



Business Studies

Key Stage 4 (Years 10 and 11)

Qualification AQA GCSE Business (8132).

Unit	Topic	What students learn	Term
Year 10			
Unit 1 – Business Activity	1.1 Role of business and entrepreneurship	What a business is, the qualities of entrepreneurs, and risk and reward.	Autumn 1
	1.2 Business planning	How business planning supports success, with a case study of Pip & Nut.	Autumn 1
	1.3 Business ownership	The different types of business ownership, including a group activity.	Autumn 1
	1.4 Business aims and objectives	Why businesses set aims and objectives and why they change; first assessment using case studies.	Autumn 1
	1.5 Stakeholders in business	Who a business's stakeholders are and how they affect each other, with case studies.	Autumn 1
	1.6 Business growth	Organic and external growth, with a case study and a multiple-choice test.	Autumn 2
Unit 2 – Marketing	2.1 The role of marketing	What marketing is and why it matters, with an IKEA case study.	Autumn 2
	2.2 Market research	Primary and secondary research, qualitative and quantitative data, and a practical market research activity in class.	Autumn 2 / Spring 1
	2.3 Market segmentation	How and why businesses segment their market, with a case study.	Spring 1
	2.4 The marketing mix	The 4 Ps: pricing strategies, product and life cycle, physical and digital distribution, and promotion; using market data to make decisions; assessment on marketing case studies.	Spring 1 / Spring 2
Unit 3 – People	3.1 The role of HR	How an HR department helps a business.	Spring 2
	3.2 Organisational structures and ways of working	Organisational structures and flexible ways of working; multiple-choice test.	Spring 2
	3.3 Communication in business	How businesses communicate, including digital communication, with a research task.	Spring 2 / Summer 1
	3.4 Recruitment and selection	Advertising jobs, writing a job advertisement, selection methods and internal versus external recruitment, with a case study on skills gaps.	Summer 1
	3.5 Motivation and retention	Financial and non-financial motivation and how businesses keep their staff.	Summer 1 / Summer 2
	3.6 Training and development	Ways of training staff, why training matters, and apprenticeships versus academic qualifications.	Summer 2
	3.7 Employment law	Discrimination and employees' rights at work; Paper 1 mock exam.	Summer 2

Unit	Topic	What students learn	Term
Year 11			
Unit 5 – Finance	5.1 Finance function	The role of the finance function and how it shapes decisions.	Autumn 1
	5.2 Sources of finance	Why businesses need finance and which sources suit different businesses.	Autumn 1
	5.3 Revenue, costs, profit, loss	Calculating revenue, costs, gross and net profit, profit margins and average rate of return; multiple-choice assessment.	Autumn 1
	5.4 Break even	Calculating the break-even point and using it in business decisions.	Autumn 1
	5.5 Cash, cash flow	Why cash matters and how to produce a cash flow forecast; finance assessment.	Autumn 1
Unit 4 – Production	4.1 Production processes	Different production processes and the impact of technology, with a case study.	Autumn 2
	4.2 Quality of goods and services	How businesses ensure quality, with a case study.	Autumn 2
	4.3 Customer service	E-commerce, selling methods, customer and after-sales service, product knowledge and customer engagement; multiple-choice assessment.	Autumn 2
	4.4 Consumer law	The laws that affect businesses and their impact on reputation.	Autumn 2
	4.5 Business location	Why location matters to a business.	Autumn 2 / Spring 1
	4.6 Working with suppliers	Procurement and supply chains, with a case study; production assessment.	Spring 1
Unit 6 – Influences on business	6.1 Ethical and environmental considerations	Running an ethical and environmentally responsible business, with a case study.	Spring 1
	6.2 The economic climate	How the economic climate affects businesses.	Spring 1
	6.3 Globalisation	The impact of globalisation on businesses; multiple-choice assessment.	Spring 1
Unit 7 – Interdependent nature of business	7.1 Interdependence	How the parts of a business depend on each other, how risk and reward shape decisions, and using financial information to measure performance.	Spring 1