

## Curriculum Area: Year 10 BTEC Business

2017/2018

Topics	Year Curriculum	How you can support learning at home, eg. books, websites, family learning through visits
<p><b>Learning Aim:</b> understand the costs involved in business and how businesses make a profit.</p> <p>Students will explore the types of costs that businesses incur, from the initial start-up costs involved in setting up a business to the ongoing daily costs of running the business. Students will then investigate ways in which the sale of products and services generates revenue, so that they can develop your understanding of profit.</p>	AP1	
<p><b>Learning Aim:</b> understand how businesses plan for success.</p> <p>Students will examine how businesses plan for success and learn about the techniques used to assist the planning process. In particular, students will learn how to calculate the break-even point – the point at which sales equal costs (fixed and variable). All sales over the break-even point produce profits, while any drop in sales below that point will produce losses. Students will be introduced to the benefits of breakeven analysis to ensure that a business knows how and when to prevent losses. As well as profit, cash is an important factor in business success. It is vital for any business to ensure that it budgets correctly and that it knows what money is coming in to the business and what needs to be paid out, and when. Students will learn how to use budgets and cash flow forecasts to deal with these important issues.</p>	AP2	

<p><b>Learning Aim:</b> understand how businesses measure success and identify areas for improvement.</p> <p>Students will explore the ways in which businesses measure success and identify areas for improvement. Students will understand how gross profit and net profit are calculated and will learn about the relationship between sales, cost of sales and gross profit. Students will analyse key financial statements (e.g. profit and loss accounts, balance sheets) and review their importance in the successful financial management of a business.</p>	AP3	
<p><b>Learning Aim:</b> understand how trends and the current business environment may impact on a business</p> <p>Students will explore different types of business ownership and how these relate to the size and scale of a business, as well as how the type of ownership impacts on the responsibilities of the owners of a business. Combined with looking at types of business model, students will begin to understand how diverse the world of business is.</p> <p><b>Students will explain:</b></p> <ul style="list-style-type: none"> <li>• how the business environment can impact on a start-up business.</li> <li>• how changes in the current business environment are likely to impact on a start-up business</li> <li>• how current trends will impact on a start-up business</li> <li>• how 2 trends have impacted on a start-up business</li> <li>• they have assessed the current risks, opportunities and trends in the business environment for a start-up business</li> </ul>	AP4	
<p><b>Learning Aim:</b> plan an idea for a new business.</p> <p>Students will plan an idea for a realistic business start-up in the local area, based on research they will select a format and then create the business model and plan.</p>	AP5	

<p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>• describe and use relevant examples to show the features of successful businesses</li> <li>• compare the features, strengths and weaknesses of 2 successful businesses</li> <li>• prepare a realistic initial plan for a business idea suitable for the local area</li> <li>• explain how the initial plan for your business idea has the potential to respond to market needs</li> <li>• justify how the initial plan for a business idea has potential for success in relation to existing local businesses</li> </ul>		
<p><b>Learning Aim:</b> present a business model for a business start-up.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>• explain the reasons for the choice of format selected for your business start up</li> <li>• present a realistic business model for a business start-up</li> <li>• present a realistic business model for a business, explaining how the format and business model will enable it to carry out its activities successfully</li> <li>• present a realistic business model for a business, explaining how the format and supporting evidence justifies the initial business idea.</li> </ul>	AP6	

