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| KS4 GCSE Business Long Term Plan (Y11)  Business 2: Operations, Finance and Influences on Business (OCR J204/02) | |
| Diagram  Description automatically generated | School Pedagogy:  Launchpad Tuition has a child centred pedagogy. The school adopts an inclusive, transformative pedagogy as we believe that a child’s ‘capacity to learn can change and be changed for the better as a result of what happens and what people do in the present’ (*Hart et al. 2004, P166*). Learning is about shared communication between staff and pupils. Implementation of our curriculum intent is underpinned by Rosenshine’s 10 Principles of Instruction (*Rosenshine, 2012*). All learning sessions include the following elements; reference to curriculum intent, recap of knowledge and skills, assessment for learning and pupil voice.  Subject Specific Pedagogy:   * Scaffold learning as the course progresses to build understanding of the interdependent nature of business. * For each unit, differentiate learning through dialogue and questioning at input stage and through tasks at revision stage. * Embed assessment for learning through end of unit test feedback and target setting. * Be inclusive and take the diverse needs of learners into account. |
| Subject Intent:   * To promote understanding of business concepts, business terminology, business objectives, the integrated nature of business activity and the impact of business on individuals and wider society * To equip learners with the skills and confidence to explore how different business situations affect business decisions and draw on evidence to make informed business decisions and solve business problems * To develop life skills that enable students to become financially and commercially aware. |

| Key Stage and Subject Long Term Plan | Topic/Learning Pathway | Key Vocabulary | Links to previous learning (Component Skills) | Links to wider curriculum |
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| Autumn 1  Y11 | **UNIT 4: OPERATIONS**  4.1 Production processes  4.2 Quality of goods and services  4.3 The Sales process and Customer service  4.4 Consumer law  4.5 Business location  4.6 Working with suppliers | 4.1 Job, Batch and Flow production,  Automation, Robotics  4.2 Quality control, Quality assurance, Product Returns and Product Recalls  4.3 E-commerce, Telesales, Customer engagement,  4.5 Proximity to market and labour  4.6 Procurement, Supply chain, Logistics, Chain of distribution, | 1.5 Stakeholders (customers, employees, suppliers, government)  2.4 Marketing Mix (product)  3.5 Motivation  5.3 Revenue, Costs, Profit and loss | GCSE English Language   * Writing: P*roducing clear and coherent text* * Critical Reading and Comprehension: *Supporting a point of view by referring to evidence within the text*   GCSE Maths   * Calculations with numbers in standard form * Percentages * Interpret tables, charts and diagrams |
| Autumn 2  Y11 | **REVISION**  **EXAM TECHNIQUE PRACTICE**  **END OF UNIT 4 TEST & FEEDBACK**  **UNIT 6: INFLUENCES ON BUSINESS**  6.1 Ethical and Environmental considerations  6.2 The Economic climate  6.3 Globalisation  **REVISION**  **EXAM TECHNIQUE PRACTICE**  **END OF UNIT 6 TEST & FEEDBACK** | 6.1 Ethics, Sustainability  6.2 Economic climate, Unemployment, Consumer income, Gross Domestic Product  6.3 Globalisation, Multinational companies, International branding, | 1.5 Stakeholders (customers, employees, suppliers)  Unit 2 – Marketing  4.5 Business location | As Unit 4 above, plus:  GCSE Biology   * Global Challenges (maintaining the environment) |
| Spring 1  Y11 | **REVISION OF PAPER ONE**  **MOCK EXAM**  5.1 The role of the finance function  5.2 Sources of finance | 5.1 Start-ups, Expansion  5.2 Loan, Overdraft, Trade credit, Retained profit, Sale of assets, Owners’ capital, Share issue,  Crowdfunding | 1.3 Business Ownership |  |
| Spring 2  Y11 | 5.3a Revenue, costs, profit and loss (RECAP)  5.4 Break-even  5.5 Cash and cash flow  5.3a Profitability, Ratios and ARR  **REVISION – PAST PAPERS** | 5.3a Fixed and Variable costs  5.4 Break-even  5.5 Cash flow forecast, Liquidity  5.3b Profitability, Gross Profit, Net Profit, Profit Margins, Average rate of return | 1.4 Business Aims & Objectives | As Unit 4 above, plus:-  GCSE Maths   * Calculations with ratio |
| Summer 1  Y11 | **REVISION – PAST PAPERS**  **(Until exams)** |  |  |  |