**GCSE Business Studies – 3 Year Plan**

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|  | HT1 | HT2 | HT3 | HT4 | HT5 | HT6 |
| Year 9 | The Dynamic nature of business  Risk and Reward | The role of business enterprise  Spotting a business opportunity  Customer Needs | Market Research  Market segmentation  The comp environ | Business Aims and Objectives  Business revenues and profits  Cash and cash flow | Sources of finance  End of Year revision and examinations | The Marketing Mix  Product development |
| Year 10 | Business Location  Business Plans | Stakeholders  Technology  Legislation | Economy  External Influences  Business growth | Changes in Business Aims and Objectives  Business and Globalisation  Ethics, the environment and Business | Product, Price, Place and Promotion  End of Year revision and examinations | Business Operations  Work Experience |
| Year 11 | Working with Suppliers  Managing Quality  The sales Process | Business Calculations  Organisational Structures  Recruitment, Training and motivation | Section A  Connecting Topics  Business Context | Revision | GCSE Examinations |  |