EPCHS Business Department: Year 10 Programme of Study

Edexcel GCSE Business Qualification

Year/Term	Units of Work	Intent	Skills
Term 1 Investigating Small Businesses **Theme 1**	1.1 Enterprise and Entrepreneurship 1.2 Spotting a business opportunity 1.3 Putting a business idea into practice 1.4 Making the business effective	• Understand why new business ideas come about - The impact of risk and reward on business activity and the role of business enterprise and the purpose of business activity. • Identify and understand customer needs. • Importance of identifying and understanding customers. • Purpose of market research, role of social media in collecting market research data and importance of the reliability of market research data. • Market segmentation, Market mapping and impact of competition on business decision making. • Business aims and objectives • Financial and non-financial aims • Revenue/costs calculations including Break-Even • Cash Flow analysis • Sources of finance • Business forms including franchise operation • Factors influencing Business Location	• Communication – active listening, oral communication, written communication, assertive communication and non-verbal communication. • Listening Skills • Writing Skills • Reading Skills • Skimming and Scanning • **Adaptability:** • ability and willingness to cope with the uncertain, handling work stress, adapting to different personalities, communication styles and cultures, and physical. adaptability to various indoor and outdoor work environments. • Learn independently • Collaborative problem solving – establishing and maintaining shared understanding • taking appropriate action, establishing and maintaining team organisation. • Communicate effectively
Term 2	1.4 Making the business effective (cont.) Topic 1.5 Understanding external influences on business 1.5.3 Legislation and business 1.5.4 The economy and business 1.5.5 External influences	• The marketing Mix • Importance of Business Plan • The purpose of planning business activity • Business stakeholders, how stakeholders are affected by business activity. • Understand different types of technology used by business • Purpose of legislation and impact of legislation on businesses. • Impact of the economic climate on businesses • Importance of external influences on business	

Term 3 Building a Business **Theme 2**	2.1.1 Business growth 2.1.2 Changes in business aims and objectives 2.1.3 Business and globalisation 2.1.4 Ethics, the environment and business	• Methods of business growth and their impact: • Sources of finance for growing and established businesses: • impact of globalisation on businesses • Barriers to international trade: • The impact of ethical and environmental considerations on businesses	• Quantitative Skills • Relationship-building skills – teamwork, trust, intercultural sensitivity, • service orientation, self-presentation, social influence, conflict resolution and negotiation. • Self-management and self-development – ability to work remotely in virtual teams, • work autonomously, be self-motivating and self-monitoring, willing and able to acquire new information and skills related to work. • Justify • Identify • Describe • Explain • Analyse • Evaluate