Yr 10 OCR GCSE Business

Learning:

3.3 Communication in business

Ways of communicating in a business context . The importance of business communications. The influence of digital communication on business activity Learning:

3.4 Recruitment and selection. Why businesses recruit. The use of different recruitment methods to meet different business needs. Methods of selection

Learning:

Curriculum Roadmap

3.6 Training and development. Different training methods, why businesses train their workers. Staff development and the benefits to employees and businesses of staff development

LO4

LO5

Unit 1.3

6 LO7

LO3

LO2

Learning:

3.2 Organisational structures and different ways of working. The terminology of organisation charts. Why businesses have different organisational structures. Ways of working

Learning:

3.5 Motivation and retention. Financial methods of motivation. Non-financial methods of motivation. The importance of employee motivation and retention

Learning

3.7 Employment law. discrimination, employees' right to a contract, holidays, hours of work

LO₁

LO4

Learning:

3.1 The role and purpose of human resources

Learning:

Understanding external influences and constraints. Examining PESTLE factors, legal constraints e.gf Consumer and Employment legislation as well as business ethics Learning:

Understand why businesses plan, how they measure risk,/avoid failure. Sources of finance and creating business plans

Learning:

2.4 The marketing mix:

Product - stages of the product life cycle Pricing methods Promotion - point of sale, advertising Place - distribution of products and services

Interpretation of market data

LO3 LO2 LO1

Unit

LO8

LO7

Learning:

2.3 Market segmentation: The use of segmentation to target customers Learning

2.1 The role of marketing: The purpose of marketing within business

Learning:

1.6 Business growth: Organic growth and External growth

LO6

Learning:

2.2 Market research: The purpose of market research. Primary research methods. Secondary research sources. How appropriate different methods and sources of market research are for different business purposes. The use and interpretation of qualitative and quantitative data in market research

Learning:

1.5 Stakeholders in business The roles and objectives of internal and external stakeholder groups. The effect business activity has on stakeholders. The effect stakeholders have on business

LO5

LO1

LO2

1.1

LO3

04



Learning:

1.1 The role of business enterprise and entrepreneurship: The purpose of business activity and enterprise, characteristics of an entrepreneur. The concept of risk and reward.

Learning:

1.2 Business planning: The purpose of planning business activity. The role, importance and usefulness of a business plan

Learning:

1.3 Business ownership: The features of different types of business ownership, the concept of limited liability. The suitability of differing types of ownership in different business contexts.

Learning

1.4 Business aims and objectives: The aims and objectives of business, how and why objectives might change as businesses evolve. Why different businesses may have different objectives













Resilience

Kindness

Respect

Curiosity

Collaboration

Endeavour

Yr 11 OCR GCSE Business

Curriculum Roadmap

Learning:

6.1 Ethical and environmental considerations. Ethical considerations and their impact on businesses. Environmental considerations and their impact on businesses

Learning:

6.2 The economic climate. The economic climate and its impact on businesses

Learning:

6.3 Globalisation. The concept of globalization. The impact of globalisation on businesses

LO₁

Learning:

5.5 Cash and cash flow. 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

Learning:

6.4 The interdependent nature of business. the interdependent nature of business operations, finance, marketing and human resources within a business context. How these interdependencies underpin business decision making. The impact of risk and reward on business activity. The use of financial information in measuring and understanding business performance and decision making.

Learning:

Understanding external influences and constraints. Examining PESTLE factors, legal constraints e.gf Consumer and Employment legislation as well as business ethics Learning:

Understand why businesses plan, how they measure risk,/avoid failure. Sources of finance and creating business

LO4

LO₅

Learning: 5.4 Break-even. The concept of break-even, calculation of break-even quantity. The usefulness of break-even in business decision making.

LO3

of return

LO7



loss. 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. Calculation and interpretation of profitability ratios. Calculation and interpretation of average rate

5.3 Revenue, costs, profit and

Learning:

5.1 The role of the finance function. The purpose of the finance function

• The influence of the finance function on business activity

Learning:

4.6 Working with suppliers. The role of procurement. The impact of logistical and supply decisions on

LO6

Learning:

5.2 Sources of finance. The reasons businesses need finance. Ways of raising finance How and why different sources of finance are suitable for new and established

Learning:

4.5 Business location. Factors influencing business location

businesses

LO1

LO2

LO3



Learning:

4.1 Production processes. Different production processes and their impact on businesses • The influence of technology on production and the impact on businesses

Learning:

4.2 Quality of goods and services. The concept of quality. Methods of ensuring quality. The importance of quality in both the production of goods and the provision of services.

Learning:

4.3 The sales process and customer service. 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

Learning: 4.4 Consumer law. The impact of consumer law on businesses















Respect