

	HT1	HT2	HT3	HT4	HT5	HT6
<b>Year 10</b>	<b>Introduction to business</b> Features of businesses, what makes them successful and research based project	<b>Research methods and market analysis</b> Primary and secondary research, PESTLE and SWOT analysis.	<b>Assessment Window (coursework - Recall, Review, Revise (RRR))</b>	<b>Business planning</b> What is a business plan? Designing own business plan. Justification of plan	<b>Business finances and operations</b> Production techniques, Cash Flow, break-even, Statement of financial position	<b>Business presentations</b> Business Pitches Creating and presenting professional business pitches
<b>Year 11</b>	<b>Operations &amp; Human Resources</b>  Just-in-time, Just-in-case, recruitment, selection, quality, motivation	<b>Marketing</b>  Segmentation, Market research, 4 Ps, Product Lifecycle, Boston Matrix, Promotional mix	<b>Finance</b>  Sources of finance, Cash Flow, Break-even, Income Statement, Statement of Financial Position	<b>Recall, Review, Revise (RRR)</b>	<b>Recall, Review, Revise (RRR)</b>	<b>Recall, Review, Revise (RRR)</b>
<b>Year 12</b>	<b>Personal Finance (Unit 3)</b>  Insurance, Mortgages, Credit Cards, Financial institutions etc	<b>Business Finance (Unit 3)</b>  Cash Flow, Break Even, Statement of comprehensive income, Ratios	<b>Examination &amp; Entrepreneurship/Intrapreneurship (Unit 8)</b>  Unit 3 exam Entrepreneurship and intrapreneurship in practice, coursework and case studies	<b>Developing a Marketing Campaign (Unit 2) &amp; Entrepreneurship/Intrapreneurship (Unit 8)</b>  Stakeholders, Entrepreneurship, Intrapreneurship, Market analysis	<b>Recall, Review, Revise (RRR) for unit 2 and Enterprise and Entrepreneurs (unit 1)</b>  Analysing Entrepreneurs and business as to what makes them successful and common themes	<b>Enterprise and Entrepreneurs (unit 1)</b>  SWOT analysis, PESTLE analysis of successful businesses and entrepreneurial skills
<b>Year 13</b>	<b>Decision making to improve financial performance &amp; Analysing strategic positions</b>  Ratio analysis, Cash flow, Break-even, Profitability, Variance analysis, Sources of Finance	<b>Analysing the strategic position of a business and choosing strategic direction,</b>  Theories for improving performance, external environment, Economic factors, Social changes, Porter's five forces	<b>Strategic methods: how to pursue strategies and managing strategic change</b>  Organic and external growth, Innovation, International markets, cultural models	<b>Recall, Review, Revise (RRR)</b>	<b>Recall, Review, Revise (RRR)</b>	<b>Recall, Review, Revise (RRR)</b>