

# Year 9 *Business Studies* – Long Term Plan 2018-19

Week 1 3 Sept.	Week 2 10 Sept.	Week 3 17 Sept.	Week 4 24 Sept.	Week 5 1 Oct.	Week 6 8 Oct.	Week 7 15 Oct.
The Dynamic e of business	1.1.1 The Dynamic nature of business	1.1.1 The Dynamic nature of business FBI - 1.1.1	1.1.2 Risk and reward.	1.1.2 Risk and reward.	1.1.3 The role of business enterprise	1.1.3 The role of business enterprise FBI - 1.1.2/3
Week 1 5 Nov.	Week 2 12 Nov.	Week 3 19 Nov.	Week 4 6 Nov.	Week 5 3 Dec.	Week 6 10 Dec.	Week 7 17 Dec.
1 Customer needs	1.2.1 Customer needs FBI - 1.2.1	1.2.2 Market research	1.2.2 Market research	1.2.3 Market segmentation.	1.2.3 Market segmentation. FBI - 1.2.2/3	1.2.4 The competitive environment.
Week 1 7 Jan.	Week 2 14 Jan.	Week 3 21 Jan.	Week 4 28 Jan.	Week 5 4 Feb.	Week 6 11 Feb.	
2.4 The mpetitive ironment. BI - 1.2.4	1.3.1. Business aims and objectives.	1.3.1. Business aims and objectives.	1.3.1. Business aims and objectives. FBI - 1.3.1	1.3.2 Business revenues costs and profits.	1.3.2 Business revenues costs and profits.	
Week 1 25 Feb.	Week 2 4 Mar.	Week 3 11 Mar.	Week 4 18 Mar.	Week 5 25 Mar.	Week 6 1 April	
3 Cash and ash flow BI - 1.3.2	1.3.3 Cash and cash flow	1.3.4 Sources of business finance	1.3.4 Sources of business finance FBI - 1.3.3/4	1.4.1 The options for start up and small business.	1.4.1 The options for start up and small business.	
Week 1 22 April	Week 2 29 April	Week 3 6 May	Week 4 13 May	Week 5 20 May		
2 Business ocation BI 1.4.1	1.4.2 Business location	1.4.3 The marketing mix	1.4.3 The marketing mix FBI 1.4.2/3	1.4.4 Business plans		
Week 1 3 June	Week 2 10 June	Week 3 17 June	Week 4 24 June	Week 5 1 July	Week 6 8 July	Week 7 15 July
Business  4.4	1.5.1 Business stakeholders	1.5.1 Business stakeholders	1.5.2 Technology and business FBI - 1.5.1/2	1.5.3 Legislation and business	1.5.4 The economy and business	1.5.5 External influences

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Week 1 3 Sept.	Week 2 10 Sept.	Week 3 17 Sept.	Week 4 24 Sept.	Week 5 1 Oct.	Week 6 8 Oct.	Week 7 15 Oct.
2.1 Growing the business	2.1.1 Business growth	2.1.1 Business growth FBI	2.1.2 Changes in business aims and objectives.	2.1.2 Changes in business aims and objectives. FBI	2.1.3 Business and globalisation	2.1.3 Business and globalisation
Week 1 5 Nov.	Week 2 12 Nov.	Week 3 19 Nov.	Week 4 26 Nov.	Week 5 3 Dec.	Week 6 10 Dec.	Week 7 17 Dec.
2.1 Ethics the environment 2.1 business	2.2.1 Product FBI	2.2.1 Product	2.2.2 Price.	2.2.2 Price. FBI	2.2.3 Promotion	2.2.3 Promotion.
Week 1 7 Jan.	Week 2 14 Jan.	Week 3 21 Jan.	Week 4 28 Jan.	Week 5 4 Feb.	Week 6 11 Feb.	
2.4 Place	2.2.4 Place	2.2.5 Using the marketing mix to make business decisions FBI	Topic 2.3 Making operational decisions	2.3.1 Business operations. FBI	2.3.2 Working with suppliers.	
Week 1 25 Feb.	Week 2 4 Mar.	Week 3 11 Mar.	Week 4 18 Mar.	Week 5 25 Mar.	Week 6 1 April	
Working suppliers.	2.3.3 Managing quality FBI	2.3.3 Managing quality.	2.3.4 The sales process	2.3.4 The sales process. FBI	Topic 2.4 Making financial decisions	
Week 1 22 April	Week 2 29 April	Week 3 6 May	Week 4 13 May	Week 5 20 May		
2.1 Business calculations	2.4.1 Business calculations FBI	2.4.2 Understanding business performance	2.4.2 Understanding business performance	Financial Assessment FBI		
Week 1 3 June	Week 2 10 June	Week 3 17 June	Week 4 24 June	Week 5 1 July	Week 6 8 July	Week 7 15 July
Topic 2.5 Managing human resource decisions	2.5.1 Organisational structures FBI	2.5.2 Effective recruitment.	2.5.2 Effective recruitment. FBI	2.5.3 Effective training and development.	2.5.3 Effective training and development. FBI	2.5.4 Motivation

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Week 1 3 Sept.	Week 2 10 Sept.	Week 3 17 Sept.	Week 4 24 Sept.	Week 5 1 Oct.	Week 6 8 Oct.	Week 7 15 Oct.
2.1 Business growth	2.1.2 Changes in business aims and objectives.	2.1.3 Business and globalisation FBI	2.1.4 Ethics the environment and business	Topic 2.2 Making marketing decisions	2.2.1 Product FBI	2.2.2
Week 1 5 Nov.	Week 2 12 Nov.	Week 3 19 Nov.	Week 4 26 Nov.	Week 5 3 Dec.	Week 6 10 Dec.	Week 7 17 Dec.
2.2.4 Place	2.2.5 Using the marketing mix to make business decisions	2.3.1 Business operations.pptx	2.3.2 Working with suppliers. FBI	2.3.3 Managing quality	2.3.4 The sales process	2.4.1 calcul
Week 1 7 Jan.	Week 2 14 Jan.	Week 3 21 Jan.	Week 4 28 Jan.	Week 5 4 Feb.	Week 6 11 Feb.	Week 7 18 Feb.
2.4.2 Understanding business performance	Financial Assessment	2.5.1 Organisational structures	2.5.2 Effective recruitment. FBI	2.5.3 Effective training and development.	2.5.4 Motivation	
Week 1 25 Feb.	Week 2 4 Mar.	Week 3 11 Mar.	Week 4 18 Mar.	Week 5 25 Mar.	Week 6 1 April	Week 7 8 April
Topic 1.1 Enterprise and entrepreneurship	Topic 1.2 Spotting a business opportunity	Topic 1.3 Putting a business idea into practice	Topic 1.4 Making the business effective FBI	Topic 1.5 Understanding external influences on business	Topic 2.1 Growing the business	
Week 1 22 April	Week 2 29 April	Week 3 6 May	Week 4 13 May	Week 5 20 May		
Topic 2.2 Making marketing decisions FBI	Topic 2.3 Making operational decisions	Topic 2.4 Making financial decisions	Topic 2.5 Making human resource decisions	Exam		

Candidates will be able to:

relevant and comprehensive knowledge and understanding of a wide range of business concepts and issues

skill and critical understanding to select relevant information from a wide range of financial and non-financial sources to investigate business organisations and concepts in familiar and unfamiliar contexts, using a wide range of subject specific terminology

relevant quantitative skills

analyse and evaluate available information and evidence to make reasoned, substantiated judgements and conclusions, and, where appropriate, make suggestions for future activity

Candidates will be able to:

mostly accurate and appropriate knowledge and understanding of a range of business concepts and issues

skill and understanding to select information from a range of sources to investigate business organisations and concepts in familiar contexts, using some appropriate subject specific terminology

relevant quantitative skills

provide some evaluation of information and evidence to make plausible judgements and conclusions which may extend to suggestions for future activity

Candidates will be able to:

basic knowledge and understanding of some aspects of business concepts or issues

in a limited way, knowledge and understanding to investigate business organisations and/or concepts, using everyday language

basic, simple quantitative skills

use some information to draw basic lines of reasoning, make straightforward judgements and, possibly, offer simple suggestions