

| Subject  | Y11 Core Knowledge – Autumn/Spring/Summer term  | How to support students' learning   |
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| Business | <p><b>Autumn Term</b><br/> <b>Production -</b></p> <ol style="list-style-type: none"> <li>1. Describe the different production processes and their impact on businesses.</li> <li>2. Understand the influence of technology on production and the impact on businesses.</li> <li>3. Understand the importance of quality in both the production of goods and the provision of services.</li> <li>4. Describe the influence of e-commerce on business activity.</li> <li>5. Understand the importance to a business of good customer service including after-sales service.</li> <li>6. Understand the contribution of product knowledge and customer engagement to good customer service.</li> <li>7. Assess the impact of consumer law on businesses.</li> <li>8. Assess the factors influencing business location.</li> <li>9. Describe the role of procurement.</li> <li>10. Understand the impact of logistical and supply decisions on businesses.</li> </ol> <p><b>Spring Term</b><br/> <b>Finance -</b></p> <ol style="list-style-type: none"> <li>11. Understand the role of the finance function.</li> <li>12. Understand the reasons business needs finance.</li> <li>13. Describe ways of raising finance.</li> <li>14. Describe how and why different sources of finance are suitable for new and established businesses.</li> <li>15. Analyse the usefulness of different sources of finance.</li> <li>16. Calculate and interpret profitability ratios and interpret the average rate of return.</li> <li>17. Understand the concept of break-even.</li> <li>18. Make the calculation of break-even quantity.</li> <li>19. Discuss the usefulness of break-even in business decision making.</li> <li>20. Understand the importance of cash to a business.</li> <li>21. Understand the difference between cash and profit.</li> <li>22. Understand the usefulness of cash flow forecasting to a business.</li> <li>23. Complete a cashflow forecasting and make recommendations for improvement.</li> </ol> | <ul style="list-style-type: none"> <li>• The full specification for OCR GCSE Business Studies can be found at:<br/> <a href="https://www.ocr.org.uk/qualifications/gcse/business-j204-from-2017/">https://www.ocr.org.uk/qualifications/gcse/business-j204-from-2017/</a></li> <li>• Past Papers and Mark Schemes can be found at:<br/> <a href="https://www.ocr.org.uk/qualifications/gcse/business-j204-from-2017/assessment/">https://www.ocr.org.uk/qualifications/gcse/business-j204-from-2017/assessment/</a></li> </ul> <p><b>Useful websites include:</b></p> <ul style="list-style-type: none"> <li>• <a href="https://www.twoteachers.co.uk/">https://www.twoteachers.co.uk/</a> (Registration is required to use this website). Short videos of topic areas are included.</li> <li>• <a href="https://www.bbc.co.uk/bitesize/examspecs/zhrphbk">https://www.bbc.co.uk/bitesize/examspecs/zhrphbk</a> Various activities for students to complete are included on the website.</li> <li>• A revision guide is also available to purchase from the school shop.</li> <li>• Any conversations you can have with your child about the business world would be gratefully appreciated. Discussing your own experience at work or why you purchase particular goods and services will add value to your child's learning outside the classroom.</li> </ul> |

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|  | <p><b>Summer Term</b></p> <p><b>Influences on Business -</b></p> <ul style="list-style-type: none"> <li>24. Understand ethical considerations and their impact on businesses.</li> <li>25. Understand environmental considerations and their impact on businesses.</li> <li>26. the economic climate and its impact on businesses.</li> <li>27. Assess the concept and impact of globalisation.</li> </ul> <p><b>Nature of business -</b></p> <ul style="list-style-type: none"> <li>28. Understand the interdependent nature of business operations, finance, marketing and human resources within a business context.</li> <li>29. Understand how interdependencies underpin business decision making.</li> <li>30. Understand the use of financial information in measuring and understanding business performance and decision making.</li> <li>31. Apply knowledge and understanding to a variety of business scenarios.</li> </ul> |  |
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