Business (Year 10)

Curriculum Map 2026 - 2027

Year 10 – 1.1 Enterprise and Entrepreneurship

1.1.1 Dynamic nature of Business
- Why new products
- How new products

1.1.2 Risk and Reward
- Risks of starting business
- Rewards of starting business

1.1.3 Role of Business Enterprise
- Produce goods/services
- Meet customer needs
- Add value

1.1.3 Role of Business Enterprise
- Role of entrepreneur
- Organise resources, take risks, make decisions

Year 10 – 1.2 Sporting a business opportunity

1.2.1 Customer Needs
- Price, convenience, choice, quality

1.2.2 Market Research
- Purpose types, social media, reliability

1.2.3 Market Segmentation
- Uses, methods of segmentation
- Market mapping

1.2.4 The Competitive Environment
- SWOT
- Impact of competition

Year 10 – 1.3 Putting business ideas into practice

1.3.1 Business Aims and Objectives
- Financial and non-financial objectives
- Different objectives for different businesses

1.3.2 Business Revenues, Costs and Profit
- Revenue. Fixed and variable costs, total costs, profit, interest

1.3.2 Business Revenues, Costs and Profit
- Impact of changes in revenue and costs, break even margin of safety

1.3.3 Cash and Cash Flow
- Importance of cash
- Calculation and interpretation of cash flow forecast

1.3.4 Sourcesof Finance
Short-term sources: overdraft and trade credit

Long term sources: personal savings, venture capital, share capital, loans, retained profit and crowd funding

Year 10 – 1.4 Making the business effective

1.4.1 The options for start-up and small businesses
- The concept and implications of limited liability and unlimited liability

1.4.1 The options for start-up and small businesses
- Sole Traders, Partnerships, Private Limited Companies, Franchises

1.4.2 Business Location
Factors influencing business location:
Proximity to: market, labour, materials and competitors
Nature of the business activity

1.4.3 The Marketing Mix
What the marketing mix is and the importance of each element:
Price, Product, Promotion, Place

1.4.4 Business Plans
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

Year 10 – 1.5 Understanding external influences on business

1.5.1 Business Stakeholders
Who business stakeholders are and their different objectives
Stakeholder conflicts

1.5.2 Technology and Business
Different types of technology used by business
How technology influence business

1.5.3 Legislation and Business
- Consumer Legislation
- Employer Legislation
- Impact on business

1.5.4 The Economy and Business
- Economy
- Interest rates, Exchange Rates
- Taxation

1.5.5 External Influences
- Impact on business