Business - Year 11 - Spring Term

Spring term 1st half		
Unit of work	**Knowledge**	**Skills**
Topic 2.3 Making operational decisions	● Business operations ● Working with suppliers ● Managing quality ● The sales process	● The purpose of business operations: to produce goods/provide services ● Types of production processes and their impact ● Impacts of technology on production ● Managing stock: JIT, interpretation of stock graphs ● Role of procurement: relationships with suppliers, impact of logistics ● The concept of quality and its importance ● The sales process and the importance to businesses of providing good customer service

Key Terms: Bespoke, automation, profit margin, economies of scale, downtime, standardised, cost per unit, supply chain management, procurement, variable costs, fluctuate, logistics, perishable, quality mark, competitive advantage, e-tailing, retailing, quantitative, qualitative

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? Week after half term

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Spring term 2nd half		
Unit of work	**Knowledge**	**Skills**
Topic 2.4 Making financial decisions	● Business calculations ● Understanding business performance	● The concept and interpretation of : ● gross profit (margin), net profit (margin), average rate of return ● The use and interpretation of quantitative business data to support, inform and justify business decisions ● The use and limitations of financial information in: business performance, making business decisions

Key Terms: cost of sales, profit margin, inflation, variable, infographic

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