



# KESTEVEN AND SLEAFORD HIGH SCHOOL

## Business Studies Scheme of Learning

### Year 10 – Term 1 & 2 Business in the real world

#### Intent – Rationale

We aim to create the very best Business students, who engage with the world around them and are equipped with the knowledge needed to develop their entrepreneurial, commercial and employability skills and identify business problems and opportunities. We want students to be able to think analytically, reach logical conclusions based on their effective interpretation of data, and make judgements strategic and tactical business decisions. Cultural capital is embedded throughout the curriculum. Our students are constantly introduced to a wide variety of viewpoints from some of the most entrepreneurs throughout history. We investigate the impact that their work has had on the world we live in and students are encouraged to make links between their studies and real life examples



Sequencing – what prior learning does this topic build upon?	Sequencing – what subsequent learning does this topic feed into?
<ul style="list-style-type: none"> <li>• New subject</li> </ul>	<ul style="list-style-type: none"> <li>• Y10 terms 3 &amp; 4 – external influences and their impact on businesses and the associated functional areas</li> <li>• Y10 terms 5 &amp; 6 – Operations and Human Resources and their impact and interdependence on the other functional areas of the business</li> <li>• Y11 terms 1 – 3 - Marketing and Finance and their impact and interdependence on the other functional areas of the business</li> <li>• Y11 terms 4 &amp; 5 – revision of topic and associated key skills</li> </ul>
What are the links with other subjects in the curriculum?	What are the links to SMSC, British Values and Careers?
<ul style="list-style-type: none"> <li>• Geography – factors of production, business location</li> <li>• Economics – impact of economic influences on a business, economic problem, needs and wants and opportunity cost</li> <li>• Mathematics – percentage change calculations, data handling</li> </ul>	<ul style="list-style-type: none"> <li>• Understanding of democracy through voting rights of shareholders in legal structure topic (BV1) (SO3)</li> <li>• Understanding of the rule of law when applied to the legal structure of a business (BV2)</li> <li>• Appreciation of individual liberty in a market economy and the concept of consumer sovereignty (BV3)</li> <li>• Appreciation of the ‘choice’ concept, particularly in relation to needs and wants (SP2)</li> <li>• Understanding of the functional areas of the business (GB2 &amp; GB6)</li> <li>• Development of problem solving competencies through simple business calculations (GB4e)</li> </ul>
What are the opportunities for developing literacy skills and developing learner confidence and enjoyment in reading?	What are the opportunities for developing mathematical skills?
<ul style="list-style-type: none"> <li>• Communication – development of structured arguments to support clear judgements</li> <li>• Comparison – ability to compare and weight the strength of opposing arguments</li> </ul>	<ul style="list-style-type: none"> <li>• Addition and subtraction when competing basic business calculations</li> <li>• Percentage change calculations to measure changes in markets</li> <li>• Graph and data interpretation</li> </ul>



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Intent – Concepts

What knowledge will students gain and what skills will they develop as a consequence of this topic?	
<p style="text-align: center;"><b>Know</b></p> <ul style="list-style-type: none"> <li>Be able to display both <u>knowledge</u> and <u>understanding</u> of key concepts from Business in the real World Unit of specification. To include <i>the purpose and nature of business, FoP, Opp cost, functional areas, business ownership</i>, sole traders, partnerships, ltd, plc, <i>aims and objectives</i>, profit, mkt share, growth, <i>stakeholders location decisions</i>, raw materials, competition, costs, <i>business planning</i>, VC, FC, TC, TR, profit, loss, <i>business growth</i> dis/econ of scale, organic &amp; external growth</li> </ul> <p style="text-align: center;"><b>Apply</b></p> <ul style="list-style-type: none"> <li><u>Application</u> of business concepts identified in context to a variety of given businesses, including unincorporated businesses, incorporated businesses, public sector business and not for profit organisations</li> </ul> <p style="text-align: center;"><b>Extend</b></p> <ul style="list-style-type: none"> <li>Some might be able to start developing a coherent <u>chain of reasoning</u> that can explain both the concept and the rationale supporting its application to a given business</li> </ul>	
What subject specific language will be used and developed in this topic?	What opportunities are available for assessing the progress of students?
<ul style="list-style-type: none"> <li><b>Business</b> - an organisation that produces a <b>good</b> or provides a <b>service</b></li> <li><b>Good</b> - Items that are produced from raw materials for sale to businesses of consumers</li> <li><b>Service</b> - An action that is carried out to fulfil a need or demand in return for payment</li> <li><b>Customer</b> - Individuals, businesses or organisations that purchase goods/services and make decisions about which supplier to use</li> <li><b>Consumer</b> - Someone who uses the goods and services produced by the businesses</li> <li><b>Need</b> - The human wants that are essential to survive e.g. water</li> <li><b>Want</b> - Items that people would like to have; not needed to survive</li> <li><b>Profit</b> - The difference between the value of a business’s revenue and its total costs</li> <li><b>Entrepreneur</b> - Someone who is willing to take the risks involved in starting up a new business</li> <li><b>Gap in the market</b> - A gap in the market is when a need is not currently been provided for</li> <li><b>Not for profit</b> - A business that is set up to help society, rather than make a profit</li> </ul>	<ul style="list-style-type: none"> <li>Weekly homework – assessed in line with exam board assessment criteria</li> <li>Verbal feedback</li> <li>Test 1: term 1 Knowledge and understanding and core threads of application and analysis</li> <li>Test 2: – Knowledge from terms 1 and 2 and core threads of application and analysis</li> </ul>

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## Intent – Concepts

Lesson title	Learning challenge	Higher level challenge	Suggested activities and resources
Purpose of business	Do I understand the purpose of a business?	Can I identify the reasons why an entrepreneur starts a business?	End of chapter questions Multiple choice questions
Business functions	Can I describe the difference between goods and services, needs and wants and list the four factors of production	Can I describe the concept of opportunity cost in relation to a business?	End of chapter questions Multiple choice questions
Enterprise and entrepreneurs	Do I know what the term entrepreneur means?	Can I define the characteristics and skills of an entrepreneur?	End of chapter questions Multiple choice questions
Dynamic nature of business	Do I have an understanding of the external challenges that a business faces	n/a	End of chapter questions Multiple choice questions
Sole traders and partnerships	Can I describe what sole trader and partnerships are?	Can I identify the features benefits and drawbacks of an unincorporated business?	End of chapter questions Multiple choice questions
Private and public limited companies	Can I describe what private and public limited companies are?	Can I identify the features benefits and drawbacks of an incorporated business?	End of chapter questions Multiple choice questions
Not for profit organisations	Can I describe what the term 'not for profit' organisation is?	Can I identify the appropriateness of a not for profit structure for a given business?	End of chapter questions Multiple choice questions
Aims and objectives	Can I identify the six main type of objectives that a business may set?	Can I identify why the objectives of a given business might change over time?	End of chapter questions Multiple choice questions
Stakeholders	Can I identify the main stakeholders in a business?	Can I explain the impact on and influence of stakeholders on a given business?	End of chapter questions Multiple choice questions
Location	Can I describe the key location factors that a business should consider when deciding where to locate?	Can I explain why some businesses choose to locate overseas?	End of chapter questions Multiple choice questions
Business plans	Can I explain the purpose of a business plan?	Can I apply the benefits of constructing a business plan to a given business?	End of chapter questions Multiple choice questions
Financial terms	Can I calculate the basic financial terms that a business will use?	Can I calculate and interpret average unit costs of a business?	End of chapter questions Multiple choice questions
Expanding a business	Can I explain the main methods that a business would use to expand?	Can I explain the benefits and drawback of each method of expansion?	End of chapter questions Multiple choice questions
Economies of scale	Can I explain what an economy and diseconomy of scale is?	Can I explain why the growth of a business can create diseconomies of scale?	End of chapter questions Multiple choice questions

