

Year: 10

Subject: BTEC Enterprise Option 1 – Later Entry (Mock/Real)

Half Term 1 (4 th Sept – 20 th October) 7 weeks	Wk1	Wk2	Wk3	Wk4	Wk5	Wk6ILDD	Wk7	October Half Term Holiday	
	Intro & Enterprise Background (1A)	Sizes of SME (1A)	Aims of an SME (1A)		Characteristics of an Entrepreneur (1B)		Primary Research (2)		
	Ownership models (1A)	Aims of an SME (1A)			Skills of an Entrepreneur (AB)		Secondary Research (B)		
Half Term 2 (30 st October – 22 nd December) 8 weeks	Wk8	Wk9	Wk10	Wk11	Wk12	Wk13	Wk14	Wk15	Christmas Holiday
	Primary Research (2)	PEST Analysis (3A)		C3 – A1 Market Segmentation		C3 – A3 - Marketing			
	Secondary Research (B) ICA	SWOT Analysis (3B) LC1		C3 – A2 Marketing Mix		C3 – A4 – Trust, reputation and loyalty			
Half Term 3 (8 th January – 9 th February) 5 weeks	Wk16	Wk17	Wk18	Wk19	Wk20 PE	February Half Term Holiday			
	Intro & Enterprise Background (1A)	Sizes of SME (1A)	Aims of an SME (1A)		Characteristics of an Entrepreneur (1B)				
	Ownership models (1A)	Aims of an SME (1A)			Skills of an Entrepreneur (AB)				
Half Term 4 (19 th February – 29 th March) 6 weeks	Wk21	Wk22	Wk23	Wk24	Wk25	Wk26	Easter Holiday	What does this year contribute towards? How does this year deliver the curriculum intent? Week 10 Hand In for a potential Week 13 submission <div><div></div><div></div></div> Indicates a key assessment	
	Characteristics (1B)	Primary Research (2)		PEST Analysis (3A)					
	Skills (1B)	Secondary Research (2)		SWOT Analysis (3B)					
Half Term 5 (15 th April – 24 th May) 6 weeks	Wk27	Wk28	Wk29	Wk30	Wk31	Wk32	May Half Term Holiday		
	C3 – C1 Budgeting		C3 – C3 – Cash flow issues		C3 – C5 Internal sources of finance				
	C3 – C2 Cash flow		C3 – C4 – Break even		C3 – C5 – External sources of finance				
Half Term 6 (3 rd June – 19 th July) 7 weeks	Wk33	Wk34	Wk35	Wk36 Trial	Wk37 Trial	Wk38	Wk39LC2	Summer Holiday	
	C2 – A1 Choose an idea		C2 - A2 Pricing, promotion, market		C2 - A2 Risk Assessment		C2 – B1 Presentation		
	C2 – A2 Ownership, Aims, Features		C2 - A2 Resources & financial info		C2 - A2 Viability		C2 B1 Presentation		

Year: 11

Subject: BTEC Enterprise

Half Term 1 (4 th Sept – 20 th October) 7 weeks	Wk1	Wk2	Wk3	Wk4	Wk5 IDC	Wk6 LC1	Wk7 PE	October Half Term Holiday	
	C2 – 1a Skills and interests		C2 – 1b Exec Summary	C2 1b – Product features & Price	C2 – 1b Customers	C2 – 1b Costs	C2 – 1b Cash flow		
	C2 – 1a Business Ideas		C2 1b - Aims	C2- 1b - Promotion	C2 = 1b Resources	C2 – 1b Revenue	C2 – 1b Profit & loss		
Half Term 2 (30 st October – 22 nd December) 8 weeks	Wk8	Wk9	Wk10 Trial	Wk11 Trial	Wk12	Wk13	Wk14 LC2	Wk15	Christmas Holiday
	C2 – 1b Risk Assessment	C2- 2a Presentation		C2- 2b Review	PSA Completion	LOA Targeting and segmenting the market (A1)		LOA (A3)	
	C2 – 1b Viability	C2- Presentation 2a		C2 – 2b Review	PSA Completion	LOA 4Ps of the marketing mix (A2)		LOA (A4)	
Half Term 3 (8 th January – 9 th February) 5 weeks	Wk16	Wk17	Wk18	Wk19 Trial	Wk20 Trial	February Half Term Holiday			
	LOA (A3)	LOB Financial Documents (B1)		LOB Revenue and costs (B3)					
	LOA (A4)	LOB Payment methods (B2)		LOB Financial statements (B4)					
Half Term 4 (19 th February – 29 th March) 6 weeks	Wk21 Trial	Wk22	Wk23	Wk24 LC3	Wk25 PE	Wk26	Easter Holiday	What does this year contribute towards? How does this year deliver the curriculum intent? 	


Year: 10

Subject: GCSE Business

Half Term 1 (4 th Sept – 20 th October) 7 weeks	Wk1	Wk2	Wk3	Wk4	Wk5	Wk6 IILDD	Wk7	October Half Term Holiday	
	1.1.1 The dynamic nature of business			1.1.2 Risk and reward			1.1.3 ROBE		
	1.2.1 Customer needs			1.2.2 Market research			1.2.3 MS		
Half Term 2 (30 st October – 22 nd December) 8 weeks	Wk8	Wk9	Wk10	Wk11	Wk12	Wk13	Wk14	Wk15	Christmas Holiday
	1.1.3 The role of business enterprise		1.3.1 Business aims and objectives			1.3.2 Business revenues, costs and profits			
	1.2.3 Market segmentation		1.2.4 The competitive environment			1.4.1 The options for start-up and small businesses			
Half Term 3 (8 th January – 9 th February) 5 weeks	Wk16 ICA	Wk17	Wk18 LC1	Wk19	Wk20 PE	February Half Term Holiday			
	1.3.2 RCP	1.3.3 Cash and cash-flow			1.3.4 BF				
	1.4.1 Start ups	1.4.2 Business location			1.4.3 MM				
Half Term 4 (19 th February – 29 th March) 6 weeks	Wk21	Wk22	Wk23	Wk24	Wk25	Wk26	Easter Holiday	What does this year contribute towards? How does this year deliver the curriculum intent? Teacher 1 – JOR Teacher 2 - KGR Indicates a key assessment 	
	1.3.4 Sources of business finance		1.5.1 Business stakeholders			1.5.2 Technology			
	1.4.3 The marketing mix		1.4.4 Business plans			1.5.3 Legislation			
Half Term 5 (15 th April – 24 th May) 6 weeks	Wk27	Wk28	Wk29	Wk30	Wk31	Wk32	May Half Term Holiday		
	1.5.2 Technology and business		1.5.4 The economy and business						
	1.5.3 Legislation and business		1.5.5 External Influences						
Half Term 6 (3 rd June – 19 th July) 7 weeks	Wk33	Wk34	Wk35	Wk36 Trial	Wk37 Trial	Wk38	Wk39 LC2	Summer Holiday	
	2.1.1 Business growth		Revision			2.1.2 Changes in business aims and objectives			
	2.2.1 Product		Revision			2.2.2 Price			

Year: 11

Subject: GCSE Business

Half Term 1 (4 th Sept – 20 th October) 7 weeks	Wk1	Wk2	Wk3	Wk4	Wk5 IDC	Wk6 LC1	Wk7 PE	October Half Term Holiday	
	2.1.1 Business Growth		2.1.2 Changes in business aims and objectives			2.1.3 Business and globalisation			
	2.2.1 Product		2.2.2 Price		2.2.3 Promotion		2.2.4 Place		
Half Term 2 (30 st October – 22 nd December) 8 weeks	Wk8	Wk9	Wk10 Trial	Wk11 Trial	Wk12	Wk13	Wk14 LC2	Wk15	Christmas Holiday
	2.1.3 Globalisation	2.1.4 Ethics, the environment and business			2.3.1 Business operations			2.3.2 Suppliers	
	2.2.4 Place	2.2.5 Using the marketing mix to make business decisions			2.4.1 Business calculations			2.4.2 Performance	
Half Term 3 (8 th January – 9 th February) 5 weeks	Wk16	Wk17	Wk18	Wk19 Trial	Wk20 Trial	February Half Term Holiday			
	2.3.2 Working with suppliers		2.3.3 Managing quality						
	2.4.2 Understanding business performance		2.5.2 Effective recruitment						
Half Term 4 (19 th February – 29 th March) 6 weeks	Wk21 Trial	Wk22	Wk23	Wk24 LC3	Wk25 PE	Wk26	Easter Holiday	<div>What does this year contribute towards? How does this year deliver the curriculum intent?</div> <div>Indicates a key assessment </div>	
	2.3.4 The sales process			2.5.1 Organisational structures					
	2.5.3 Effective training and development			2.5.4 Motivation					
Half Term 5 (15 th April – 24 th May) 6 weeks	Wk27	Wk28	Wk29	Wk30	Wk31 Exam	Wk32 Exam	May Half Term Holiday		
	Revision								
	Revision								
Half Term 6 (3 rd June – 19 th July) 7 weeks	Wk33 Exam	Wk34 Exam	Wk35 Exam	Wk36	Wk37	Wk38	Wk39	Summer Holiday	
	Revision								
	Revision								

Year: 12

Subject: BTEC Business Level 3

Half Term 1 (4 th Sept – 20 th October) 7 weeks	Wk1	Wk2	Wk3	Wk4	Wk5	Wk6 IIL DD	Wk7	October Half Term Holiday	
	Unit 1 – A1 Business Features				Unit 1 – A3 Effective business communications				
	Unit 1 – A2 Stakeholders and their influence				Unit 1 – B1 Structure and organisation				
Half Term 2 (30 st October – 22 nd December) 8 weeks	Wk8	Wk9	Wk10	Wk11	Wk12	Wk13	Wk14	Wk15	Christmas Holiday
	Unit 1 – B2 Aims and objectives		Unit 1 – C1 External environment		Unit 1 - C2 Internal environment		Unit 1 - C3 Competitive environment		
	Unit 2 - A1 The role of marketing			Unit 2 - A2 Influences on marketing activity			Unit 2 - B1 Purpose of researching information		
Half Term 3 (8 th January – 9 th February) 5 weeks	Wk16	Wk17	Wk18 ICA	Wk19	Wk20 LC1	February Half Term Holiday			
	Unit 1 - C3	Unit 1 - C4 Situational analysis A & B Deadline			Unit 1 – D1				
	Unit 2 – B2 Market research methods and use		Unit 2 – B3 Developing the rationale						
Half Term 4 (19 th February – 29 th March) 6 weeks	Wk21 PE	Wk22	Wk23	Wk24	Wk25	Wk26	Easter Holiday	<div>What does this year contribute towards? How does this year deliver the curriculum intent?</div> <div>Indicates a key assessment</div>	
	Unit 1 – D1 Different market structures		Unit 1 - D2 Relationship between demand, supply and price		Unit 1 - D3 Pricing and output decisions				
	Unit 2 - C1 Marketing campaign activity		Unit 2 - C2 Marketing mix						
Half Term 5 (15 th April – 24 th May) 6 weeks	Wk27 Trial	Wk28	Wk29 LC2	Wk30	Wk31	Wk32	May Half Term Holiday		
	Unit 2 - C3 The marketing campaign			Revision					
	Unit 2 - C4 Appropriateness of marketing campaign			Revision					
Half Term 6 (3 rd June – 19 th July) 7 weeks	Wk33 Exam	Wk34	Wk35	Wk36	Wk37	Wk38 IDC	Wk39	Summer Holiday	
	Revision	Work experience		Unit 1 – E1 Role of innovation and enterprise			Unit 1 C & D Deadline		
	Revision	Work experience		Unit 1 - E2 Benefits and risks associated with innovation and enterprise					

Year: 13

Subject: BTEC Business Level 3

Half Term 1 (4 th Sept – 20 th October) 7 weeks	Wk1	Wk2	Wk3	Wk4	Wk5 Trial	Wk6 Trial	Wk7	October Half Term Holiday		
	Unit 1 A1 Functions and role of money	Unit 1 A2 Ways to pay	Unit 1 A3 Current Accounts	Unit 1 A4 Managing personal finance	Unit 1 B1 Financial institution	Unit 1 B2 Communicating	Unit 1 B3 Consumer protection			
	Unit 1 C1 Purpose of accounting	Unit 1 C2 Types of income	Unit 1 C3 Types of expenditure	Unit 1 F1 Statement of CI	Unit 1 F2 Statement FP	Unit 1 F3 Profitability	Unit 1 F4 Liquidity			
Half Term 2 (30 st October – 22 nd December) 8 weeks	Wk8 LC1	Wk9	Wk10	Wk11	Wk12	Wk13	Wk14 ICA	Wk15	Christmas Holiday	
	Unit 1 B4 Info & guidance	Unit 1 D1 Sources of finance	Unit 1 E1 Cash flow	Unit 1 E2 Break even	Revision and exam technique					
	Unit 1 F5 Efficiency		Unit 1 F6 Ratios		Revision and exam technique					
Half Term 3 (8 th January – 9 th February) 5 weeks	Wk16 Exam LC2	Wk17	Wk18 PE	Wk19	Wk20	February Half Term Holiday				
	Revision	Unit 8 A1 Recruitment of staff			Unit 8 A2					
	Revision	Unit 8 B1 Job Application								
Half Term 4 (19 th February – 29 th March) 6 weeks	Wk21 Trial LC3	Wk22 Trial	Wk23	Wk24	Wk25	Wk26	Easter Holiday	What does this year contribute towards? How does this year deliver the curriculum intent? <div><div></div></div> Indicates a key assessment		
	Unit 8 A2 Recruitment and selection process		Unit 8 A3 Ethical and legal considerations in recruitment		Unit 8 C2 SWOT analysis & action plan					
	Unit 8 B2 Interview & kills			Unit 8 C1 Review & evaluation						
Half Term 5 (15 th April – 24 th May) 6 weeks	Wk27	Wk28	Wk29	Wk30	Wk31 Exam	Wk32 Exam	May Half Term Holiday			
	Unit 8 C Deadline	Revision and exam technique								
	Unit 8 C Deadline	Revision and exam technique								
Half Term 6 (3 rd June – 19 th July) 7 weeks	Wk33 Exam	Wk34 Exam	Wk35 Exam	Wk36	Wk37	Wk38	Wk39	Summer Holiday		

Year: 12

Subject: A Level Business

Half Term 1 (4 th Sept – 20 th October) 7 weeks	Wk1	Wk2	Wk3	Wk4	Wk5	Wk6 IILDD	Wk7	October Half Term Holiday	
	3.1.2 Business Forms		3.1.3 External Environment			3.2.3 Stakeholders			
	3.1.1 Nature & purpose		3.5.1 Setting financial objectives			3.5.2 Financial performance			
Half Term 2 (30 st October – 22 nd December) 8 weeks	Wk8	Wk9	Wk10	Wk11	Wk12	Wk13	Wk14	Wk15	Christmas Holiday
	3.3.1 Marketing objectives			3.3.2 Markets and customers				3.3.3 Decisions	
	3.5.2 Financial performance continued				3.5.3 Financial decisions				
Half Term 3 (8 th January – 9 th February) 5 weeks	Wk16	Wk17	Wk18 ICA	Wk19	Wk20 LC1	February Half Term Holiday			
	3.3.3 Decisions	3.3.4 Marketing decision using the marketing mix			3.4.1 O O				
	3.5.4 Cash flow & profits				3.2.1 M D M				
Half Term 4 (19 th February – 29 th March) 6 weeks	Wk21 PE	Wk22	Wk23	Wk24	Wk25	Wk26	Easter Holiday	What does this year contribute towards? How does this year deliver the curriculum intent? Teacher 1 MAZ Teacher 2 SWE/KGR 	


Year: 13

Subject: A Level Business

Half Term 1 (4 th Sept – 20 th October) 7 weeks	Wk1	Wk2	Wk3	Wk4	Wk5 Trial	Wk6 Trial	Wk7	October Half Term Holiday	
	3.7.3 Internal Position		3.7.4 External environment legal		3.7.5 External environment economic		3.7.6 E E tech		
	3.7.1 Mission, corporate objectives			3.7.2 Internal position					
Half Term 2 (30 st October – 22 nd December) 8 weeks	Wk8 LC1	Wk9	Wk10	Wk11	Wk12	Wk13	Wk14 ICA	Wk15	Christmas Holiday
	3.7.6 E E tech	3.7.7 External environment comp		3.7.8 Strategic options		3.8.1 Strategic direction		3.8.2 Positioning	
	3.7.2 cont	3.9.1 Change in scale						3.10.1 M C	
Half Term 3 (8 th January – 9 th February) 5 weeks	Wk16 LC2	Wk17	Wk18 PE	Wk19	Wk20	February Half Term Holiday			
	3.8.2 Positioning	3.9.2 Assessing innovation		3.9.3 Internationalisation					
	3.10.1 Managing change								
Half Term 4 (19 th February – 29 th March) 6 weeks	Wk21 Trial	Wk22 Trial	Wk23	Wk24	Wk25	Wk26	Easter Holiday	<div>What does this year contribute towards? How does this year deliver the curriculum intent?</div> <div>MAZ Teacher 1 SWE Teacher 2</div> <div>Indicates a key assessment</div>	
	3.9.4 Digital technology		3.10.3 Strategic implementation		3.10.4 Strategy				
	3.10.2 Managing organisational culture								
Half Term 5 (15 th April – 24 th May) 6 weeks	Wk27 LC3	Wk28	Wk29	Wk30	Wk31 Exam	Wk32 Exam	May Half Term Holiday		
	Revision								
	Revision								
Half Term 6 (3 rd June – 19 th July) 7 weeks	Wk33 Exam	Wk34 Exam	Wk35 Exam	Wk36	Wk37	Wk38	Wk39	Summer Holiday	
	Revision								
	Revision								

Year: 12

Subject: A Level Economics V2

Half Term 1 (4 th Sept – 20 th October) 7 weeks	Wk1	Wk2	Wk3	Wk4	Wk5	Wk6 IIL DD	Wk7	October Half Term Holiday		
	3.1.1 Economic methodology resources/scarcity/PPFs		3.1.2.1 Price determination - Demand for goods and services		3.1.2.2 Price, income and cross elasticity of demand		3.1.2.3			
	3.2.1.1/2Macroeconomic Objectives and instruments		3.2.1.3 The use of index numbers	3.2.2.1How the macroeconomy works circular flow of income		3.2.2.2 /3/4 Determinants of Aggregate Demand				
Half Term 2 (30 st October – 22 nd December) 8 weeks	Wk8	Wk9	Wk10	Wk11	Wk12	Wk13	Wk14	Wk15	Christmas Holiday	
	3.1.2.3 Price determination - Supply of goods and services		3.1.2.4 Price elasticity of supply		3.1.2.5 Equilibrium market prices		3.1.2.6 interrelationship between markets			
	3.2.2.2 /3/4 continued		3.2.2.5/6 Determinants of Long run/short run Aggregate Supply							3.2.3.1
Half Term 3 (8 th January – 9 th February) 5 weeks	Wk16	Wk17	Wk18 ICA	Wk19	Wk20 LC1	February Half Term Holiday				
	3.1.3 .1/2 Production, costs and revenue – productivity, specialisation, division of labour			3.1.3.3 /4/5 costs of production /economies of scale/Average Revenue/Total Revenue/Profit						
	3.2.3.1 continued	3.2.3.2 Employment & unemployment		3.2.3.3 Inflation and deflation						
Half Term 4 (19 th February – 29 th March) 6 weeks	Wk21 PE	Wk22	Wk23	Wk24	Wk25	Wk26	Easter Holiday	What does this year contribute towards? How does this year deliver the curriculum intent?		
	3.1.3.3 /4/5 continued		3.1.4.3/4/5 competitive markets(perfect/imperfect), monopoly, oligopoly							
	3.2.3.4 Balance of payment C/A		3.2.3.5 Policy conflicts	3.2.4.1 Monetary policy						
Half Term 5 (15 th April – 24 th May) 6 weeks	Wk27 Trial	Wk28	Wk29 LC2	Wk30	Wk31	Wk32	May Half Term Holiday	Indicates a key assessment 		
	3.1.4.3/4/5 continued		3.1.5.1/2/3/4/5/7 Market mechanism, market failure, public, private, quasi public goods, externalities, merit/demerit goods/inequitable wealth distribution							
	3.2.4.2 Fiscal policy			3.2.4.3 Supply-side policies						
Half Term 6 (3 rd June – 19 th July) 7 weeks	Wk33	Wk34	Wk35	Wk36	Wk37	Wk38	Wk39	Summer Holiday		
	3.1.5.8/9 Govt intervention/failure		Revision/work experience/Y13 Spec : 4.1.2.1/2/3/4 Consumer behaviour, imperfect information, behavioural economics/policy							
	Revision/work experience/Y13 Spec if time 4.2.1.4 Uses of National income data – link to 4.2.6.5 Economic growth & development									

Year: 13

Subject: A Level Economics

Half Term 1 (4 th Sept – 20 th October) 7 weeks	Wk1	Wk2	Wk3	Wk4	Wk5 Trial	Wk6 Trial	Wk7	October Half Term Holiday	
	4.1.2.1/2/3/4 consumer behaviour, imperfect information, behavioural economics, behavioural economics and policy.		4.1.4.1 /2/3 productivity, specialisation law of diminishing returns		4.1.4.5/6/7/8 economies of scale/ MR, AR, TR/ Profit/ technological change		4.1.5.1/2/3/4		
Half Term 2 (30 st October – 22 nd December) 8 weeks	Wk8 LC1	Wk9	Wk10	Wk11	Wk12	Wk13	Wk14 ICA	Wk15	Christmas Holiday
	4.1.5.1/2/3/4 continue	4.1.5.5/6 Oligopoly, monopoly	4.1.5.7/ 8 Price discrimination /competition dynamics	4.1.5.9/10 contestability/static vs dynamic efficiency	\$ 1.6.1/2/3 Demand for labour (MRP theory)/labour supply/wage determination	4.1.6.4/5/6/7 wages/trade unions/ NMW/ discrimination	4.1.7.1/2/3 distribution of income/wealth/pov erty/polides	4.1.8.1/2/3/4/5/6 Market mechanism, market failure, public, private, quasi public goods, externalities, merit/demerit goods, imperfect information	
Half Term 3 (8 th January – 9 th February) 5 weeks	Wk16 LC2	Wk17	Wk18 PE	Wk19	Wk20	February Half Term Holiday			
	4.2.1.4 The use of national income data, living standards, international comparisons		4.2.2.4/6 Circular flow, AD/AS analysis	4.2.3.1 Economic growth/cycle	4.2.3.2 Employment/ unemployment				
Half Term 4 (19 th February – 29 th March) 6 weeks	Wk21 Trial	Wk22 Trial	Wk23	Wk24	Wk25	Wk26	Easter Holiday	What does this year contribute towards? How does this year deliver the curriculum intent? Macro Micro <div></div> Indicates a key assessment	
	4.2.3.3 Inflation & deflation	4.2.3.4 Macro Trade offs	4.2.4.1/2/3/4 Financial markets and monetary policy: structure/ commercial vs investment/ central banks & monetary policy/ regulation		4.2.5.1 Fiscal policy	4.2.5.2 Supply side policies 4.2.6.2 International Trade			
Half Term 5 (15 th April – 24 th May) 6 weeks	Wk27 LC3	Wk28	Wk29	Wk30	Wk31 Exam	Wk32 Exam	May Half Term Holiday		
	4.2.6.3/4 Balance of Payments / exchange rate systems	4.2.6.5 Economic growth & development	Revision						
Half Term 6 (3 rd June – 19 th July) 7 weeks	Wk33 Exam	Wk34 Exam	Wk35 Exam	Wk36	Wk37	Wk38	Wk39	Summer Holiday	
	Revision								

Key

LC	=	Learning Cycle Point
ICA	=	In Class Assessment
IDC	=	Internal Data Collection
IIL DD	=	Investment in Learning Data Drop
Trial	=	Trial Exam Period
Exam	=	Formal Examination Period
PE	=	Parents Evening