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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.
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| 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.
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| 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 1Y11 | **UNIT 4: OPERATIONS**4.1 Production processes4.2 Quality of goods and services4.3 The Sales process and Customer service4.4 Consumer law4.5 Business location4.6 Working with suppliers | 4.1 Job, Batch and Flow production,Automation, Robotics4.2 Quality control, Quality assurance, Product Returns and Product Recalls4.3 E-commerce, Telesales, Customer engagement, 4.5 Proximity to market and labour4.6 Procurement, Supply chain, Logistics, Chain of distribution,  | 1.5 Stakeholders (customers, employees, suppliers, government)2.4 Marketing Mix (product)3.5 Motivation5.3 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
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| Autumn 2Y11 | **REVISION****EXAM TECHNIQUE PRACTICE****END OF UNIT 4 TEST & FEEDBACK****UNIT 6: INFLUENCES ON BUSINESS**6.1 Ethical and Environmental considerations6.2 The Economic climate6.3 Globalisation**REVISION****EXAM TECHNIQUE PRACTICE****END OF UNIT 6 TEST & FEEDBACK** | 6.1 Ethics, Sustainability6.2 Economic climate, Unemployment, Consumer income, Gross Domestic Product6.3 Globalisation, Multinational companies, International branding,  | 1.5 Stakeholders (customers, employees, suppliers)Unit 2 – Marketing4.5 Business location | As Unit 4 above, plus:GCSE Biology* Global Challenges (maintaining the environment)
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| Spring 1Y11 | **REVISION OF PAPER ONE****MOCK EXAM**5.1 The role of the finance function5.2 Sources of finance | 5.1 Start-ups, Expansion5.2 Loan, Overdraft, Trade credit, Retained profit, Sale of assets, Owners’ capital, Share issue,Crowdfunding | 1.3 Business Ownership |  |
| Spring 2Y11 | 5.3a Revenue, costs, profit and loss (RECAP)5.4 Break-even5.5 Cash and cash flow5.3a Profitability, Ratios and ARR**REVISION – PAST PAPERS** | 5.3a Fixed and Variable costs 5.4 Break-even5.5 Cash flow forecast, Liquidity5.3b 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
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| Summer 1Y11 | **REVISION – PAST PAPERS** **(Until exams)** |  |  |  |