

UCC - Year 11 Scheme of Learning: GCSE Business

This programme of study is constantly updated, this is the most recent version.

|        |               |                                                    |                                                            |                                                                                               |                                                                  |                                                                                 |                                                                    |                          |                                                           |                                                           |                                                              |                                                 |                                                                                        |                                                                                        |                                                                                                         |                                                                               |
|--------|---------------|----------------------------------------------------|------------------------------------------------------------|-----------------------------------------------------------------------------------------------|------------------------------------------------------------------|---------------------------------------------------------------------------------|--------------------------------------------------------------------|--------------------------|-----------------------------------------------------------|-----------------------------------------------------------|--------------------------------------------------------------|-------------------------------------------------|----------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------|
| Autumn | Theme         | Making Marketing Decisions                         |                                                            |                                                                                               |                                                                  |                                                                                 |                                                                    | Making product decisions |                                                           |                                                           |                                                              | Making financial decisions                      |                                                                                        |                                                                                        |                                                                                                         |                                                                               |
|        | Topic         | Marketing mix, product and consumer orientation.   | Product - The design mix                                   | Price - Price                                                                                 | Promotion - Price                                                | Place - Place                                                                   | How each element of the marketing mix can influence other elements | Business operations      | Working with suppliers - Managing stock                   | Working with suppliers - The role of procurement          | Managing quality - The concept of quality and its importance | Business calculations<br>Average rate of return | Business calculations<br>The concept and calculation of:<br>Gross profit<br>Net profit | Business calculations<br>The concept and calculation of:<br>Gross profit<br>Net profit | Business calculations<br>Calculation and interpretation of:<br>Gross profit margin<br>Net profit margin |                                                                               |
|        | PSHE Numeracy |                                                    | World of work                                              |                                                                                               |                                                                  |                                                                                 |                                                                    |                          |                                                           |                                                           |                                                              | Formulas, % change                              |                                                                                        | Formulas, % change                                                                     |                                                                                                         |                                                                               |
| Spring | Theme         | Effective people management                        |                                                            |                                                                                               |                                                                  |                                                                                 | Growth                                                             |                          |                                                           |                                                           |                                                              |                                                 |                                                                                        |                                                                                        |                                                                                                         |                                                                               |
|        | Topic         | Methods of remuneration. Different ways of working | Motivation - The importance of motivation in the workplace | Organisational structures - Different organisational structures and when each are appropriate | Effective recruitment - Different job roles and responsibilities | Effective training and development = How businesses train and develop employees | Consolidation                                                      | Change in objectives     | Globalisation - The impact of globalisation on businesses | Globalisation - The impact of globalisation on businesses |                                                              |                                                 |                                                                                        |                                                                                        |                                                                                                         | Ethics - The impact of ethical and environmental considerations on businesses |
|        | PSHE Numeracy | World of work, commission                          |                                                            | Communication                                                                                 | World of work                                                    |                                                                                 |                                                                    | Financial data, %        | World of work                                             | Globalisation                                             |                                                              |                                                 |                                                                                        |                                                                                        |                                                                                                         | Morality                                                                      |