources	(Hyperlink)	
Specific SEN(D)/EAL support	Expert models to support and coloured overlays to support. Teacher guidance on finance questions to be given.	Expert models to support and coloured overlays to support. Teacher guidance on completing questions to be given.

Term – Week 4

	1	2
Lesson Focus	Limitations of Breakeven and catch up	Finance mid point test / Closing the gap
Prerequisite Knowledge	Calculating Breakeven using both the formula and chart method	Using the different financial formulas used in a business and Calculating Breakeven using both the formula and chart method
Core Knowledge	Content The concept of break-even The usefulness of break-even in business decision making and how it can inform marketing and planning decisions	Ensure that all students are confident in using financial formulas Test to identify gaps in learning before developing formulas further.
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	Model exam Breakeven questions and limitations for Breakeven 6 mark question	
Independent Practice	6 Mark exam question on the limitations of Breakeven	Complete midpoint test
Assessment (Informal/Formal)	Informal Formulas will be marked by teacher while circulating or self assessed	Informal to be self assessed and areas to reteach to be covered in lesson
Resources	(Hyperlink)	
Specific SEN(D)/EAL support		Coloured overlays to support. Teacher guidance on finance questions to be given.

Term 2 – Week 5

	1	2
Lesson Focus	Gross profit and net profit	Annual rate of return
Prerequisite Knowledge	Financial formulas	Financial formulas
Core Knowledge	<p>Content</p> <ul style="list-style-type: none"> ➤ Gross profit and net profit <p>Points to include</p> <ul style="list-style-type: none"> • gross profit, net profit • gross profit margin, net profit margin <p>Understanding of gross profit and net profit The importance and difference between the two figures.</p>	<p>Content</p> <ul style="list-style-type: none"> ➤ Calculation and interpretation of average rate of return <p>Points include</p> <ul style="list-style-type: none"> • Formulas and interpretation of average rate of return <p>Calculate the ARR and be able to explain what the calculate means for the business</p>
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	Teacher model how to calculate and apply the Gross profit, Net profit and Gross/Net profit margins	Steps to calculate ARR Forgetting the formula
Independent Practice	Students to complete the finance questions independently and apply the formulas explained	To complete the ARR exam question from 2019
Assessment (Informal/Formal)	Informal teacher to circulate and support. Misconceptions/errors to be feedback to the class to improve	Informal calculations to be completed and self-assessed. Teacher to circulate and mark students work while on task
Resources	(Hyperlink)	
Specific SEN(D)/EAL support	Expert models to support and coloured overlays to support. Teacher guidance on finance questions to be given.	Scaffolding to complete the calculations and clips in media drive to support calculations. Overlays in class to support

Term 2 – Week 6

	1	2
Lesson Focus	Cash flow forecasting	Cash flow forecasting
Prerequisite Knowledge	Financial formulas and sources of finance	
Core Knowledge	<p>Understanding the different parts that make up the cash flow forecast, Difference between profit and loss Evaluate the importance of cash in a business</p> <p>Content</p> <ul style="list-style-type: none"> ➤ The importance of cash to a business ➤ The difference between cash and profit ➤ The usefulness of cash flow forecasting to a business ➤ Completion of cash flow forecasts <p>Points to include</p> <ul style="list-style-type: none"> • providing liquidity, enables business to meet short-term debts/expenses • planning tool, anticipates periods of cash shortage, enables remedies to be put in place for shortages, provides targets 	
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	Model to show example to fill in an example cashflow forecast	
Independent Practice	<p>To complete a practice cashflow with support</p> <p>Practice cashflow forecasts to be worked on independently completing tasks at their own pace – 4 available</p>	<p>Only way is cashflow forecast to be completed independently using the template</p> <p>Support for lower ability students with headings on the cashflow to guide them</p>
Assessment (Informal/Formal)	Informal calculations to be completed and self-assessed. Teacher to circulate and mark students work while on task	Informal calculations to be completed and self-assessed. Teacher to circulate and mark students work while on task
Resources	(Hyperlink)	
Specific SEN(D)/EAL support	Scaffolding to complete the calculations and clips in media drive to support calculations. Overlays in class to support	Scaffolding to complete the calculations and clips in media drive to support calculations. Overlays in class to support

Term 2 – Week 7

	1	2
Lesson Focus	Recap – Closing the gaps	Assessment
Prerequisite Knowledge	Recap finance unit and close gaps where needed	
Core Knowledge	<ul style="list-style-type: none"> • Sources of finance • Profitability • Revenue and costs • Financial forecasting • ARR • Gross and net Profit 	End of unit assessment
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	<p>Model areas that students need support identified from previous lessons.</p> <p>Previous misconception suggest ARR and profitability calculation should be main focus</p>	
Independent Practice	Whiteboard tasks to assess understanding and reteach areas required	
Assessment (Informal/Formal)	Informal whiteboard checks	Formal assessment of learning
Resources	(Hyperlink)	(5)Finance
Specific SEN(D)/EAL support	Expert models and Overlays in class to support	

Term 3 – Week 1

	1	2
Lesson Focus	Ethics in a business	Environmental issues in a business
Prerequisite Knowledge		Ethics in a business and consequences of unethical practice
Core Knowledge	<p>Ethics in a business and how businesses can ensure that they are ethical, Content</p> <ul style="list-style-type: none"> ➤ Ethical considerations and their impact on businesses <p>Points to include treatment of workers/suppliers/customers, sourcing of materials, marketing decisions</p>	<p>Environmental in a business and how businesses can be environmental. Content</p> <ul style="list-style-type: none"> ➤ Environmental considerations and their impact on businesses <p>Points to include</p> <ul style="list-style-type: none"> • sustainability, waste disposal, pollution, climate change
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	<p>The impact on a business if not they are not ethical. Clips looking at the impact and how businesses are unethical. JD sports and Sports direct. Focus to cover how businesses like COOP, Bodyshop use ethics to develop their UPS. Highlighting the scenario - 3 steps for full marks</p>	
Independent Practice	<p>Multiple choice question to check learning and low stakes questions Answer 3 mark question – Understanding, Further development and Application</p>	Multiple choice question to check learning and low stakes questions
Assessment (Informal/Formal)	Informal – multiple choice questions and 3 mark question	
Resources		
Specific SEN(D)/EAL support		

Term 3 – Week 2

	1	2
Lesson Focus	Impact on a business of both ethical and environmental issues on a business	Economic climate
Prerequisite Knowledge	Understanding of what ethics are in a business and how businesses can be environmentally friendly and the consequence of bad practice	
Core Knowledge	<p>Content</p> <ul style="list-style-type: none"> ➤ Environmental considerations and their impact on businesses ➤ Ethical considerations and their impact on businesses <p>Points to include</p> <ul style="list-style-type: none"> • sustainability, waste disposal, pollution, climate change • treatment of workers/suppliers/customers, sourcing of materials, marketing decisions 	<p>Content</p> <ul style="list-style-type: none"> • The economic climate and its impact on businesses <p>Points to include</p> <ul style="list-style-type: none"> • changing levels of consumer income and unemployment <p>What is the economic climate looking at the economy and what can impact the economic climate. Covering income levels, unemployment, exchange rates, Interest rates and inflation, the government and taxation</p>
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	Modelling of reading and highlighting the key points in the case study - Virgin.	Answer 3 mark question – Understanding, Further development and Application. 3 steps Highlighting the scenario Completing the exam questions
Independent Practice	Planning of a 9 mark question Clear guidance on what is required/ Understanding, application and context for each and the conclusion	Completing multiple choice questions and 3 mark exam questions
Assessment (Informal/Formal)	Work marked whole class with marking while circulating the room. Feedback to be completed by students in their books using whole class feedback	Work marked whole class with marking while circulating the room. Feedback to be completed by students in their books using whole class feedback
Resources	(Hyperlink)	
Specific SEN(D)/EAL support	Expert model and scaffolding for the 9 mark questions. Steps to follow to plan the question and what is needed for 9 marks.	Expert model and scaffolding for the 3 mark questions. Coloured overlays where required

Term 2 – Week 3

	1	2
Lesson Focus	Economic climate	Closing the gap
Prerequisite Knowledge	Understanding of the keywords	Looking back over ethical, environmental and economic climate
Core Knowledge	<p>Content</p> <ul style="list-style-type: none"> The economic climate and its impact on businesses <p>Points to include</p> <ul style="list-style-type: none"> changing levels of consumer income and unemployment <p>What is the economic climate looking at the economy and what can impact the economic climate. Covering income levels, unemployment, exchange rates, Interest rates and inflation, the government and taxation</p>	
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	<p>Answer 3 mark question – Understanding, Further development and Application. 3 steps</p> <p>Highlighting the scenario</p> <p>Completing the exam questions</p>	Gaps to be retaught
Independent Practice	Completing multiple choice questions and 3 mark exam questions	Knowledge retaught to be applied to different exam questions to check understanding
Assessment (Informal/Formal)	Work marked whole class with marking while circulating the room. Feedback to be completed by students in their books using whole class feedback and visualiser to show marking.	Work marked whole class with marking while circulating the room
Resources		
Specific SEN(D)/EAL support	Expert model and scaffolding for the 3 mark questions. Coloured overlays where required	Expert model and recap steps required for different levelled questions. Coloured overlays where required

Term 2 – Week 4

	1	2
Lesson Focus	Globalisation	
Prerequisite Knowledge	Business ownership, ethical, environmental and economic climate	
Core Knowledge	<p>Content</p> <ul style="list-style-type: none"> The concept of globalisation The impact of globalisation on businesses <p>Points to include</p> <ul style="list-style-type: none"> the growth of multinational companies, influences on business location, international branding, how businesses compete internationally <p>Concepts of Globalisation – Buying and selling, movement of workers, transporting goods, telecommunications and free trade. Impact of globalisation on sales, risk, lower costs and tax avoidance. Advantages and disadvantages of globalisation on host countries, international branding and benefits of a UK business locating in another country advantages and disadvantages.</p>	
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)		<p>Planning of a 9 mark question</p> <p>Clear guidance on what is required/ Understanding, application and context for each and the conclusion</p>
Independent Practice	3 /6 mark questions linked to globalisation	9 mark question
Assessment (Informal/Formal)	To be marked by teacher when circulating the room, on whiteboards and self assessed to identify how to improve. Live marking will be completed showing the exam mark scheme to ensure students understand what is required.	To be marked by teacher when circulating the room, on whiteboards and self assessed to identify how to improve. Live marking will be completed showing the exam mark scheme to ensure students understand what is required.
Resources	(Hyperlink)	
Specific SEN(D)/EAL support	Expert model and scaffolding for the 3/6 mark questions. Steps to follow to plan the question and what is needed.	Expert model and scaffolding for the 9 mark questions. Steps to follow to plan the question and what is needed for 9 marks.

Term 2 – Week 5

	1	2
Lesson Focus	End of unit assessment	Closing the gaps
Prerequisite Knowledge	ethical, environmental, economic climate and globalisation.	
Core Knowledge		Gaps identified in end of unit to be closed Whole class feedback to be given and Students will focus on areas that they need to improve.
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)		Modelling of questions that are identified as whole class areas to reteach,
Independent Practice	Students will complete a range of questions for unit 5. These will be from 3 exam paper sample 1 & 2 and June 19 10 – Multiple choice questions, short answers and long answers questions	Complete areas identified as above
Assessment (Informal/Formal)	Formal Multiple choice to be marked by students	Informal
Resources	(Hyperlink)	
Specific SEN(D)/EAL support	Coloured overalls	

Term 2.2 – Week 1

	1	2
Lesson Focus	Reteaching Paper 1 gaps	
Prerequisite Knowledge	Unit 1.1 – Entrepreneurial skills, Business ownership, Business aims and objectives, growth and stakeholders	
Core Knowledge	<p>Gaps identified from Do Now tasks, homework tasks and Unit 1 mock exams</p> <p>Areas of misconception identified from previous Years – Limited and unlimited liability, PLC's and LTD's how they can sell shares to, Advantages and disadvantages of business ownership, confusion between Stakeholders and shareholders.</p>	
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	Reteach gaps and steps to gain full marks on each question	
Independent Practice	Exam questions	
Assessment (Informal/Formal)	Informal – self marked and show marking to identify areas of strengths and areas to improve. Use of Kahoot and Quizizz to support multiple choice questions	
Resources	(Hyperlink)	
Specific SEN(D)/EAL support	Expert modelling	

Term 2.2 – Week 2

	1	2
Lesson Focus	Reteaching Paper 1 gaps	
Prerequisite Knowledge	Unit 1.2 – Marketing – What the marketing department do, market research, the marketing mix, marketing data.	
Core Knowledge	<p>Gaps identified from Do Now tasks, homework tasks and Unit 1 mock exams</p> <p>Areas of misconception identified from previous Years – 4 P's, pricing strategies, different methods of primary and secondary research advantages and disadvantages, Physical and digital distribution, methods of advertising.</p>	
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	Reteach gaps and steps to gain full marks on each question	
Independent Practice	Exam questions	
Assessment (Informal/Formal)	Informal – self marked and show marking to identify areas of strengths and areas to improve. Use of Kahoot and Quizizz to support multiple choice questions	
Resources	(Hyperlink)	
Specific SEN(D)/EAL support	Expert modelling	

Term 2.2 – Week 3

	1	2
Lesson Focus	Reteaching Paper 1 gaps	
Prerequisite Knowledge	Unit 1.3 – People – What the Human resources department do, organisational structures and methods of working, communication in a business, recruitment and selection, and motivation and retention. Training methods and laws to protect employees.	
Core Knowledge	<p>Gaps identified from Do Now tasks, homework tasks and Unit 1 mock exams</p> <p>Areas of misconception identified from previous Years – business structures tall and flat benefits, recruitment and selection – person specification and job description, where businesses can advertise, communication and tall and flat business, Financial and non-financial methods of motivation. Training methods on the job, off the job and induction training. Laws that impact workers and businesses.</p>	
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	Reteach gaps and steps to gain full marks on each question	
Independent Practice	Exam questions	
Assessment (Informal/Formal)	Informal – self marked and show marking to identify areas of strengths and areas to improve. Use of Kahoot and Quizizz to support multiple choice questions	
Resources	(Hyperlink)	
Specific SEN(D)/EAL support	Expert modelling	

Term 2.2 – Week 4

	1	2
Lesson Focus	Reteaching Paper 2 gaps	
Prerequisite Knowledge	Unit 2.1– Operations - Different methods of production (job, batch and flow), Quality of goods and services – quality control and quality assurance, sales process and customer services. Business laws and business location and working with suppliers.	
Core Knowledge	Gaps identified from Do Now tasks, homework tasks and Unit 2 mock exams Areas of misconception identified from previous Years – Procurement, Quality control and quality assurance, Customer engagement and product knowledge why it is important and Consumer laws,	
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	Reteach gaps and steps to gain full marks on each question	
Independent Practice	Exam questions	
Assessment (Informal/Formal)	Informal – self marked and show marking to identify areas of strengths and areas to improve. Use of Kahoot and Quizizz to support multiple choice questions	
Resources	(Hyperlink)	
Specific SEN(D)/EAL support	Expert modelling	

Term 2.2 – Week 5

	1	2
Lesson Focus	Reteaching Paper 2 gaps	
Prerequisite Knowledge	Unit 2.2– Finance – Role of finance, sources of finance – advantages and disadvantages, costs, revenue and profit – fixed and variable costs, Gross profit, net profit, gross profit margins and net profit margins. Breakeven formulas, charts and table methods, limitations to breakeven and advantages, margin of safety, cash flow forecasts and the usefulness of using them. Annual rate of return on business investments.	
Core Knowledge	Gaps identified from Do Now tasks, homework tasks and Unit 2 mock exams Areas of misconception identified from previous Years – ARR calculations, remembering formulas – these are to be completed in Do now tasks every lesson to ensure that students are apply the formulas confidently, margin of safety and percentages,	
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	Reteach gaps and steps to gain full marks on each question	
Independent Practice	Exam questions – Focus on formulas and maths based questions as we all as application	
Assessment (Informal/Formal)	Informal – self marked and show marking to identify areas of strengths and areas to improve. Use of Kahoot and Quizizz to support multiple choice questions	
Resources	(Hyperlink)	
Specific SEN(D)/EAL support	Expert modelling	

Term 3.1– Week 1

	1	2
Lesson Focus	Reteaching Paper 2 gaps	
Prerequisite Knowledge	Unit 2.3 – Influences on a Business	
Core Knowledge	<p>Gaps identified from Do Now tasks, homework tasks and Unit 2 mock exams</p> <p>Areas of misconception identified from previous Years – Ethics (employees and customers) and environmental (pollution and renewable resources)</p> <p>Globalisation and the benefits to the companies, but the impact on host countries. How the economy can impact businesses – inflation rates, interest rates, cost on livings, GDP</p>	
Expert Model /Guided Practice/Agreed Approach (Procedural Knowledge)	Reteach gaps and steps to gain full marks on each question	
Independent Practice	Exam questions – Focus on	
Assessment (Informal/Formal)	Informal – self marked and show marking to identify areas of strengths and areas to improve. Use of Kahoot and Quizizz to support multiple choice questions	
Resources	(Hyperlink)	
Specific SEN(D)/EAL support	Expert modelling	

