**GCSE Business Studies – 3 Year Plan**

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|  | HT1 | HT2 | HT3 | HT4 | HT5 | HT6 |
| Year 9 | The Dynamic nature of businessRisk and Reward | The role of business enterpriseSpotting a business opportunityCustomer Needs | Market ResearchMarket segmentationThe comp environ | Business Aims and ObjectivesBusiness revenues and profitsCash and cash flow | Sources of financeEnd of Year revision and examinations | The Marketing MixProduct development |
| Year 10 | Business LocationBusiness Plans | StakeholdersTechnologyLegislation | EconomyExternal InfluencesBusiness growth | Changes in Business Aims and ObjectivesBusiness and GlobalisationEthics, the environment and Business | Product, Price, Place and PromotionEnd of Year revision and examinations | Business OperationsWork Experience |
| Year 11 | Working with SuppliersManaging Quality The sales Process | Business CalculationsOrganisational StructuresRecruitment, Training and motivation | Section A Connecting TopicsBusiness Context | Revision | GCSE Examinations |  |