



Founded in 1888

Queen Elizabeth's Girls' School

Educating Women of the Future

Business - Year 10 - Spring Term

Spring term 1st half

Unit of work	Knowledge	Skills
<p>Topic 1.3</p> <p>Putting a business idea into practice</p>	<ul style="list-style-type: none"> ● Business aims and objectives ● Business revenues, costs and profits ● Cash and cash-flow ● Sources of business finance 	<ul style="list-style-type: none"> ● Business aims and objectives when starting up: financial aims/ non-financial aims. ● The concept and calculation of: revenue, fixed and variable costs, total costs, profit and loss interest, break-even level of output, margin of safety. ● The importance of cash to a business. ● Calculation and interpretation of: cash inflows, cash outflows, net cash flow, opening and closing balances. ● Sources of finance for a start-up or established small business: short term/long term sources.
<p>Key Terms: Income stream, viable, break-even point, credit, overheads, insolvent, consumables, trade credit, overdraft, cheque, venture capital, return on investment, shareholders, share capital, credit check, security, asset, guarantor, retained profit</p>		
<p>Course materials: Textbook: Edexcel GCSE (9-1): Pearson Google classroom: Regular material uploaded</p>		
<p>Homework will include: Short answer questions, multiple choice questions, calculations.</p>		
<p>Assessment details: 1 hour test including a mix of short answer questions, multiple choice questions, case response questions. When will the assessment take place? Week after half term</p>		



Founded in 1888

Queen Elizabeth's Girls' School

Educating Women of the Future

Spring term 2nd half

Unit of work	Knowledge	Skills
<p>Topic 1.4</p> <p>Making the business effective</p>	<ul style="list-style-type: none"> ● The options for start-up and small businesses ● Business location ● The marketing mix ● Business plans 	<ul style="list-style-type: none"> ● The concept and implications of limited liability ● The types of business ownership for start-ups and their advantages/disadvantages ● The option of starting up and running a franchise operation and its advantages/disadvantages ● Factors influencing business location: proximity, nature of business, impact of the internet ● What the marketing mix is and the importance of each element: price, product, promotion, place ● The role and importance of a business plan in minimizing risk and obtaining finance.

Key Terms: limited liability, assets, incorporated, unlimited liability, unincorporated, sole trader, partnership, deed of partnership, private limited company, shareholders, labour, footfall, demographics, national living wage, bulk-reducing product, convenience good, shopping good, topography, inertia, e-commerce, m-commerce, multi-channel, undercut, price war, product differentiation, brand loyalty, market share, recession, promotional mix, business plan, market research, target market, revenue, budgets, bank loan,

Course materials: Textbook: Edexcel GCSE (9-1): Pearson

Google classroom: Regular material uploaded

Homework will include: Short answer questions, multiple choice questions, calculations.

Assessment details: 1 hour test including a mix of short answer questions, multiple choice questions, case response questions.

When will the assessment take place? Start of next term