

Temperance Term

W/C	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	HALF TERM
Unit	Unit 3 Business Operations							
Topic	3.1 Production Processes		3.2 The role of procurement			3.3 The Concept of Quality	3.4 Good Customer Service	
Challenge objective and content for all learners	Methods of production – job Methods of production – flow	Efficiency in production – lean production Efficiency in production – just in time (JIT)	Managing stock – just in time (JIT) Managing stock – just in case (JIC)	Factors affecting choice of suppliers The effects of procurement and logistics on a business	The value of effective supply chain management	Consequences of quality issues Methods of maintaining consistent quality: Total quality management (TQM) Costs and benefits of maintaining quality	Methods of good service Benefits of good customer service Dangers of poor customer service ICT advances in Customer services	
Inspire Opportunities	How can production methods be made more efficient?	How can lean production increase efficiency?		What factors contribute to influencing a businesses choice of supplier?	How can you assess the value of effective supply chain management?	What could be done to minimise quality problems for a business?	What would happen if a business failed to meet customer expectations?	
Assessment			MCQ Unit 1,2 & 4		Interim Topic test – Short answer questions (2-3 Marks) 3.1-3.2		End of topic formal assessment 3.1-3.4. MCQ and mid-long answer questions (6-9 Marks)	
Homework		Home Learning – Low Stakes Case Study 3.1		BBC Bitesize Quiz		Production processes worksheet		

W/C	Week 8	Week 9	Week 10	Week 11	Week 12	Week 13	CHRISTMAS
Unit		Unit 5 Marketing			Year 11 Mocks		
Topic	Assessment Reflection and Exam Technique	5.1 Identifying and understanding Customer Needs	5.2 Segmentation	5.3 The purpose and Methods of Market Research	Paper 1 Content		
Challenge objective and content for all learners	Command word focus on State Identify and Explain- 2- 3 and 4 - Mark questions & Analyse and recommend – 6- and 9-Mark Questions	The importance of identifying and satisfying customer needs	Types of segmentation	Purpose of market research Methods of market research	Unit 1,2,4		

Inspire Opportunities		How would you assess the consequences of a business failing to meet customer needs?	What strategies would you recommend a business undertakes to remain competitive?	How can a business use market research to inform decision making?			
Assessment				Presentation / Observation (Market Research)	Mock Exam		
Homework	Home Learning – Low Stakes Case Study 3.3		Home Learning – Low Stakes Case Study 5.1	Revision - Knowledge organisers Units 1,2 & 4		Home Learning – Low Stakes Case Study 5.2	

Justice Term

W/C	Week 14	Week 15	Week 16	Week 17	Week 18	Week 19	HALF TERM
Unit	Unit 5 Marketing						
Topic	5.3 The purpose and Methods of Market Research	5.4 The elements of the marketing mix: price, product, promotion and place (4Ps)					
Challenge objective and content for all learners	Methods of market research Use of market research: information that may help decision making	Pricing methods The factors that influence pricing decisions	Product Product differentiation The product life cycle Product portfolio	Promotional methods	Place (the different channels of distribution used by businesses) e-commerce and m-commerce	Integrated nature of the marketing mix Using the marketing mix to inform and implement business decisions	
Inspire Opportunities	How would you evaluate the overall effect of each method of research ?	How would you devise an appropriate marketing mix ? How would you assess the importance of price in the marketing mix ?	How do you select the right promotional mix ?	How would you evaluate the importance of distribution?			
Assessment	Interim Topic test – Short answer questions (2-3 Marks) 5.1-5.3			Presentation / Observation (Market Research)		End of topic formal assessment 5.1-5.5. MCQ and long answer questions (9-12 Marks)	
Homework		Worksheet – Market Research		Low stakes Case Study 5.4 (1)		Revision – Knowledge organisers unit 1,2 and 5 Quantitative Skills Worksheet Unit 5	

W/C	Week 20	Week 21	Week 22	Week 23	Week 24	Week 25	EASTER
Unit	Year 11 Mocks	Unit 6 Finance					
Topic	Paper 2 Content	6.1 Sources of Finance		6.2 Cash Flow	6.3 Financial Terms and Calculations		
Challenge objective and content for all learners	Unit 1, 2, 5	Methods businesses use to raise finance Appropriateness of sources of finance		Importance of cash to businesses Difference between cash and profit	Basic financial terms Basic financial calculations Average rate of return Break-even		

Inspire Opportunities		How would you evaluate the most suitable sources of finance for new and established businesses?		How would you evaluate the most appropriate source of finance for a given circumstance? How would you assess the importance to cash flow for all businesses?	What strategies would you suggest to a business to overcome cashflow problems?		
Assessment	Mock Exam					Interim Topic test – Short & mid answer questions (3 -6 Marks) 6.1-6.3	
Homework		Worksheet – Sources of Finance		Low stakes Case Study 6.1			

Courage Term

W/C	Week 26	Week 27	Week 28	Week 29	Week 30	Week 31	HALF TERM
Unit	Unit 6 Finance				Year 11 Bespoke Revision Timetable		
Topic	6.4 Analysing financial performance of a business		Assessment Reflection and Exam Technique				
Challenge objective and content for all learners	Purpose of financial statements Components of financial statements Interpretation of data given on financial statements		Command word focus on State Identify and Explain- 2- 3 and 4 -Mark questions & Analyse and recommend – 6- 9, 12 -Mark Questions Quantitative skills				
Inspire Opportunities	How would you calculate the average rate of return for an investment?						
Assessment		End of topic formal assessment 6.1-6.4. MCQ and long answer questions (9-12 Marks)					
Homework	Low stakes Case Study 6.4		Worksheet – Financial Performance				

W/C	Week 32	Week 33	Week 34	Week 35	Week 36	Week 37	SUMMER
Unit							
Topic	Year 11 Study Leave & GCSE Exams						
Challenge objective and content for all learners							

Inspire Opportunities							
Assessment							
Homework							