

Plan Of Learning For The Year (Unit/Topic/Project Context)

Half Term 1

- **Topic 2.2 Making marketing decisions**
 - 2.2.1 Product
 - 2.2.3 Price
 - 2.2.3 Promotion
 - 2.2.4 Place
 - 2.2.5 Integrated marketing mix

Half Term 2

- **Topic 2.3 Making operational decisions**
 - 2.3.1 Business operations
 - 2.3.2 Working with suppliers
 - 2.3.3 Managing quality
 - 2.3.4 The sales process

Half Term 3

- **Topic 2.4 Making financial decisions**
 - 2.4.1 Business calculations
 - 2.4.2 Understanding business performance

Half Term 4

- **Topic 2.5 Making human recourse decisions**
 - 2.5.1 Organisational structure
 - 2.5.2 Effective recruitment
 - 2.5.3 Effective training and development
 - 2.5.4 Motivation
- **Revision**

Half Term 5

- **Revision and external examinations**

Half Term 6

- **Revision and external examinations**

Feedback, Retrieval & Assessment	Super curriculum opportunities / extra-curricular activities	Cultural Capital, SMSC, Careers and Futures
<ul style="list-style-type: none"> • Teacher assessed tasks • Teacher assessment and Formal assessment • Self and peer assessment • Assessed homework tasks • Discussions • Key terms and vocab explained • Mock examinations X 2 	<ul style="list-style-type: none"> • Debates – speaking and listening • Links to videos • Reading real business case studies • Tutor2U videos • BBC Bitesize – often followed by quizzes 	<ul style="list-style-type: none"> • Outside speakers discussing different types of careers • Studying different types of business • Links to careers • Wider understanding of business • Job availability in some units

<ul style="list-style-type: none"> • Mathematical skills in 2.4.2 and 2.4.2 • Use of the word 'money' instead of its key word • Mistaking a point for analysis • Key skills for different tariff questions 	<ul style="list-style-type: none"> • Use of sentence starters • Regular reviewing of prior knowledge before staring on new content • Modelling answers 	<ul style="list-style-type: none"> • Regular planning of answers • Modelling answers • Pairing up different types of students • Extension exercises
--	---	---