

<p>Mastery: Knowledge of business concepts Analysis of business activity Application of knowledge and skills in written communication Evaluation of key business theories and business strategies</p>	<p>Sandbach School Business Curriculum:</p>
	<p>Year 10 Business Curriculum Sequence</p>
	<p>Intent: To introduce and embed knowledge and understanding of contemporary business issues and to different types and sizes of businesses in local, national and global contexts. Students will improve understanding as enterprising individuals with the ability to think commercially and creatively to demonstrate business acumen, and draw on evidence to make informed business decisions and solve business problems</p>

<p><u>Term 1</u></p> <p>1.2.3 -1.2.4 Spotting a Business Opportunity</p> <p>1.3.2 -1.3.4 Revenue, Costs, Profits, Cash Flow, Sources of Finance</p>	<p><u>Term 2</u></p> <p>1.4.2 - 1.4.4 -The Marketing Mix</p> <p>2.2 - Making Marketing Decisions</p>	<p><u>Term 3</u></p> <p>1.5.1 -1.5.5</p> <p>External Influences and Theme 1 Recap</p> <p>2.1.1 and 2.1.2 - Growing the Business</p>
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Why move onto these units?
 Once an understanding of business concepts are embedded, the financial aspects and formulas will be more accessible for students. This is also supported by the Y8 & 9 maths curriculum, aligning elements of learning within both areas.

- Spec links:**
- 1.2.3 Market segmentation
 - 1.2.4 The competitive environment
 - 1.3.2 Business revenues, costs and profits
 - 1.3.3 Cash and cash-flow
 - 1.3.4 Sources of business finance

- Teaching these topics here supports:**
- 1.4 Making the business effective
 - 2.3 Making operational decisions
 - 2.4 Making financial decisions

These topics feed from:
 Y9 GCSE Business 1.1.1 -1.1.3 Enterprise and Entrepreneurship
 Y7 & 8 PSHE Careers and Numeracy
 Y9 GCSE Business 1.1.1 -1.1.3 Enterprise and Entrepreneurship_1.3.1 -Aims and Objectives 1.4.1, -Forms of Business 1.2.1 -1.2.4 Spotting a Business Opportunity
 Y 8 & 9 Mathematics solving equations

Why move onto these units?
 The Year 9 course looked at the fundamentals of Finance. Year 10 then starts with the 2nd aspect of Business – Marketing. This HT gives the students time to grasp the Theme 1 and 2 concepts of the Marketing Mix

- Spec link**
- 1.4.1 The options for start-up and small businesses
 - 1.4.2 Business location
 - 1.4.3 The marketing mix
 - 1.4.4 Business plans
 - 2.2.1 Product
 - 2.2.2 Price
 - 2.2.3 Promotion
 - 2.2.4 Place
 - 2.2.5 Using the marketing mix to make business decisions

- Teaching these topics here supports**
- 2.3 Making operational decisions
 - 2.4 Making financial decisions

These topics feed from:

- 1.4.1 The options for start-up and small businesses.
- 1.2.3 Market segmentation
- 1.2.4 The competitive environment
- 1.3.2 Business revenues, costs and profits
- 1.3.3 Cash and cash-flow

Why move onto these units?
 This term looks at the Economists side of Business. The students then start to understand external factors that affect the different types of Business. They can then draw upon previous knowledge covered in 1.3 and 1.4 to help their understanding.

Once students now understand the external factors that affect a Business. They can now look at how this changes Businesses aims and objectives. Therefore, the Year 10 curriculum has a logical sequence for the students to follow.

- Spec links:**
- 1.5.1 Business stakeholders
 - 1.5.2 Technology and business
 - 1.5.3 Legislation and business
 - 1.5.4 The economy and business
 - 1.5.5 External influences
 - 2.1.1 Business growth
 - 2.1.2 Changes in business aims and objectives
 - 2.1 - Business and Globalisation

- Teaching these topics here supports:**
- 1.4 Making the business effective
 - 2.3 Making operational decisions
 - 2.4 Making financial decisions
 - 1.3.1 Business aims and objectives.
 - 1.4.1 The options for start-up and small businesses.
 - 1.2.1 Customer needs

These topics feed from:

- 1.4.1 The options for start-up and small businesses
- 1.4.2 Business location
- 1.4.3 The marketing mix
- 1.4.4 Business plans
- 1.5.2 Technology and business
- 1.5.3 Legislation and business
- 1.5.4 The economy and business
- 1.5.5 External influences

