

**Year 11 – February - March**

Week 1	<ul style="list-style-type: none"> <li>- To understand the importance of managing stock.</li> <li>- To understand the methods used to manage stock</li> </ul>	<ul style="list-style-type: none"> <li>- To understand the role of procurement in businesses.</li> <li>- To understand the benefits to businesses of good relationships with suppliers</li> </ul>	<ul style="list-style-type: none"> <li>- To understand the concept of quality and its importance in the production process.</li> </ul>
Important information	HW – Academic reading – High 5 strategy IS – Revision for theme 1 - Bizzwizzard		
Week 2	<ul style="list-style-type: none"> <li>- To understand the sales process and the importance of providing good customer service</li> <li>- How an integrated marketing mix can influence competitive advantage.</li> </ul>	<ul style="list-style-type: none"> <li>- Formative assessment on the learning to date</li> <li>- To understand the concept and calculation of gross profit and net profit</li> </ul>	<ul style="list-style-type: none"> <li>- To understand the concept and interpretation of gross profit and net profit margins.</li> </ul>
Important information	HW – Academic reading – High 5 strategy IS – Revision for theme 1 - Bizzwizzard		
Week 3	<ul style="list-style-type: none"> <li>- To understand the use of the Average Rate of Return calculation and its use in investment appraisal.</li> <li>- To undertake the calculation and interpretation of the Average rate of return for different business situations.</li> </ul>	<ul style="list-style-type: none"> <li>- Formative assessment on the learning to date</li> <li>- To understand how prior learning on key financial calculations can be used to assess the performance of a business.</li> <li>- To apply this knowledge and undertake an assessment of business performance for a range of different businesses.</li> </ul>	<ul style="list-style-type: none"> <li>- To understand how prior learning on key financial calculations can be used to assess the performance of a business.</li> <li>- To apply this knowledge and undertake an assessment of business performance for a range of different businesses.</li> </ul>
Important information	HW – Academic reading – High 5 strategy IS – Bizwizzard		
Week 4	<ul style="list-style-type: none"> <li>- To understand the benefits and drawbacks of different ways of working.</li> <li>- The application of these benefits and drawbacks to different business situations.</li> </ul>	<ul style="list-style-type: none"> <li>- Formative assessment on the learning to date</li> <li>- To understand the different types of organisational structures that businesses use and their appropriateness to different business situations.</li> </ul>	<ul style="list-style-type: none"> <li>- To understand the importance of effective communication within organisations.</li> <li>- To understand the impact of insufficient or excessive communication and the barriers to effective communication.</li> </ul>
Important information	HW – Academic reading – High 5 strategy IS – The Marketing Mix and Stakeholders–.- Bizwizzard		

AR – Academic Reading  
 HW – Homework

IS – Independent study  
 FA – Formative assessment

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Week 5	<ul style="list-style-type: none"> <li>- Formative assessment on the learning to date</li> <li>- To understand different methods of revision and participate in revision techniques that can then be further completed and developed at home.</li> </ul>	<ul style="list-style-type: none"> <li>- Formative assessment on the learning to date</li> <li>- To understand different methods of revision and participate in revision techniques that can then be further completed and developed at home.</li> </ul>	<ul style="list-style-type: none"> <li>- Formative assessment on the learning to date</li> <li>- To understand different methods of revision and participate in revision techniques that can then be further completed and developed at home.</li> </ul>
Important information	HW – Academic reading – High 5 strategy IS – Bizwizzard		

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 HW – Homework

IS – Independent study  
 FA – Formative assessment