

# Y11 Business Studies Curriculum Progression Map

	Term 1	Term 2	Term 3	Term 4	Term 5	Term 6
<b>Dates</b>	4 <sup>th</sup> September – 20 <sup>th</sup> October	30 <sup>th</sup> October – 15 <sup>th</sup> December	2 <sup>nd</sup> January – 9 <sup>th</sup> February	19 <sup>th</sup> February – 23 <sup>rd</sup> March	9 <sup>th</sup> April – 25 <sup>th</sup> May	4 <sup>th</sup> June – 24 <sup>th</sup> July
<b>Weeks</b>	7 Weeks	7 Weeks	6 Weeks	5 Weeks	5 Weeks	7 weeks
<b>Lessons</b>	21 Lessons	21 Lessons	18 Lessons	15 Lessons	15 Lessons	21 Lessons
<b>Inset</b>	4 <sup>th</sup> September, 5 <sup>th</sup> September	-	2 <sup>nd</sup> January	-	-	23 <sup>rd</sup> July, 24 <sup>th</sup> July
<b>Unit Title</b>	Marketing	Marketing	Finance	Finance	Revision	Course Completed
<b>Sequence</b>	Identifying and understanding customers Segmentation The Purpose of Market Research	Elements of the Marketing Mix Product Price Place Promotion	Sources of Finance Internal/External sources Cash Flow Solutions to Cash Flow Problems Price Financial Terms & Calculations Basic Break Even Charts/Margin of safety ARR – Average Rate of Return	Analysing Financial Performance of a Business Statement of Financial Position (Balance Sheets) Income Statement (profit and Loss Account) Gross/net Profit Margins Interpreting Data on Financial Statements	Business in the Real World Influences on Business Human Resources Business Operations Marketing Finance	
<b>Key Building Blocks</b>	Target Markets Segmentation Research	Product Price Place Promotion	Sources of Finance Cash Flow Financial Terms and Calculations	Analysing Financial Performance of a Business Interpreting Data on Financial Statements	Business in the Real World Influences on Business Human Resources Business Operations Marketing & Finance	
<b>Retrieval Practices</b>	MWB & card sorts Do Now activities Business Studies '5 a Day' Low stakes quizzes Interleaved themes Spellings	MWB & card sorts Do Now activities Business Studies '5 a Day' Low stakes quizzes Interleaved themes	MWB & card sorts Do Now activities Business Studies '5 a Day' Low stakes quizzes Interleaved themes	MWB & card sorts Do Now activities Business Studies '5 a Day' Low stakes quizzes Interleaved themes	MWB & card sorts Do Now activities Low stakes quizzes Interleaved themes Mind Maps Knowledge organisers	
<b>Key Skills</b>	Language & Vocabulary Decoding skills Written communication Analysis Evaluation	Language & Vocabulary Decoding skills Written communication Analysis Evaluation	Language & Vocabulary Decoding skills Written communication Analysis Evaluation	Language & Vocabulary Decoding skills Written communication Analysis Evaluation	Language & Vocabulary Decoding skills Written communication Analysis Evaluation	
<b>Literacy</b>	Written & Oral communication Exam Question Structure Tier 2 & 3 vocab development	Written & Oral communication Exam Question Structure building on 9 and 12 mark questions Tier 2 & 3 vocab development	Written & Oral communication Paragraph & Essay structure Tier 2 & 3 vocab development	Written & Oral communication Paragraph & Essay structure Tier 2 & 3 vocab development	Written & Oral communication Paragraph & Essay structure Tier 2 & 3 vocab development	
<b>Numeracy</b>	Analysing research Interpreting Statistics	Calculating Price	Closing Balances/Break Even Formula/Profit and Loss/ARR	Profit and Loss/Net Value/Percentages	Finance Calculations	
<b>Formative Assessment</b>	Peer & Self-Assessment Model answer comparison Business Studies '5 a Day' Low stakes quizzes Teacher feedback	Peer & Self-Assessment Model answer comparison Business Studies '5 a Day' Low stakes quizzes Teacher feedback	Peer & Self-Assessment Model answer comparison Business Studies '5 a Day' Low stakes quizzes Teacher feedback	Peer & Self-Assessment Model answer comparison Business Studies '5 a Day' Low stakes quizzes Teacher feedback	Peer & Self-Assessment Model answer comparison Business Studies '5 a Day' Low stakes quizzes Teacher feedback	
<b>Summative Assessment</b>	End of unit knowledge test	AP1 Exam Paper	End of unit knowledge test	AP2 Exam Paper (Spaced)	Past Exam Papers	
<b>Spiritual</b>	Understanding Customer Needs	Understanding Customer Needs	Creatively Solving Cash Flow	Obtaining Finance (Crowd Funding etc.)	Exploring Revision Techniques	
<b>Moral</b>	Ethics within marketing	Ethics within marketing	Ethical Ways Of Sourcing Finance	Contributing to society through taxation	Hard Work & Positive Consequences	
<b>Social</b>	Meeting Customer Needs	Meeting Customer Needs	Budgeting	Financing of Limited Companies	Pair & Group Work During Revision	
<b>Cultural</b>	Market Segmentation	Market Segmentation	The Culture Of Borrowing	Cultural Goals, Profit & Loss	Reflecting on Influences to this Point	
<b>British Values</b>	Mutual Respect & Tolerance	Mutual Respect & Tolerance	Individual Liberty	Rule of Law (Publishing Accounts)	Individual Liberty	
<b>Gatsby 4</b>	Marketing Executive, Researcher	Sales Manager, Store Manager, Promoter	Accountant, Actuary, Customs and Excise	Banking and Finance, Chartered Accountant	Post 16 Education in Business Studies and Common Paths Overview	