

AQA Scheme of work - year 10 - Head of subject Mr J Rose

Topics by term	Topic overview for Year ?					
	Term 1	Term 2	Term 3	Term 4	Term 5	Term 6
Topics taught	1. The purpose and nature of Business (2 lessons) 2. Business ownership (1 lesson) Assessment (week 3) 3. Setting aims and objectives (2 lessons) 4. Stakeholders (2 lessons) 5. Business Location (2 lesson)	6. Business Planning (2 lessons) 2. Expanding a business (2 lessons) Assessment (week 3) 3. Technology (1 lesson) 4. Ethical and Environmental considerations (3 lessons) 5. The economic climate on business (2 lessons)	1. Legislation (2 Lessons) 2. Competitive environment (2 lesson) 3. Globalisation (1 lesson) 4. Employment law, health and safety law, consumer law (4 lessons) <i>Assessment prep (1 lesson) - revision of topics lesson</i> <i>Homework prep to be set as well</i> <i>Assessment (1 lesson)</i>	<i>1. Production processes (2 lessons)</i> <i>2. The role of procurement (3 lessons)</i> <i>Assessment (week 3)</i> <i>3. The concept of quality (2 lessons)</i> <i>4. Good customer service (2 lessons)</i> <i>Organisational structures (2 lessons)</i>	1. Recruitment and selection of employees (2 lessons) 2. Motivating employees (1 lesson) Assessment (week 3) 3. Training (1 lesson) <i>Assessment prep for EOY Exam - work to be set from the revision area.</i> <i>Homework prep to be set as well</i>	1. Identifying and understanding customers (2 lessons) 2. Segmentation (1 lesson) 3. The purpose and methods of Market research (3 lessons) Preparation for exam techniques and past papers - - Recap or booster sessions for students.

AQA GCSE SCHEME OF WORK

Specification References	Big questions	Topic area: main Items and learning objectives All: grades 1-3 Most: grades 4-6 Some: grades 7-9 Examples	Outcomes By the end of term	Key Terms/	Assessment and homework tasks	Resources
Term 1						
Week 1	The role and nature of Business enterprise					
	<ul style="list-style-type: none"> Why do you think businesses exist? What does be 'enterprising' mean? Can you define 'entrepreneur'? Can explain the characteristics of being a successful entrepreneur? What are the benefits of being your own boss? What is the 'Dynamic' nature of business? What are aims and objectives? How does having the right objectives help with running the business? Why does location matter in business? 	<ul style="list-style-type: none"> understand what a business is and the reasons for starting a business difference between goods and services, needs and wants land, labour, capital, enterprise define the three sectors of primary, secondary and tertiary understand the term enterprise Understand the factors that influence where a business is located, including proximity to the market, availability of raw materials, labour, competition and costs. 	<ul style="list-style-type: none"> Identify methods of organic & external growth. Explain how technology, ethics & economic factors affect business activity. Evaluate business responses to changing external conditions. Distinguish between organic & external growth. Explain benefits & drawbacks of technology and CSR. Describe economic factors – interest rates, inflation, exchange rates. Analyse how firms adapt strategies to external changes. 	<p>Key Terms Need Want Entrepreneur Risk Reward Added Value Sole Trader Partnership Limited Liability Stakeholder Business Plan Location</p>	<ul style="list-style-type: none"> MCQ quiz each week on key vocabulary. Milestone 1 (Weeks 1-3) – Purpose & Ownership test. 6-mark question <i>Explain two ways a business adds value.</i> Homework – Research a local start-up and outline its business plan. 	<ul style="list-style-type: none"> PPT AQA GCSE Business Textbook PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet
Week 2	Ownership & objectives					
	<ul style="list-style-type: none"> What is the 'Dynamic' nature of business? What are aims and objectives? 	<ul style="list-style-type: none"> outline the characteristics of an entrepreneur 				<ul style="list-style-type: none"> PPT AQA GCSE Business Textbook

	<ul style="list-style-type: none"> • How does having the right objectives help with running the business? • Why does location matter in business? • Can you list some sole trader businesses? • What are the benefits of being your own boss? • Can you define 'unlimited liability'? • What are the drawbacks of being a Public Limited Company? • Can you explain the difference between a private and public limited company? 	<ul style="list-style-type: none"> • outline the objectives of an entrepreneur, including to be their own boss, flexible working hours, to pursue an interest, earn more money, identify a gap in the market and dissatisfaction with current job • understand that businesses face a constantly changing business environment • Identify the component parts of a business plan • Explain why business plans are important • Analyse the advantages and disadvantages of producing a business plan 				<p>PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet</p>
Week 3	Assessment 1 – Business in the real world – Reasoning for testing is for retention of information – MCQ questions style paper					
Weeks 3 and 4	Stakeholders					
	<ul style="list-style-type: none"> • How can businesses balance the different needs and interests of all their stakeholders? • What happens when the objectives of stakeholder's conflict, and how can businesses respond effectively? 	<ul style="list-style-type: none"> • Define what stakeholders are and identify internal and external stakeholders • understand the different objectives of key stakeholder groups • Analyse how and why stakeholder objectives may conflict • understand how a business might respond 				<p>•PPT AQA GCSE Business Textbook PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet</p>

	<ul style="list-style-type: none"> Overview of learning about business location 	<ul style="list-style-type: none"> to and manage stakeholder conflicts Understand why business location is important for success. Define the key factors that influence where a business chooses to locate Understand how different types of businesses may have different location needs 				
Weeks 5 & 6	Aims and Objectives					
	<ul style="list-style-type: none"> Why does location matter in business? How do different factors like cost, proximity to market, and competition influence where a business decides to locate? Time built in to recover any missed lessons or boost gaps in knowledge 	<ul style="list-style-type: none"> Describe what a business plan is and why it is important for new and existing businesses. understand the main components of a business plan Understand how a business plan helps reduce risk and support decision making. Evaluate why a business plan should be reviewed and updated regularly 				<ul style="list-style-type: none"> PPT AQA GCSE Business Textbook PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet
Term 2						
Week 1	Business planning					
	<ul style="list-style-type: none"> How does a business plan help reduce risk 	<ul style="list-style-type: none"> Describe what a business plan is and why it is 	- Identify methods of organic & external growth.			<ul style="list-style-type: none"> PPT

	<p>and increase the chances of success for a new business?</p> <ul style="list-style-type: none"> • Why is it important for entrepreneurs to regularly review and adapt their business plans? • Lesson recap and built in time for any ad hoc plans that took away lesson time. 	<p>important for new and existing businesses.</p> <ul style="list-style-type: none"> • understand the main components of a business plan • Understand how a business plan helps reduce risk and support decision making. • Evaluate why a business plan should be reviewed and updated regularly 	<ul style="list-style-type: none"> - Explain how technology, ethics & economic factors affect business activity. - Evaluate business responses to changing external conditions - Distinguish between organic & external growth. - Explain benefits & drawbacks of technology and CSR. - Describe economic factors – interest rates, inflation, exchange rates. - Analyse how firms adapt strategies to external changes. 			<p>AQA GCSE Business Textbook PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet</p>
Week 2	Expanding a business					
	<ul style="list-style-type: none"> • What are the different ways a business can expand, and what are the risks and rewards of each? • How do businesses decide on the best growth strategy to meet their aims? 	<ul style="list-style-type: none"> • Describe the main methods of business growth • Explain the advantages and disadvantages of different growth strategies. • Analyse how growth can affect stakeholders 				<p>AQA GCSE Business Textbook PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet</p>
Week 3						
Week 3 and 4						
Topic 1.6	<ul style="list-style-type: none"> • How is technology changing the way businesses operate and compete? • Why do businesses need to consider ethical behaviour and environmental 	<ul style="list-style-type: none"> • Understand how technology is used in different areas of business • Explain how technology can improve efficiency and customer service. 				<p>AQA GCSE Business Textbook PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize</p>

	<p>responsibility in their decisions?</p> <ul style="list-style-type: none"> Can acting ethically and being environmentally responsible benefit a business as well as society? 	<ul style="list-style-type: none"> Understand what ethical business behaviour means Describe the environmental impacts of business activity Evaluate how and why businesses aim to reduce their environmental impact. Analyse the potential benefits and costs to a business of acting ethically and sustainably. 				<p>Videos Exam-Style Question Booklet</p>
Weeks 5 and 6						
	<ul style="list-style-type: none"> How do changes in the economy affect the way businesses operate and make decisions? What can businesses do to survive and grow during different phases of the economic cycle? Time built in to recover any missed lessons or boost gaps in knowledge 	<ul style="list-style-type: none"> Understand key economic factors that affect businesses Explain how changes in these factors can impact business costs and consumer demand. Understand how the economic climate effects business confidence and decision-making. Analyse how businesses may adapt to economic changes 				<p>AQA GCSE Business Textbook PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet</p>
Term 3						
Week 1 and 2						
	<ul style="list-style-type: none"> Why is it important for businesses to follow laws and regulations? 	<ul style="list-style-type: none"> Understand what business legislation is and why it exists. 	<p>- Identify key external influences (globalisation, legislation, competition).</p>	<p>Key Terms Need Want Entrepreneur Risk Reward Added Value </p>	<ul style="list-style-type: none"> MCQ and short-answer assessment on legislation and globalisation. 	<p>AQA GCSE Business Textbook PPT Slides </p>

	<ul style="list-style-type: none"> How can legislation impact the way businesses operate and treat their stakeholders? 	<ul style="list-style-type: none"> Describe how legislation protects stakeholders such as employees, customers, and the environment. Understand the consequences for businesses of not following the law 	<ul style="list-style-type: none"> Explain opportunities and threats these create. Evaluate how firms respond to legal and competitive pressures. <p>Learning Outcomes</p> <ul style="list-style-type: none"> Explain benefits and challenges of globalisation. Describe legal requirements for firms. Analyse competitive strategies for different markets. Evaluate how external influences shape decision-making. 	<p>Sole Trader Partnership Limited Liability Stakeholder Business Plan Location</p>	<ul style="list-style-type: none"> 9-mark question – Evaluate how globalisation affects small firms. Homework – Research a UK business operating internationally. 	<p>Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet</p>
Week 3						
	<ul style="list-style-type: none"> How does competition influence the decisions and performance of a business? What strategies can businesses use to stay competitive in a crowded market? 	<ul style="list-style-type: none"> Understand what is meant by the competitive environment. Analyse how competition affects pricing, quality, customer service, and innovation. Understand the impact of strong vs weak competition on a business's success. 				<p>AQA GCSE Business Textbook PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet</p>
Weeks 4, 5 and 6						
	<ul style="list-style-type: none"> How does globalisation create opportunities and challenges for businesses? Why do some businesses benefit from globalisation 	<ul style="list-style-type: none"> Understand what globalisation is and how it connects businesses worldwide. Understand the benefits of globalisation for businesses 				<p>AQA GCSE Business Textbook PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize</p>

	<p>while others struggle with it?</p> <ul style="list-style-type: none"> • How do different types of laws protect employees, customers, and businesses themselves? • What are the consequences for a business that fails to comply with legal responsibilities in the workplace or marketplace? 	<ul style="list-style-type: none"> • Understand the challenges of globalisation, • Understand how employment law protects workers' rights. • Explain the responsibilities businesses have under employment law. <p><i>Health and Safety Law</i></p> <ul style="list-style-type: none"> • Understand the purpose of health and safety laws in the workplace. • Understand the duties of employers to provide a safe working environment. • Understand how poor health and safety practices can harm employees and damage a business. <p><i>Consumer Law</i></p> <ul style="list-style-type: none"> • Understand the rights of consumers under the law • Understand how consumer law affects how businesses advertise, sell, and support products. • Understand the impact on businesses of failing to follow consumer law 				<p>Videos Exam-Style Question Booklet</p>
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Term 4						
Week 1 and 2	The Role of Human Resources					
Topic 3.1	<ul style="list-style-type: none"> How do different production methods impact efficiency, quality, and cost? How do businesses select and manage suppliers to ensure reliability and value for money? 	<p>Identify different types of organisational structures and key roles within a business.</p> <p>Explain how communication, motivation, and management styles can impact employee performance.</p> <p>Evaluate how effective organisational design and motivation strategies contribute to overall business success</p>	<p>Identify financial and non-financial methods of motivation.</p> <ul style="list-style-type: none"> Explain how training and development benefit business performance. Evaluate legal and ethical issues affecting HR strategy. Describe motivation theories (Maslow, Herzberg). Explain training methods and benefits. Outline key employment laws. Evaluate impact of motivation on retention 	<p>key words</p> <p>Organisational Structure Hierarchy Span of Control Recruitment Selection Communication Motivation Retention</p>	<ul style="list-style-type: none"> HR structure case-study activity. Milestone assessment – short answers on HR functions. Homework – Design a job advert and person specification 	<p>AQA GCSE Business Textbook PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet</p>
Milestone Assessment on Topics 2.4 and 3.1						
Week 3 and 4	Organisational Structures and different ways of working					
Topic 3.2	<ul style="list-style-type: none"> How does effective procurement contribute to overall business performance? Week 3 Assessment 					<p>AQA GCSE Business Textbook PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet</p>
Week 5	Communication in Business					
Topic 3.3	<ul style="list-style-type: none"> <i>Why is good customer service important, and how</i> 					<p>AQA GCSE Business Textbook PPT Slides Tutor2U</p>

	<i>does it build customer loyalty?</i>					Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet
Week 6	Recruitment and Selection					
Topic 3.4	<ul style="list-style-type: none"> How do different organisational structures affect communication, motivation, and efficiency? How do different business hire staff 					AQA GCSE Business Textbook PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet
Term 5						
Weeks 1 to 3	Motivation and retention					
Topic 3.5	<ul style="list-style-type: none"> How do different production methods impact efficiency, quality, and cost? How do businesses select and manage suppliers to ensure reliability and value for money? 	<p>Identify key methods businesses use to retain employees and maintain good relationships with suppliers.</p> <p>Explain how effective retention strategies and supplier management contribute to business efficiency and reputation.</p> <p>Evaluate how poor employee retention or weak supplier relationships can impact costs,</p>	<ul style="list-style-type: none"> Identify financial and non-financial methods of motivation. Explain how training and development benefit business performance. Evaluate legal and ethical issues affecting HR strategy. Describe motivation theories (Maslow, Herzberg). Explain training methods and benefits. Outline key employment laws. Evaluate impact of motivation on retention. 	<p>Key words</p> <p>Motivation Training Development Retention Employment Law Equality Health & Safety</p>	<ul style="list-style-type: none"> Mini assessment – motivation scenarios. Homework – Plan a staff training programme. End-of-term test (Weeks 4-6) covering HR & Law. 	AQA GCSE Business Textbook PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet

		productivity, and long-term success.				
Week 3	Milestone Assessment 3.2 – 3.5					
Weeks 3	Training and Development					
Topic 3.6	<ul style="list-style-type: none"> How does effective procurement contribute to overall business performance? Week 3 Assessment – How effectively can production and procurement decisions influence business success? 					AQA GCSE Business Textbook PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet
Week 4	Employment Law					
Topic 3.7	<ul style="list-style-type: none"> What does quality mean in business, and how can it be measured and improved? What is employment law? Why is good customer service important, and how does it build customer loyalty? 					AQA GCSE Business Textbook PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet
Week 5 and 6						
Week 4.1	<ul style="list-style-type: none"> How can poor customer service affect a business's reputation and sales? 					AQA GCSE Business Textbook PPT Slides

	<ul style="list-style-type: none"> How do different organisational structures affect communication, motivation, and efficiency? Why might a business change its organisational structure as it grows? 					Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet
Term 6						
Weeks 1 and 2	The Quality of Goods and Services					
Topic 4.2	<ul style="list-style-type: none"> How do businesses identify and understand their customers' needs and wants? Why is it important for a business to understand its target audience? 	<p>Identify different ways businesses segment their markets and understand the purpose of customer segmentation.</p> <p>Explain how segmentation and market research help businesses meet customer needs and improve marketing decisions.</p> <p>Analyse and evaluate how effective market segmentation</p> <p>exam technique can improve student decision-making and GCSE performance.</p>	<ul style="list-style-type: none"> Identify operations and marketing functions within a business. Explain how quality management and customer service improve performance. Evaluate financial information to make strategic decisions. Describe key operations processes and quality methods. Explain customer service roles and laws. Interpret basic financial documents and ratios. Evaluate overall business performance in a synoptic review. 	Key words Operations Quality Customer Service Consumer Law Supplier Revenue Profit Cash Flow	<ul style="list-style-type: none"> End-of-Year Assessment (1.1 – 4.3 content). Practical project – analyse performance of a chosen business. Homework – Revision booklet and exam-practice questions. 	AQA GCSE Business Textbook PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet
Week 3	The Sales Process and Customer Service					
Topic 4.3	<ul style="list-style-type: none"> Week 3 Assessment How does market segmentation help businesses meet customer needs effectively? 					AQA GCSE Business Textbook PPT Slides Tutor2U Entrepreneurship Case Studies

	<ul style="list-style-type: none"> What are the main methods of market research, and why are they important? 					BBC Bitesize Videos Exam-Style Question Booklet
Week 3	End of Year Milestone Assessment 1.1 – 4.3					
Week 4	Consumer Law					
Topic 4.4	<ul style="list-style-type: none"> How can market research data be used to improve products and marketing decisions? How can effective exam technique improve performance in GCSE Business assessments? 					AQA GCSE Business Textbook PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet
Week 5	Business Location					
Topic 4.5	<ul style="list-style-type: none"> What can past exam papers teach us about how to apply business knowledge in context? 					AQA GCSE Business Textbook PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet
Week 6	Working with suppliers					
Topic 4.6	<ul style="list-style-type: none"> Finishing year out with a practical task and presentation that 	<ul style="list-style-type: none"> Local businesses have been contacted and asked what they want to 				AQA GCSE Business Textbook

	<p>the class can incorporate everything they have learnt throughout the year into a project and present this to the class which works on practical skills as well as written.</p>	<p>see from students that are coming out of school, and we hone these skills throughout the last two weeks of term, so they have the employability potential instantly from leaving school.</p>				<p>PPT Slides Tutor2U Entrepreneurship Case Studies BBC Bitesize Videos Exam-Style Question Booklet</p>
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