



Business: Curriculum Overview

Year 9

Term	Topic studied	What will I learn?	How will I be assessed?
Year 9 Autumn	Business in the real world	<ul style="list-style-type: none"> The purpose and nature of business Business ownership Sims and objectives Ethics & Stakeholders Business location 	<ul style="list-style-type: none"> Dragons den exercise Student investor exercise Key assessment 1
	Marketing	<ul style="list-style-type: none"> Identifying and understanding customers Market research Marketing mix Segmentation 	<ul style="list-style-type: none"> In-lesson & H/W exercises Restaurant marketing activity
	Finance	<ul style="list-style-type: none"> Sources of finance Profit Cash flow Break-even 	<ul style="list-style-type: none"> In-lesson & H/W exercises Key assessment 2
Year 9 Spring	Human Resources	<ul style="list-style-type: none"> Organisation structure Recruitment and selection Motivation Training 	<ul style="list-style-type: none"> In-lesson & H/W exercises Recruitment in practice role plays
	Operations	<ul style="list-style-type: none"> Production Efficiency Customer service 	<ul style="list-style-type: none"> Customer service role plays In-lesson & H/W exercises Key assessment 3
	Revision & Exam Skills	<ul style="list-style-type: none"> Purpose and nature of business Business ownership Aims & Objectives – stakeholders Marketing Finance Human resources Operations 	<ul style="list-style-type: none"> Case studies (2,6 & 9 markers)
Year 9 Summer	Revision & Exam Skills Continued	<ul style="list-style-type: none"> Purpose and nature of business Business ownership Aims & Objectives – stakeholders Marketing Finance and Human resources Operations 	<ul style="list-style-type: none"> Case studies (2,6 & 9 markers) Stakeholder consultation Exam (typically first week in May)
	Business Planning & Business Plan Projects	<ul style="list-style-type: none"> Purpose & problems of business planning. Sections of a business plan: personal details, mission statement, objectives, product description, product details, staffing requirements & finance. How to create/ develop own business plan. 	<ul style="list-style-type: none"> Pupils to prepare a business plan for their own business. Dragon's Den Presentations of the Business Ideas.