



Faculty: Business

Literary Canon Mapping – Overview

KS4 CURRICULUM		Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
	Topic/Scheme	COMP 1: Exploring Enterprises	COMP 1: Exploring Enterprises	COMP 1: Exploring Enterprises	COMP 1 & COMP 2: Planning and Presenting a Micro-Enterprise Activity	COMP 2 and 3: Planning and Presenting a Micro-Enterprise Activity	COMP 2 and 3: Planning and Presenting a Micro-Enterprise Activity
Year 10 Enterprise BTEC	Reading Material	Know It All Ninja — -Size and Features of SMEs -Sectors and Business Models -Aims and Activities of Enterprises	Know It All Ninja — -Skills & Characteristics of Entrepreneurs -Market Research Methods -Understanding Customer Needs -Understanding Competitor Behaviour	Know It All Ninja — -Suitability of Market Research Methods -PEST (Political, Economic, Social, Technological) Analysis -SWOT (Strengths Weaknesses, Opportunities, Threats) Analysis	Know It All Ninja — -Choosing Ideas for a Micro-Enterprise	Know It All Ninja — -Plan for a Micro- Enterprise	Know It All Ninja — -Production of Presentation
	Key Vocabulary	 Market research Competitors SME Entrepreneur Sole trade Limited company 	 PEST: Political Economical Social Technological SWOT: Strengths 	WeaknessesOpportunitiesThreatsRevenueBreak-even	ProfitSMART	PitchDemographicPsychographic	InvestorLenderBOOST Feedback
	Link to Scheme	<u>LINK</u>	<u>LINK</u>	<u>LINK</u>	<u>LINK</u>	<u>LINK</u>	<u>LINK</u>
	(Subject Curriculum Plan or Schemes of Learning)						

KS4 CURRICULUM		Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
	Topic/Scheme	COMP 2: Planning and Presenting a Micro-Enterprise Activity	COMP 2: Planning and Presenting a Micro-Enterprise Activity	COMPONENT 3: Marketing and Finance for Enterprise	COMPONENT 3: Marketing and Finance for Enterprise	COMPONENT 3: Marketing and Finance for Enterprise	
Year 11 Enterprise BTEC	Reading Material	Know It All Ninja — -Delivery of Presentation	Know It All Ninja — -Review of Presentation	Know It All Ninja — -Targeting & Segmenting the Market -4Ps of the Marketing Mix -Factors Influencing the Choice of Marketing Methods -Trust, Reputation and Loyalty	Know It All Ninja — -Financial Documents -Payment Methods -Revenue & Costs -Financial Statements -Profitability & Liquidity -Budgeting	Know It All Ninja — -Cash Flow -Suggesting -Improvements to Cash Flow Problems -Break-even Point & Break-even Analysis -Sources of Business Finance	
	Key Vocabulary	 Cash-flow forecast Business plan 	 Human resources Risk assessment 	 Promotion Direct marketing Budget Purchase order Invoice Credit note Receipt 	 Debit Credit Assets Gross & Net profit Turnover Debtors Liabilities Expenses Creditors In and outflow 	 Fixed costs Variable costs Owner funds Retained funds. Overdrafts Leasing Venture capital 	
	Link to Scheme	<u>LINK</u>	<u>LINK</u>	<u>LINK</u>	<u>LINK</u>	<u>LINK</u>	
	(Subject Curriculum Plan or Schemes of Learning)						

KS4 CURRICULUM		Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
	Topic/Scheme	Unit 5 and 6 -	Unit 6 - Finance	Unit 1 and 2	Revision	Revision	
		Marketing		Revision			
	Reading Material	-The elements of	-Sources of finance	Exam techniques	Exam techniques	Exam techniques	
		the marketing mix	-Business growth	State v Outline.	Justify v	Case study 2	
		-Identifying and	-Cash and cash flow	Explain v Analyse.	<u>Evaluate</u>		
		understanding	-Financial terms and		Case Study 1		
Year 11		<u>customer needs</u>	<u>calculations</u>				
GCSE			-Analysing the financial performance of a business				
Business		Market	=: .		- luctifu	- 111	
	Key Vocabulary	research (MR)	Fixed assetsCurrent assets	Command words	Justify	• Industry	
	Rey Vocabulary	Primary &	Current liabilities	• State	Evaluate	• Customers	
		Secondary MR	Long-term liabilities	Outline	• PINCC:	 Competitors 	
		4 Ps: Product,	Net assets	Explain	 Product 		
		place,	Total equity	 Analyse 			
		promotion, and	Revenue				
		price.	Gross profit				
		Product	Overheads				
		portfolio	Net profit				
		analysis	Overdraft				
		 Product life 	Overdrait				
		cycle					
		 Unique selling 					
		point (UPS)					
		 Promotion 					
		 Segmentation 					
		<u>LINK</u>	<u>LINK</u>	<u>LINK</u>	<u>LINK</u>	<u>LINK</u>	<u>LINK</u>
	Link to Scheme						
	(Subject Curriculum Plan or						
	Schemes of Learning)						