

KS4 Curriculum Plan 2025-26 - Computer Science and Business Department

Year 10 Business	TOPIC	LP1	LP2	LP3	LP4	LP5
		Controlled assessment preparation and controlled assessment task				
Key Vocab	Knowledge	<p>LP1 & LP2 introduces learners to the importance of customer service to retail organisations. Learners will gain knowledge and understanding of the principles of customer service and how retail organisations use these to give their customers a positive experience. Learners will gain knowledge and understanding of the importance of meeting the expectations of different types of customers in physical stores and online and how this can be achieved in different retail environments. Learners will develop research skills to gather data in order to investigate the quality of customer experience across different retail organisations, analysing and presenting findings. Learners will apply the knowledge they learnt from LP1 & LP2 to their controlled assessment task.</p> <p>This unit introduces learners to the importance of visual merchandising and marketing to retail organisations. Learners will gain knowledge and understanding of the purpose and principles of visual merchandising and the ways in which retail organisations use visual merchandising in their physical stores and online to attract customers and achieve their aims. Learners will have to design visual merchandising installations and explain how these installations will target customers and help achieve aims. Learners will gain knowledge and understanding of how marketing is used by retail organisations to achieve their aims. Learners will understand the importance of identifying and targeting customers and how the marketing mix is used to achieve aims, including the increased use of technology in promotion. Learners will have to design promotional materials and explain how these materials will target customers and help achieve aims</p>				
	Skills	<p>The study of Business in Year 10 concentrates on the key business concepts, issues and skills involved in starting and running a retail business. It provides a framework for students to explore core concepts through the lens of an entrepreneur setting up a business.</p>				
	Key Vocab	Entrepreneur, segmentation, primary, secondary, quantitative, qualitative, focus group, survey, questionnaire, customer service, expectations, competitive advantages, products and services, e-commerce, retail, patience, empathy, courtesy, rapport, target customer, click and collect, open and closed questions, mystery shopper, analysis	<p>Visual merchandising, survival, breakeven, revenue, profit, impulse, footfall, seasonal, point of sale displays, storytelling, landscaping, texture, e-commerce, m-commerce, pop-up, scale, installations, market segmentation, mass market, unique selling point, differentiation, brand, penetration, skimming, psychological, loss leaders, marketing mix, price, place, product, promotion market, direct marketing, existing customers, additional needs, customer expectations, mystery shopper, customer service, rapport, evaluate</p>			
Year 10 ICT	TOPIC	LP1	LP2	LP3	LP4	LP5
	Knowledge	Graphics	Spreadsheets	Databases	Automated Documents	Controlled Assessment Graphics
	Skills	<p>Students will be able to apply the knowledge and skills needed to complete the controlled assessment tasks on graphics, spreadsheets, databases & automated documents.</p>				
Key Vocab	Key Vocab	Vector, bitmap, photoshop, file types, copyright, trademarks	Cell, formatting, conditional formatting, rows, columns, autofill, data, SUM, COUNTA, MAX, MIN, IF, COUNTIF, macros, modelling, charts, data, data validation, Lookup, conditional formatting	Table, record, field, primary key, foreign key, flat file, relational, validation, data type, database, query, criteria, form, report, testing	Mail merge, standard document, source document, data, fields, subject, salutation, alignment, criteria, form, report, testing	Client brief, success criteria, timeless, memorable, scalable, properties, DPI, marques, lasoss, magic wand, png, tiff, jpeg, version control
Year 11 Business	TOPIC	LP1	LP2	LP3	LP4	LP5
	Knowledge	Controlled Assessment	Exam preparation	Exam preparation	Revision	Exams
	Skills	<p>Students will use their knowledge from LP4 & LP5 in year 10 to complete their controlled assessment</p> <p>During these LPs learners will be introduced to the competitive and dynamic nature of the retail industry. Learners will gain knowledge and understanding of the different types of retail organisations that compete for customers and how these businesses are managed in order to achieve their aims and provide a continuous supply of products. Learners will also gain knowledge and understanding of the external environment in which retailers operate and the impact of external factors on their operations</p>				
Key Vocab	Key Vocab	<p>Focus on the key business concepts, issues and decisions used to build and run a retail business. Impacts of the wider world on the decisions a business makes as it grows. National and global business contexts. Developing an understanding of the interdependent nature of business activity through interactions between business operations, finance, marketing and human resources</p> <p>Revenue, profit, breakeven, cash inflow, cash outflow, net cash flow, overdraft, mortgage, venture capital, trade credit, crowd funding, retained profit, shares, margin of safety, loss, unlimited liability, limited liability, sole trader, partnership, limited company, multi-channel, concession, hybrid, diversification, purchasing, logistics, warehousing, human resources, administration, supply chain, ethics, economic, social, stock, mass market, niche market, dynamic, transport hub, VAT, income tax, national insurance, visual merchandising, aims, objectives, blog, customers, promotion, marketing mix</p>				
Year 11 ICT	TOPIC	LP1	LP2	LP3	LP4	LP5
	Knowledge	Controlled Assessment: Spreadsheets & Exam Theory	Controlled Assessment: Databases & Exam Theory	Controlled Assessment: Automated Documents & Exam Theory	Revision	N/A
	Skills	<p>Students will use knowledge learnt from Year 10 and apply it to their given controlled assessment tasks</p> <p>Students will use knowledge learnt from Year 10 and apply it to their given controlled assessment tasks</p> <p>Students will use knowledge learnt from Year 10 and apply it to their given controlled assessment tasks</p>				
Key Vocab	Key Vocab	<p>Students will be able to complete controlled assessment tasks on graphics, spreadsheets, databases & automated documents.</p> <p>Cell, formatting, conditional formatting, rows, columns, autofill, data, SUM, COUNTA, MAX, MIN, IF, COUNTIF, macros, modelling, charts, data, data validation, Lookup, conditional formatting</p> <p>Table, record, field, primary key, foreign key, flat file, relational, validation, data type</p> <p>Mail merge, standard document, source document, data, fields, subject, salutation, alignment, validation, macro, place holders, watermark</p>				