

Week Commencing	Lesson Topic	HAIL	Assessment
Staff INSET 01/09 Students Return 02/09	Welcome to GCSE Business, course structure, assessment model, getting to know the course.		
07/09/2026	Topic 1.1 - Enterprise and entrepreneurship 1.1.1 The dynamic nature of business Why new business ideas come about: ✓ changes in technology ✓ changes in what consumers want ✓ products and services becoming obsolete. How new business ideas come about: ✓ original ideas ✓ adapting existing products/services/ideas innovation / invention		
14/09/2026	1.1.2 Risk and reward The impact of risk and reward on business activity: ✓ risk: business failure, financial loss, lack of security reward: business success, profit, independence.	1.1.1 and 1.1.2 Enterprise and Entrepreneurship Assignment on Seneca	
21/09/2026	1.1.3 The role of business enterprise The role of business enterprise and the purpose of business activity: ✓ to produce goods or services ✓ to meet customer needs ✓ to add value: convenience, branding, quality, design, unique selling points. The role of entrepreneurship: an entrepreneur: organises resources, makes business decisions, takes risks.		
28/09/2026	1.1.3 The role of business enterprise The role of business enterprise and the purpose of business activity: ✓ to produce goods or services ✓ to meet customer needs ✓ to add value: convenience, branding, quality, design, unique selling points. The role of entrepreneurship: an entrepreneur: organises resources, makes business decisions, takes risks.	1.1.3 Enterprise and Entrepreneurship Assignment with end of topic exam questions	LCP 1 - 1.1 Learning Checkpoint
05/10/2026	Topic 1.2 - Spotting a business opportunity 1.2.1 Meeting customer needs Identifying and understanding customer needs: ✓ what customer needs are: price, quality, choice, convenience ✓ the importance of identifying and understanding customers: generating sales, business survival.		
12/10/2026	1.2.2 Purpose of market research The purpose of market research: ✓ to identify and understand customer needs ✓ to identify gaps in the market ✓ to reduce risk ✓ to inform business decisions.	1.2.1 and 1.2.2 Seneca assignment, plus key words task.	
19/10/2026	1.2.2 Types of market research Methods of market research: ✓ primary research: survey, questionnaire, focus group, observation ✓ secondary research: internet, market reports, government reports. The use of data in market research: ✓ qualitative and quantitative data ✓ the role of social media in collecting market research data ✓ the importance of the reliability of market research data.		LCP 2 – 1.2 Customers' needs and market research

October Half Term			
02/11/2026	1.2.3 Market Segmentation How businesses use market segmentation to target customers: ✓ identifying market segments: location, demographics, lifestyle, income, age ✓ market mapping to identify a gap in the market and the competition.	1.2.3 and 1.2.4 Seneca assignments, plus key words task.	
09/11/2026	1.2.3 Market Segmentation How businesses use market segmentation to target customers: ✓ identifying market segments: location, demographics, lifestyle, income, age ✓ market mapping to identify a gap in the market and the competition.		
16/11/2026	1.2.4 The competitive environment including SWOT Understanding the competitive environment: ✓ strengths and weaknesses of competitors based on: price, quality, location, product range and customer service ✓ the impact of competition on business decision making.	1.2 Seneca assignment with end of topic exam questions.	LCP 3 - 1.2 Segmentation and Competitive Advantage
23/11/2026	Exam Preparation, revision, exam technique practice including application / case study analysis and practice		AR1 ROA
30/11/2026	Rank Order Assessments / AR1 Exams	Independent Revision (All resources on Teams. Paper resources also available on request.)	AR1 ROA
07/12/2026	Topic 1.3 - Putting a business idea into practice 1.3.1 Business aims and objectives What business aims and business objectives are. Business aims and objectives when starting up: ✓ financial aims and objectives: survival, profit, sales, market share, financial security ✓ non-financial aims and objectives: social objectives, personal satisfaction, challenge, independence and control. ✓ Why aims and objectives differ between businesses.		AR1 ROA
14/12/2026	1.3.2 Business revenue, costs and profit The concept and calculation of: ✓ revenue ✓ fixed and variable costs ✓ total costs ✓ profit and loss ✓ interest ✓ break-even level of output ✓ margin of safety	Independent Revision (All resources on Teams. Paper resources also available on request.)	AR1 ROA
Christmas Break			
04/01/2027	Rank Order Assessments / AR1 Exams / Critical Reflection	CR	CR
11/01/2027	1.3.2 Business revenue, costs and profit The concept and calculation of: ✓ revenue ✓ fixed and variable costs ✓ total costs ✓ profit and loss ✓ interest ✓ break-even level of output ✓ margin of safety	1.3.1 and 1.3.2 Seneca Assignment with key words task.	

18/01/2027	1.3.2 Business revenue, costs and profit The concept and calculation of: ✓ revenue ✓ fixed and variable costs ✓ total costs ✓ profit and loss ✓ interest ✓ break-even level of output ✓ margin of safety		
25/01/2027	1.3.3 Cash and cashflow The importance of cash to a business: ✓ to pay suppliers, overheads and employees ✓ to prevent business failure (insolvency) ✓ the difference between cash and profit. Calculation and interpretation of cash-flow forecasts: ✓ cash inflows ✓ cash outflows ✓ net cash flow ✓ opening and closing balances	1.3.3. Seneca Assignment and key words. Seneca Quiz.	LCP 4 - 1.3 Revenue, costs and profit.
01/02/2027	1.3.4 Sources of business finance Sources of finance for a start-up or established small business: ✓ short-term sources: overdraft and trade credit, long-term sources: personal savings, venture capital, share capital, loans, retained profit and crowd funding		
08/02/2027	1.3.4 Sources of business finance Sources of finance for a start-up or established small business: ✓ short-term sources: overdraft and trade credit, long-term sources: personal savings, venture capital, share capital, loans, retained profit and crowd funding	1.3.4 Seneca Assignment and key words. Seneca Quiz.	
February Half Term			
22/02/2027	Topic 1.4 - Making the business effective 1.4.1 Options for start-up and small businesses The concept of limited liability: ✓ limited and unlimited liability ✓ the implications for the business owner(s) of limited and unlimited liability.		
01/03/2027	1.4.1 The types of business ownership for start-ups: ✓ sole trader, partnership, private limited company ✓ the advantages and disadvantages of each type of business ownership. ✓ the option of starting up and running a franchise operation: the advantages and disadvantages of franchising.	1.4.1 Seneca Assignment and key words.	
08/03/2027	1.4.2 Business location Factors influencing business location: ✓ proximity to: market, labour, materials and competitors ✓ nature of the business activity ✓ the impact of the internet on location decisions: e-commerce and/or fixed premises.		LCP 5 - 1.3 Sources of Finance
15/03/2027	1.4.3 Marketing mix What is the marketing mix and the importance of each element: ✓ price, product, promotion, place	1.4.2 Seneca Assignment and key words. Seneca Quiz.	
22/03/2027	1.4.3 How the elements of the marketing mix work together: ✓ balancing the marketing mix based on the competitive environment ✓ the impact of changing consumer needs on the marketing mix ✓ the impact of technology on the marketing mix: e-commerce, digital communication.		
Easter Break			

12/04/2027	1.4.4 Business Plans The role and importance of a business plan: ✓ to identify: the business idea; business aims and objectives; target market (market research); forecast revenue, cost and profit; cash-flow forecast; sources of finance; location; marketing mix. The purpose of planning business activity: the role and importance of a business plan in minimising risk and obtaining finance	1.4.3 and 1.4.4 Seneca Assignment and key words. Seneca Quiz.	LCP 6 - 1.4 Types of Ownership
19/04/2027	Topic 1.5 - Understanding external influences on business 1.5.1 Business stakeholders Who business stakeholders are and their different objectives: ✓ shareholders (owners), employees, customers, managers, suppliers, local community, pressure groups, the government. Stakeholders and businesses: ✓ how stakeholders are affected by business activity ✓ how stakeholders impact business activity ✓ possible conflicts between stakeholder groups	1.5.1 Seneca Assignment and key words. Seneca Quiz.	
26/04/2027	1.5.2 Technology and business Different types of technology used by business: ✓ e-commerce ✓ social media ✓ digital communication ✓ payment systems. How technology influences business activity in terms of: ✓ sales ✓ costs ✓ marketing mix		LCP 7 – 1.4 Business Plans, Location and Marketing Mix.
03/05/2027	1.5.3.Legislation and business The purpose of legislation: ✓ principles of consumer law: quality and consumer rights ✓ principles of employment law: recruitment, pay, discrimination and health and safety. The impact of legislation on businesses: ✓ cost ✓ consequences of meeting and not meeting these obligations	1.5.2 Seneca Assignment and key words. Seneca Quiz.	
10/05/2027	1.5.3.Legislation and business The purpose of legislation: ✓ principles of consumer law: quality and consumer rights ✓ principles of employment law: recruitment, pay, discrimination and health and safety. The impact of legislation on businesses: ✓ cost ✓ consequences of meeting and not meeting these obligations.		
17/05/2027	1.5.4 The economy and business The impact of the economic climate on businesses: ✓ unemployment, changing levels of consumer income, inflation, changes in interest rates, government taxation, changes in exchange rates.	Independent Revision (All resources on Teams.)	LCP 8 – 1.5 Legislation
24/05/2027	1.5.4 The economy and business The impact of the economic climate on businesses: ✓ unemployment, changing levels of consumer income, inflation, changes in interest rates, government taxation, changes in exchange rates.		AR2 ROA
May Half Term			
07/06/2027	1.5.5 External influences The importance of external influences on business: ✓ possible responses by the business to changes in: technology, legislation, the economic climate	Independent Revision (All resources on Teams.)	AR2 ROA

14/06/2027	Exam Preparation, revision, exam technique practice including application / case study analysis and practice		AR2 ROA
21/06/2027	Rank Order Assessments 2	Independent Revision (All resources on Teams.)	AR2 ROA
28/06/2027	Critical Reflection	1.5.3 and 1.5.4 Seneca Assignment and key words. Seneca Quiz.	LCP 9 – 1.5 The Economy
05/07/2027	Work Experience Week?		
12/07/2027	Contingency		