



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



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