

AQA Scheme of work - year 11 - 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: Introductory lesson establishing routines and expectation with students. (1 lesson) 2: 4P's (3 lessons) 2. Sources of finance (1 lesson) Assessment (week 3) 3. Cash flow (1 lesson) 4. Financial calculations (1 lesson) 5. Analysing financial performance (1 lesson)	1: Paper 2, 2019 2: Paper 2, 2020 3: Paper 2, 2021 4: Paper 2, 2022 Revision of topics across the various topics with resources from AQA + Tutor2U	Looking through exam technique and preparation for examination – re-covering topical content that is a problematic area for students to trouble shoot issues pre exam. Assessment prep (1 lesson) - revision of topics lesson Homework prep to be set as well Assessment (1 lesson)	<i>Revision of content from component 3.1 3.3 to refresh student memory of key content and concepts.</i> <i>Final exams take place.</i>	Preparations for next year within department Assistance with year 10 practical lessons when year 11 cohort have finished exam and are no longer attending lessons. breakout groups to be taken by staff (JR + NAC) and specific intervention given to boost knowledge.	Preparation for next year within the department – Alignment of WWW EBI and structuring for new cohort of year 11 coming up. Staff development and CPD foci – improvement of skills within department is a core focus.

OCR GCSE

Specification References	Big questions	Topic area: main Items and learning objectives over the term All: grades 1-3 Most: grades 4-6 Some: grades 7-9 Examples	Outcomes over the term	Key Terms/ over the term	Assessment and homework tasks	Resources
Term 1						
Week 1						
Topic 3.6	<ul style="list-style-type: none"> How will we work together successfully in Business Studies this year? What are the 4Ps of marketing, and how do they influence business success? 	<ul style="list-style-type: none"> To identify the main components of the income statement. To identify the main components of the statement of financial position. To understand that the statement of financial position is a snapshot in time. To understand the difference between assets and liabilities. 	Students will understand the importance of teamwork, routines, and expectations in a business environment. They will be able to explain the 4Ps of marketing and how each one affects business success. They will know different sources of finance and when each is suitable for a business. Students will understand the importance of managing cash flow and be able to carry out key financial calculations such as revenue, costs, and profit.	Training Diversity Alignment of values Labour turnover Staff retention Labour productivity		<ul style="list-style-type: none"> PPT Business textboo
Week 2						
	<ul style="list-style-type: none"> Where do businesses get their money from? How well do I understand what we've learned so far? 					
Week 3	Reasoning for testing is for retention of information – MCQ questions style paper					
Weeks 3 and 4	Week 3 assessments and review of work – walking talking mocks					
Weeks 5 and 6						

	<ul style="list-style-type: none"> • Why is managing cash flow so important for a business? • How can financial calculations help businesses make better decisions? • How can we tell if a business is performing well financially? 					
Term 2						
Weeks 1 - 6						
	<ul style="list-style-type: none"> • 4 Different papers are delivered in a walking talking style to students. <p>These papers are marked live by students and misconceptions squashed.</p> <ul style="list-style-type: none"> • Other resource material will be revised over and reviewed by students. 	<ul style="list-style-type: none"> • To identify different command words and what they require • To apply business knowledge accurately to case study questions • To analyse and evaluate business situations using key terms • To structure extended answers effectively • To improve timing and exam confidence through practice 	<p>Students will develop their ability to apply business knowledge to structured exam questions. They will learn how to analyse case studies, use key terminology effectively, and structure extended responses.</p> <p>Students will practise identifying command words and improving timing, accuracy, and depth of explanation in answers</p>	<p>Analyse Evaluate Justify Explain Application Case study Context Exam technique Timing Structure</p>		<ul style="list-style-type: none"> •PPT •Business textboo
Term 3						
Week 1 and 2						
	<ul style="list-style-type: none"> • How can I apply my business knowledge to exam questions? • What strategies help me improve my exam performance? 		<p>Students will develop their ability to apply business knowledge to structured exam questions. They will learn how to analyse case studies, use key terminology effectively, and structure extended responses.</p> <p>Students will practise identifying command words and improving timing, accuracy, and depth of explanation in answers</p>			<ul style="list-style-type: none"> •PPT •Business textboo

Week 3						
	<ul style="list-style-type: none"> Week 3 assessment 					<ul style="list-style-type: none"> PPT Business textboo
Milestone assessment on Topics 3.4. / 3.6						
Weeks 4, 5 and 6						
						<ul style="list-style-type: none"> PPT Business textboo
Term 4						
Week 1 and 2						
	<ul style="list-style-type: none"> How do businesses produce goods and services efficiently? Why is quality important to business success? How do businesses produce goods and services efficiently? Why is quality important to business success? 	<ul style="list-style-type: none"> To understand different methods of production and when they are used To explain how efficiency and productivity affect business performance To describe the importance of quality control and quality assurance To understand the role of customer service in maintaining success To explain how employment law protects employees and employers 	<p>Students will understand how businesses organise and manage their people to improve performance. They will learn how effective recruitment, training, and motivation can increase productivity and employee satisfaction. Students will also explore how communication, teamwork, and leadership styles influence business success. By the end of the topic, students will be able to apply HR concepts to business scenarios and explain how good people management helps achieve business objectives.</p> <p>Students will understand how businesses organise production to meet customer needs and maintain efficiency. They will learn the importance of quality and customer service in achieving business objectives. Students</p>	<p>Human resources Labour turnover Staff retention Labour productivity Job design Span of control Hierarchy Delegation Centralisation / Decentralisation Recruitment Training Development Motivation Financial and non-financial incentives Employee engagement Trade unions</p>		<ul style="list-style-type: none"> PPT Business textbook Careers: Guest Speaker (Marks and Spencers, L.Lye from HR)

			will also explore employment law and the rights and responsibilities of employers and employees			
Milestone Assessment on Topics 2.4 and 3.1						
Week 3 and 4						
	<ul style="list-style-type: none"> • How do employment law and customer service affect business operations • Week 3 assessment 					<ul style="list-style-type: none"> •PPT • Business textbook •News article Ways of working: zero hours contracts http://www.bbc.co.uk/news/business-37305581
Week 5						
	<ul style="list-style-type: none"> • What are the 4Ps of marketing, and how do they influence business success? • Where do businesses get their money from? 					<ul style="list-style-type: none"> •PPT • Business textbook
Week 6 and 7						
	<ul style="list-style-type: none"> • How can financial calculations help businesses make better decisions? • How can we tell if a business is performing well financially? • How do employment law and customer service affect business operations 					<ul style="list-style-type: none"> •PPT Business textbook

