



**Vision:** To know and understand business concepts, business terminology, business objectives, the integrated nature of business activity and the impact of business on individuals and wider society. This will allow them to progress to further education such as A-Level business and/or have a better understanding into the vocational course they will move on to.

	<b>Foci</b>	<b>Assessment</b>	<b>Knowledge Organiser</b>
<b>Autumn Term</b>	<p><b>Topic 2.1 Growing the business</b></p> <p>Students are introduced to methods of growth and how and why business aims and objectives change as businesses evolve. The impact of globalisation and the ethical and environmental questions facing businesses are explored.</p>	<ol style="list-style-type: none"> <li>Midway through the topic MCQ test</li> <li>End of topic test that includes a range of question types i.e. MCQ, 2 marks, 3 marks, 6 marks, 9 marks and 12 marks.</li> </ol>	<p><b>2.1 Growing the business Knowledge Organiser</b></p> <p><b>Year 11</b></p>
<b>Autumn Term</b>	<p><b>Topic 2.2 Making marketing decisions</b></p> <p>Students will explore how each element of the marketing mix is managed and used to inform and make business decisions in a competitive marketplace.</p>	<ol style="list-style-type: none"> <li>Midway through the topic MCQ test</li> <li>End of topic test that includes a range of question types i.e. MCQ, 2 marks, 3 marks, 6 marks, 9 marks and 12 marks.</li> </ol>	<p><b>2.2 Making marketing decisions Knowledge organiser</b></p> <p><b>Year 11</b></p>
<b>Spring Term</b>	<p><b>Topic 2.3 Making operational decisions</b></p> <p>This topic focuses on meeting customer needs through the design, supply, quality and sales decisions a business makes.</p>	<ol style="list-style-type: none"> <li>Midway through the topic MCQ test</li> <li>End of topic test that includes a range of question types i.e. MCQ, 2 marks, 3 marks, 6 marks, 9 marks and 12 marks.</li> </ol>	<p><b>2.3 Making operational decisions Knowledge organiser</b></p> <p><b>Year 11</b></p>



<b>Spring term</b>	<b>Topic 2.4 Making financial decisions</b>  Students will explore the tools a business has to support financial decision making, including ratio analysis and the use and limitation of a range of financial information.	<ol style="list-style-type: none"><li>1. Midway through the topic MCQ test</li><li>2. End of topic test that includes a range of question types i.e. MCQ, 2 marks, 3 marks, 6 marks, 9 marks and 12 marks.</li></ol>	<b>2.4 Making financial decisions Knowledge organiser Year 11</b>
<b>Summer Term</b>	<b>Topic 2.5 Making human resource decisions</b>  Growing a business means that decisions relating to organisational structure, recruitment, training and motivation need to be made to influence business activity. These aspects are considered in this final topic.	<ol style="list-style-type: none"><li>1. Midway through the topic MCQ test</li><li>2. End of topic test that includes a range of question types i.e. MCQ, 2 marks, 3 marks, 6 marks, 9 marks and 12 marks.</li></ol>	<b>2.5 Making human resource decisions Knowledge organiser Year 10</b>