Bellerive FCJ Catholic College

Department: Business		Year Group: 10 OCR GCSE Business		

Term	Learning Focus	Key Knowledge and Skills	Assessment	Challenge and Enrichment
Half Term 1	Business Activity	The role of business enterprise and entrepreneurship Business planning Business ownership Business aims and objectives Stakeholders in business Business growth	Mini Quiz Multiple Choice Questions GCSE Questions	Real Life Application Case Studies Create your own business Dragon's Den – Entrepreneurship
Half Term 2	Marketing	The Role of Marketing Market Research Market Segmentation The Marketing Mix	Mini Quiz Multiple Choice Questions GCSE Questions	Create a Report on a chosen business Create a promotion campaign https://www.youtube.com/c/athleticinterest
Half Term 3	People	The role of Human Resources Organisational Structures and different ways of working Communication in Business Recruitment and Selection Motivation and Retention Training and Development Employment Law	Mini Quiz Multiple Choice Questions GCSE Questions	Role Play Activity Job Advert Activity Apprentice – Marketing Tasks and job roles
Half Term 4	Operations	Production Process Quality of Goods and Services The Sales Process and Customer Service Consumer Law Business Location Working with Suppliers	Mini Quiz Multiple Choice Questions GCSE Questions	Production line Activity Ethical Dilemma How it's made – Quality Focus
Half Term 5	Finance	The Role of the Finance Function Sources of Finance Revenue, Costs, Profit and Loss, Break-even Cash and Cash Flow	Mini Quiz Multiple Choice Questions GCSE Questions	Create your own business The Oil Game (buying/selling) Mini Price Selling Failure

Half Term 6	Revision and Exam Technique	Focus on exam technique and ensuring that 4 markers, 6 markers and 6+ mark questions students have the correct approach to do these questions. Booster Sessions to go over topics will also be key	Mini Quiz Multiple Choice Questions GCSE Questions	Presentations on given exam unit.