

Progression map: breaks down the key concepts to specify the most important knowledge and how that knowledge builds within the curriculum.

Key Concepts	Year 10	Year 11
Apply knowledge and understanding to contemporary business issues and to different types and sizes of businesses in local, national and global contexts	1.1, 1.2, 1.3, 1.4, 1.5	2.1, 2.2, 2.3, 2.4, 2.5
Investigate and analyse real business opportunities and issues to construct well-argued, well-evidenced, balanced and structured arguments	1.1, 1.2, 1.3, 1.4, 1.5	2.1, 2.2, 2.3, 2.4, 2.5
Develop and apply quantitative skills relevant to business, including using and interpreting data	1.1, 1.2, 1.3, 1.4, 1.5	2.1, 2.2, 2.3, 2.4, 2.5
Use business terminology to identify and explain business activity	1.1, 1.2, 1.3, 1.4, 1.5	2.1, 2.2, 2.3, 2.4, 2.5
Develop and apply quantitative skills relevant to business, including using and interpreting data	1.1, 1.2, 1.3, 1.4, 1.5	2.1, 2.2, 2.3, 2.4, 2.5
Use selected knowledge to make decisions based on given business information		2.2, 2.3, 2.4, 2.5

Long-term plan: organises the knowledge from the progression map into units to give an overview of what is taught when in the curriculum.

Year 10					
Autumn Term Half Term 1		Autumn Term Half Term 2		Spring Term Half Term 1	
Unit Title: 1.1 Enterprise and entrepreneurship	Unit length: 21 hours	Unit Title: 1.2 Spotting a business opportunity	Unit length: 21 hours	Unit Title: 1.3 Putting a business idea into practice	Unit length: 18 hours
Domains of Knowledge: <ul style="list-style-type: none"> how new business ideas come about why new business ideas come about the impact of risk and reward on business activity The role of business enterprise and the purpose of business activity The role of entrepreneurship 		Domains of Knowledge: <ul style="list-style-type: none"> Customer needs Market research Market segmentation The competitive environment 		Domains of Knowledge: <ul style="list-style-type: none"> Business aims and objectives Business revenues, costs and profit Cash and cash flow Sources of finance 	
Relevant Key Concepts: <ul style="list-style-type: none"> Apply knowledge and understanding to contemporary business issues and to different types and sizes of businesses in local, national and global contexts 		Relevant Key Concepts: <ul style="list-style-type: none"> Apply knowledge and understanding to contemporary business issues and to different types and sizes of businesses in local, national and global contexts 		Key Concepts: <ul style="list-style-type: none"> Apply knowledge and understanding to contemporary business issues and to different types and sizes of businesses in local, national and global contexts 	

<ul style="list-style-type: none"> ● Investigate and analyse real business opportunities and issues to construct well-argued, well-evidenced, balanced and structured arguments ● Develop and apply quantitative skills relevant to business, including using and interpreting data ● Use business terminology to identify and explain business activity ● Develop and apply quantitative skills relevant to business, including using and interpreting data 	<ul style="list-style-type: none"> ● Investigate and analyse real business opportunities and issues to construct well-argued, well-evidenced, balanced and structured arguments ● Develop and apply quantitative skills relevant to business, including using and interpreting data ● Use business terminology to identify and explain business activity ● Develop and apply quantitative skills relevant to business, including using and interpreting data 	<ul style="list-style-type: none"> ● Investigate and analyse real business opportunities and issues to construct well-argued, well-evidenced, balanced and structured arguments ● Develop and apply quantitative skills relevant to business, including using and interpreting data ● Use business terminology to identify and explain business activity ● Develop and apply quantitative skills relevant to business, including using and interpreting data
<p>Gateway knowledge:</p> <ul style="list-style-type: none"> ● Experience of being in a business e.g. a local shop purchasing a drink ● Notion that things change over time 	<p>Gateway knowledge:</p> <ul style="list-style-type: none"> ● That people buy products to meet a need ● People have different characteristics ● Multiple businesses sell the same / similar products at the same time 	<p>Gateway knowledge:</p> <ul style="list-style-type: none"> ● What a goal is ● Basic numeracy including addition, subtraction, multiplication and division, as well as constructing a bar graph
<p>Assessment end-points:</p> <ul style="list-style-type: none"> ● Demonstrate knowledge and understanding of enterprise and entrepreneur ● Apply knowledge and understanding of enterprise and entrepreneurs and associated issues to a variety of business concepts and situations ● Analyse and evaluate business information and issues related to enterprise and entrepreneurs to demonstrate understanding, make judgements and draw conclusions 	<p>Assessment end-points:</p> <ul style="list-style-type: none"> ● Demonstrate knowledge and understanding of topics associated with spotting a business opportunity ● Apply knowledge and understanding of topics associated with spotting a business opportunity to a variety of business concepts and situations ● Analyse and evaluate business information and issues related to spotting a business opportunity in order to demonstrate understanding, make judgements and draw conclusions 	<p>Assessment end-points:</p> <ul style="list-style-type: none"> ● Demonstrate knowledge and understanding of basic financial concepts ● Apply knowledge and understanding financial issues to a variety of business concepts and situations ● Analyse and evaluate business information and issues related to financial concepts in order to demonstrate understanding, make judgements and draw conclusions

Year 10					
Spring Term Half Term 2		Summer Term Half Term 1		Summer Term Half Term 2	
Unit Title: 1.4 Making the business effective	Unit length: 18 hours	Unit Title: 1.5 Understanding external influences on business	Unit length: 21 hours	Unit Title: 2.1 Growing the business	Unit length: 21 hours
Domains of Knowledge: <ul style="list-style-type: none"> • The ownership options for business start-ups and small businesses • Business location • Marketing mix • Business plans 		Domains of Knowledge: <ul style="list-style-type: none"> • Business stakeholders • Technology and business • Legislation and business • The economy and business • The importance of external influences on business 		Domains of Knowledge: <ul style="list-style-type: none"> • Business growth • Changes in business aims and objectives • Business and globalisation • Ethics, the environment and business 	
Relevant Key Concepts: <ul style="list-style-type: none"> • Apply knowledge and understanding to contemporary business issues and to different types and sizes of businesses in local, national and global contexts • Investigate and analyse real business opportunities and issues to construct well-argued, well-evidenced, balanced and structured arguments • Develop and apply quantitative skills relevant to business, including using and interpreting data • Use business terminology to identify and explain business activity • Develop and apply quantitative skills relevant to business, including using and interpreting data 		Key Concepts: <ul style="list-style-type: none"> • Apply knowledge and understanding to contemporary business issues and to different types and sizes of businesses in local, national and global contexts • Investigate and analyse real business opportunities and issues to construct well-argued, well-evidenced, balanced and structured arguments • Develop and apply quantitative skills relevant to business, including using and interpreting data • Use business terminology to identify and explain business activity • Develop and apply quantitative skills relevant to business, including using and interpreting data 		Key Concepts: <ul style="list-style-type: none"> • Apply knowledge and understanding to contemporary business issues and to different types and sizes of businesses in local, national and global contexts • Investigate and analyse real business opportunities and issues to construct well-argued, well-evidenced, balanced and structured arguments • Develop and apply quantitative skills relevant to business, including using and interpreting data • Use business terminology to identify and explain business activity • Develop and apply quantitative skills relevant to business, including using and interpreting data 	
Gateway knowledge: <ul style="list-style-type: none"> • What debt is • Awareness of seeing an advert / promotion from a business • That businesses can sell from a physical place or online 		Gateway knowledge: <ul style="list-style-type: none"> • That a business impacts many people • What a law is • What an external influence is 		Gateway knowledge: <ul style="list-style-type: none"> • That growing means 'getting bigger' • An awareness that humans can positively and negatively impact the environment • That ethics refers to 'doing the right thing' 	

<p>Assessment end-points:</p> <ul style="list-style-type: none"> ● Demonstrate knowledge and understanding of how to make a business effective ● Apply knowledge and understanding of how to make a business effective to a variety of business concepts and situations ● Analyse and evaluate business information and issues related to making a business effective in order to demonstrate understanding, make judgements and draw conclusions 	<p>Assessment end-points:</p> <ul style="list-style-type: none"> ● Demonstrate knowledge and understanding of external influences on business ● Apply knowledge and understanding of external issues to a variety of business concepts and situations ● Analyse and evaluate business information and issues related to external influences in order to demonstrate understanding, make judgements and draw conclusions 	<p>Assessment end-points:</p> <ul style="list-style-type: none"> ● Demonstrate knowledge and understanding of business growth ● Apply knowledge and understanding of business growth issues to a variety of business concepts and situations ● Analyse and evaluate business information and issues related to business growth in order to demonstrate understanding, make judgements and draw conclusions

Year 11					
Autumn Term Half Term 1		Autumn Term Half Term 2		Spring Term Half Term 1	
Unit Title: 2.2 Making marketing decisions	Unit length: 21 hours	Unit Title: 2.3 Making operational decisions	Unit length: 21 hours	Unit Title: 2.4 Making financial decisions	Unit length: 18 hours
<p>Domains of Knowledge:</p> <ul style="list-style-type: none"> ● Product ● Price ● Promotion ● Place ● Using the marketing mix to make business decisions 		<p>Domains of Knowledge:</p> <ul style="list-style-type: none"> ● Business operations ● Working with suppliers ● Managing quality ● The sales process 		<p>Domains of Knowledge:</p> <ul style="list-style-type: none"> ● Business calculations ● Understanding business performance 	
<p>Relevant Key Concepts:</p> <ul style="list-style-type: none"> ● Apply knowledge and understanding to contemporary business issues and to different 		<p>Key Concepts:</p> <ul style="list-style-type: none"> ● Apply knowledge and understanding to contemporary business issues and to different 		<p>Key Concepts:</p> <ul style="list-style-type: none"> ● Apply knowledge and understanding to contemporary business issues and to different 	

<p>types and sizes of businesses in local, national and global contexts</p> <ul style="list-style-type: none"> ● Investigate and analyse real business opportunities and issues to construct well-argued, well-evidenced, balanced and structured arguments ● Develop and apply quantitative skills relevant to business, including using and interpreting data ● Use business terminology to identify and explain business activity ● Develop and apply quantitative skills relevant to business, including using and interpreting data ● Use selected knowledge to make decisions based on given business information 	<p>types and sizes of businesses in local, national and global contexts</p> <ul style="list-style-type: none"> ● Investigate and analyse real business opportunities and issues to construct well-argued, well-evidenced, balanced and structured arguments ● Develop and apply quantitative skills relevant to business, including using and interpreting data ● Use business terminology to identify and explain business activity ● Develop and apply quantitative skills relevant to business, including using and interpreting data ● Use selected knowledge to make decisions based on given business information 	<p>types and sizes of businesses in local, national and global contexts</p> <ul style="list-style-type: none"> ● Investigate and analyse real business opportunities and issues to construct well-argued, well-evidenced, balanced and structured arguments ● Develop and apply quantitative skills relevant to business, including using and interpreting data ● Use business terminology to identify and explain business activity ● Develop and apply quantitative skills relevant to business, including using and interpreting data ● Use selected knowledge to make decisions based on given business information
<p>Gateway knowledge:</p> <ul style="list-style-type: none"> ● Marketing mix knowledge from section 1.4 ● What 'integrated' means ● That products become obsolete from section 1.1 	<p>Gateway knowledge:</p> <ul style="list-style-type: none"> ● Sectors of production (primary, secondary and tertiary) ● Be able to judge if something is high or low quality ● Bought a product before 	<p>Gateway knowledge:</p> <ul style="list-style-type: none"> ● Finance knowledge from 1.3 ● Basic numeracy including addition, subtraction, multiplication and division ● Be able to judge if 'something' has succeeded
<p>Assessment end-points:</p> <ul style="list-style-type: none"> ● Demonstrate knowledge and understanding of marketing decision making ● Apply knowledge and understanding of marketing decision making issues to a variety of business concepts and situations ● Analyse and evaluate business information and issues related to the marketing decision making in order to demonstrate understanding, make judgements and draw conclusions 	<p>Assessment end-points:</p> <ul style="list-style-type: none"> ● Demonstrate knowledge and understanding of operational decision making ● Apply knowledge and understanding of operational decision making issues to a variety of business concepts and situations ● Analyse and evaluate business information and issues related to operational decision making in order to demonstrate understanding, make judgements and draw conclusions 	<p>Assessment end-points:</p> <ul style="list-style-type: none"> ● Demonstrate knowledge and understanding of financial decision making ● Apply knowledge and understanding of financial decision making issues to a variety of business concepts and situations ● Analyse and evaluate business information and issues related to marketing decision making in order to demonstrate understanding, make judgements and draw conclusions

Year 11					
Spring Term Half Term 2		Summer Term Half Term 1		Summer Term Half Term 2	
Unit Title: 2.5 Making human resource decisions	Unit length: 18 hours	Unit Title: Exam preparation	Unit length:	Unit Title:	Unit length:
Domains of Knowledge: <ul style="list-style-type: none"> ● Organisational structures ● Effective recruitment ● Effective training and development ● Motivation 		Domains of Knowledge: <ul style="list-style-type: none"> ● 		Domains of Knowledge: <ul style="list-style-type: none"> ● 	
Relevant Key Concepts: <ul style="list-style-type: none"> ● Apply knowledge and understanding to contemporary business issues and to different types and sizes of businesses in local, national and global contexts ● Investigate and analyse real business opportunities and issues to construct well-argued, well-evidenced, balanced and structured arguments ● Develop and apply quantitative skills relevant to business, including using and interpreting data ● Use business terminology to identify and explain business activity ● Develop and apply quantitative skills relevant to business, including using and interpreting data ● Use selected knowledge to make decisions based on given business information 		Key Concepts: <ul style="list-style-type: none"> ● 		Key Concepts: <ul style="list-style-type: none"> ● 	
Gateway knowledge:		Gateway knowledge:		Gateway knowledge:	

<ul style="list-style-type: none"> • What a 'boss' is • That people apply for jobs • That some people want to do 'things' more than others 	<ul style="list-style-type: none"> • 	<ul style="list-style-type: none"> •
<p>Assessment end-points:</p> <ul style="list-style-type: none"> • Demonstrate knowledge and understanding of human resource decision making • Apply knowledge and understanding of human resource decision making issues to a variety of business concepts and situations • Analyse and evaluate business information and issues related to human resource decision making in order to demonstrate understanding, make judgements and draw conclusions 	<p>Assessment end-points:</p> <ul style="list-style-type: none"> • 	<p>Assessment end-points:</p> <ul style="list-style-type: none"> •