



# Long Term Plan

**KS4 Business**



2020-2021	Autumn 1 7 weeks	Autumn 2 7 weeks	Spring 1 7 weeks	Spring 2 7 weeks	Summer 7 weeks
YEAR 10	<p><b>Unit 1: Investigating small business</b></p> <ol style="list-style-type: none"> <li>1.What is business activity</li> <li>2.Business objectives</li> <li>3.Sole traders, Partnerships, Social enterprises, Franchises</li> <li>4.Ltd companies and multinationals</li> <li>5.Public corporations</li> <li>6. Appropriateness of different forms of ownership</li> <li>7. Classification of Businesses</li> <li>8.Decisions of location</li> </ol> <p>(21 hours)</p>	<p><b>Unit 1: Investigating small business</b></p> <ol style="list-style-type: none"> <li>1.Globalisation</li> <li>2.The importance and growth of multinational companies</li> <li>3.International trade and exchange rates</li> <li>4. Government objectives and policies</li> <li>5. External factors</li> <li>6. Measuring success of business</li> </ol> <p>(21 hours)</p>	<p><b>Unit 1: Investigating small business</b></p> <ol style="list-style-type: none"> <li>1. Reasons for business failure</li> <li>2. The importance of good communication</li> <li>3. Barriers to communication</li> <li>4.. Recruitment and selection process</li> <li>5. Legal controls over employment</li> <li>6.Training</li> </ol> <p>(21 hours)</p>	<p><b>Unit 1: Investigating small business</b></p> <ol style="list-style-type: none"> <li>1.The important on motivation at workplace</li> <li>2.The different types of motivation in the workplace</li> <li>3.Organisation structure and employees</li> <li>4.Departmental functions</li> </ol> <p>(21 hours)</p>	<p><b>Unit1: Investigating small business</b></p> <p>Revision of unit</p>



<b>YEAR 11</b>	<b>Unit 2: Investigating Large business</b>	<b>Unit 2: Investigating Large business</b>	<b>Unit 2: Investigating Large business</b>	<b>Unit 2: Investigating Large business</b>	<b>Unit 2: Investigating Large business</b>
	1.Financial resources 2.Cash flow budget 3.Costs 4.Break even analysis 5.Income statement 6.Statement of financial position  (21 hours)	1.Ratios analysis 2.The use of financial documents 3.The marketing research 4.The importance of marketing  (21 hours)	1.Market segmentation 2.Product 3.Price 4.Place 5.Promotion  (21 hours)	1.Economies and diseconomies of scale 2. Production and productivity 3. Lean of production 4. Technology in production 5 Factors of production 6. Quality  (21 hours)	Revision