

KS4 Curriculum Plan 2026-27

Year 10 GCSE Business	TOPIC	LP1	LP2	LP3	LP4	LP5
		1.1 Enterprise and Entrepreneurship & 1.2 Spotting a business opportunity		1.3 Putting a business idea into practice	1.4 Making a business effective	1.5 Understanding external influences on business
	Knowledge	Enterprise and entrepreneurship – students are introduced to the dynamic nature of business in relation to how and why business ideas come about. They also explore the impact of risk and reward on business activity and the role of entrepreneurship. Spotting a business opportunity – students will explore how new and small businesses identify opportunities through understanding customer needs and conducting market research. They will also focus on understanding the co	Putting a business idea into practice – this topic focuses on making a business idea happen through identifying aims and objectives and concentrating on the financial aspects	Making the business effective – students will explore a range of factors that impact on the success of the business, including location, the marketing mix and the business plan	Students are introduced to a range of factors, many of which are outside of the immediate control of the business, such as stakeholders, technology, legislation and the economy. Students will explore how businesses respond to these influences	
	Skills	The study of Business in Year 10 concentrates on the key business concepts, issues and skills involved in starting and running a business. It provides a framework for students to explore core concepts through the lens of an entrepreneur setting up a business. Students will be introduced to different business contexts. Specific areas of focus are on enterprise, spotting opportunities, business ideas and external factors.				
	Key Vocab	Enterprise, Entrepreneur, Dynamic Market, Innovation, Competition, Unique Selling Point (USP), Added Value, Risk, Reward, Business Plan, Customer Needs, Market Research, E-commerce, Customer Needs. Convenience, Market Research, Primary Research (Field Research), Secondary Research (Desk Research), Quantitative Data, Qualitative Data, Focus Group, Sample, Market Gap, Market Segmentation, Target Market, Demographics, Market Map, Competitor, Competitive Environment, Unique Selling Point (USP)	Aims, Objectives, Financial Objectives, Non-Financial Objectives, Market Share, Revenue (Turnover), Fixed Costs, Variable Costs, Total Costs, Profit, Break-Even, Margin of Safety, Cash Flow, Cash Inflows, Cash Outflows, Net Cash Flow, Cash Flow Forecast, Insolvency, Trade Credit, Short-Term Finance, Overdraft, Long-Term Finance, Retained Profit, Crowdfunding, Share Capital	Unlimited Liability, Limited Liability, Sole Trader, Partnership, Private Limited Company, Franchise, Location, E-commerce, Marketing Mix, Product, Price, Promotion, Place, Business Plan, Forecast, Target Market	Stakeholder, Shareholder, Pressure Group, Stakeholder Conflict, E-commerce, M-commerce, Social Media, Payment Systems, Legislation, Consumer Law, Consumer Rights, Employment Law, Inflation, Interest Rate, Exchange Rate, Unemployment, Taxation	

Year 11 Retail Business	TOPIC	LP1	LP2	LP3	LP4	LP5
		Controlled Assessment	Exam preparation	Exam preparation	Revision	Exams
	Knowledge	Students will use their knowledge from LP4 & LP5 in year 10 to complete their controlled assessment	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		Students will use knowledge learnt from Year 10 and Year 11 use revision strategies in preparation for their exam	N/A
	Skills	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				
	Key Vocab	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			N/A	N/A