

Subject Overview Business – Year 11

Year 11 shifts to coursework: R068 "Design a Business Proposal" requires students to conduct market research, develop a product idea, and assess its financial viability, while R069 "Market and Pitch a Business Proposal" challenges them to create a brand, plan a promotional campaign, and deliver a professional business pitch, consolidating their theoretical knowledge with real-world application.

	Half Term 1	Half Term 2	Half Term 3	Half Term 4	Half Term 5	Half Term 6
Knowledge & Skills	Unit 5 Finance - The role of the Finance Function - Sources of Finance - Revenues, costs, profit and loss - Break-Even - Cash and Cash Flow Calculate and complete financial information. Assessment 1 - Goods and Services - Entrepreneurs - Risk and Reward - Aims and Objectives - Business Plan - Ownership - Stakeholders - Business Growth - Marketing - Human Resources - Recruitment - Motivation - Employment law - Production process - Quality - Consumer Law - Suppliers - Fiance	Unit 4 Operations and Finance – Managing Production and Money - Production processes - Quality of goods and services - Customer service and the sales process - Consumer law - Business location - Working with suppliers Analyse effects on businesses of operational choices and technological impacts. Assessment 2 - Goods and Services - Entrepreneurs - Risk and Reward - Aims and Objectives - Business Plan - Ownership - Stakeholders - Business Growth - Marketing - Human Resources - Recruitment - Motivation - Employment law - Production process - Quality - Consumer Law - Suppliers - Fiance	Unit 6 Influences on Business - Ethical and Environmental considerations - The economic climate - Globalisation Evaluate the impact of the external environment on businesses activities. Assessment 3 - Goods and Services - Entrepreneurs - Risk and Reward - Aims and Objectives - Business Plan - Ownership - Stakeholders - Business Growth - Marketing - Human Resources - Recruitment - Motivation - Employment law - Production process - Quality - Consumer Law - Suppliers - Fiance - Globalisation - The Economy	Unit 7 The independent nature of Business - the interdependent nature of business operations, finance, marketing and human resources within a business context - how interdependencies underpin business decision making - the impact of risk and reward - the use of financial information Synthesis of learning to bring all learning together and evaluate concepts in context.	Revision Unit 1 Business Activity - Starting and Growing a Business Unit 2 Marketing - Understanding Customers and the Marketing Mix Unit 3 People - Managing Human Resources Unit 4 Operations and Finance – Managing Production and Money Unit 5 Finance Unit 6 Influences on Business Unit 7 The independent nature of Business	
					See next page for “Beyond The Curriculum”	

Beyond The Curriculum	Places to Visit: Local bank branches: Accountancy firms: Stock Exchange (e.g., London Stock Exchange) Websites to Explore: BBC Bitesize Business - Finance The Bank of England Websites to Explore: FCA (Financial Conduct Authority). Wider Reading / Periodicals: "Rich Dad Poor Dad" by Robert Kiyosaki Financial Times, Wall Street Journal The Economist	Places to Visit: Manufacturing plants/factories Logistics/distribution centres Local service providers (e.g., a car garage, a restaurant kitchen) Websites to Explore: Lean Manufacturing Institute / Toyota Production System Amazon fulfillment centre videos (YouTube) Which? (consumer reviews Companies' corporate social responsibility (CSR) reports Wider Reading / Periodicals: "The Goal" by Eliyahu M. Goldratt "Factory Physics" by Wallace J. Hopp and Mark L. Spearman	Places to Visit: Local council offices: Environmental agencies/organisations: Charity shops or ethical businesses Websites to Explore: The UK Parliament website: The World Bank / IMF (International Monetary Fund) UN Global Compact: Wider Reading / Periodicals: Oxfam, Fairtrade Foundation Wider Reading / Periodicals: "Doughnut Economics" by Kate Raworth: "No Logo" by Naomi Klein:	Places to Visit: Large, integrated businesses Websites to Explore: Case study websites (e.g., Harvard Business Review case studies, Business Case Studies LLP Company annual reports: Wider Reading / Periodicals: General business magazines (e.g., The Economist, Business Week Books on strategic management:	Places to Visit: Manufacturing plants/factories: Logistics/distribution centres Local service providers (e.g., a car garage, a restaurant kitchen) Websites to Explore: Lean Manufacturing Institute / Toyota Production System Amazon fulfillment centre videos (YouTube) Which? (consumer reviews Wider Reading / Periodicals: "The Goal" by Eliyahu M. Goldratt "Factory Physics" by Wallace J. Hopp and Mark L. Spearman Supply Chain Management Review, Quality Progress	
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