



# Middlewich High School (Business Studies) Department – 5-Year Curriculum Map



	<b>Autumn 1</b>	<b>Autumn 2</b>	<b>Spring 1</b>	<b>Spring 2</b>	<b>Summer 1</b>	<b>Summer 2</b>
<b>Year 10</b>	<b><u>Paper 1 - Business activity, marketing and people</u></b>  <b>Knowledge – Business Activity Skills</b> * The role of business enterprise and entrepreneurship * Business planning * Business Ownership *Business Aims and Objective *Stakeholders in Business * Business Growth	<b><u>Paper 1 - Business activity, marketing and people</u></b>  <b>Knowledge – Business Activity Skills</b> * Business Ownership *Business Aims and Objective *Stakeholders in Business * Business Growth	<b><u>Paper 1 - Business activity, marketing and people</u></b>  <b>Knowledge – Marketing Skills</b> * The role of Marketing * Market research * Market Segmentation * Marketing Mix	<b><u>Paper 1 - Business activity, marketing and people</u></b>  <b>Knowledge – People Skills</b> * Organisational structures and different ways of working * communication in Business * Recruitment and Selection	<b><u>Paper 1 Business activity, marketing and people</u></b>  <b>Knowledge – People Skills</b> *Motivation and Retention * Training and Development * Employment Law	<b><u>Paper 2 - Operations, finance and influences on business</u></b>  <b>Knowledge – Operations Skills</b> * Production process * Quality of Goods and Services
<b>Year 11</b>	<b><u>Paper 2 - Operations, finance and influences on business</u></b>  <b>Knowledge – Operations Skills</b> * The sales process and customer Services * Consumer Law * Business location * Factors affecting business location * Working with suppliers	<b><u>Paper 2 - Operations, finance and influences on business</u></b>  <b>Knowledge – Operations Skills</b> * The role of the finance function * Sources of finance * Revenue, costs, profit and loss	<b><u>Paper 2 - Operations, finance and influences on business</u></b>  <b>Knowledge – Finance Skills</b> * Break Even * Cash and cash flow * Ethical and Environmental considerations	<b><u>Paper 2 - Operations, finance and influences on business</u></b>  <b>Knowledge – Influences on Business Skills</b> * The economic climate * Globalisation	<b><u>Paper 2 - Operations, finance and influences on business</u></b>  <b>Knowledge – The independent Nature of Business Skills</b> * The independent nature of business * Revision	