Year 11: Paper 2 Operations, Finance & Influences on Business					
Purpose: In Year 10, we learned how to spot an opportunity and build a team. In Year 11, we step into the 'engine room' of the business. The purpose of this year is to master the mechanics of viability. We will explore how businesses actually make their products efficiently, how they manage the flow of money to survive, and how they navigate the stormy seas of the external world - from economic crashes to environmental challenges. We move from the 'dream' of the start-up to the 'reality' of the bottom line.			**GCSE Assessment Objectives:** **AO1:** To demonstrate knowledge & understanding of business concepts. **AO2:** Apply knowledge & understanding to different contexts. **AO3:** Analyse and evaluate business information & issues to demonstrate. understanding of business activity, make judgements and draw conclusions.		
Half Term 1	**Half Term 2**	**Half Term 3**	**Half Term 4**	**Half Term 5**	**Half Term 6**
Operations: *How do businesses produce goods without waste or error?* **Overview of the knowledge and skills covered in this unit:** *Students will develop an understanding of:* • Production Methods • The Supply Chain from procurement to logistics & stock control • Quality: Quality Control & Quality Assurance • The Sales Process including product knowledge, customer engagement &	**Finance:** *Where does the money come from and where does it go?* **Overview of the knowledge and skills covered in this unit:** *Students will develop an understanding of:* • The Finance Function • Sources of Finance (short & long-term) • Costs & Revenue • Profitability including the difference between Gross Profit & Net Profit • Investment Appraisal including how to calculate the Average	**Finance:** *How do we know if a business is financially safe?* **Overview of the knowledge and skills covered in this unit:** *Students will develop an understanding of:* • Break-Even Analysis • Cash Flow Forecasting including the difference between cash & profit • The key components of forecasting (inflows, outflows, net cash flow, opening balance, closing balance)	**Influences on Business:** *How does the outside world threaten or support us?* **Overview of the knowledge and skills covered in this unit:** *Students will develop an understanding of:* • Ethics & The Environment • The Economic Climate including interest rates and employment levels • Globalisation including the role of Multinational Corporations (MNCs) and the impact of exchange rates	**The Interdependent Nature of Business:** *Synoptic* **Overview of the knowledge and skills covered in this unit:** *Students will develop an understanding of:* • Interdependence (how the four functional areas rely on each other to function) • Synoptic connections (How a decision in one area has consequences in another)	Students will be sitting their External GCSE Exams during this Half Term.

post-sales service • The factors influencing location *They will be able to:* • Evaluate the trade-off between quality and cost when choosing between Quality Control and Quality Assurance • Recommend the most suitable production method for a specific product scenario • Analyse how a decision in the supply chain (e.g., switching to Just-in-Time) impacts the ability to meet customer demand • Use data (e.g. footfall, rent costs) to justify a location decision **How will this be assessed?** • **AO1:** Key vocabulary / concept quizzes • **AO2:** Explain style questions (contextual) • **AO3:** Case Study evaluation style questions (9 marks)	Rate of Return (ARR) *They will be able to:* • Calculate Total Costs, Gross Profit, Net Profit, and ARR using the correct formulas • Interpret financial data to judge if a business is profitable or making a loss • Recommend appropriate sources of finance based on the business structure (e.g., limited vs. unlimited liability) and what the money is needed for (short vs. long term) **How will this be assessed?** • **AO1:** Key vocabulary quizzes and formula drilling • **AO2:** Calculations • **AO3:** Case Study recommend style questions (9 marks)	*They will be able to:* • Construct and label a Break-Even chart (Fixed Costs, Total Costs, Revenue lines) • Calculate the margin of safety to assess risk • Complete a cash flow forecast by calculating net cash flow and closing balances • Propose solutions for a business facing a liquidity crisis (cash shortage) **How will this be assessed?** • **AO1:** Key vocabulary / concept quizzes • **AO2:** Calculations & Data Application • **AO3:** Data Analysis style questions (9 marks)	*They will be able to:* • Apply the 'SPICED' rule (Strong Pound Imports Cheaper Exports Dearer) to explain how exchange rates affect importers vs. exporters • Analyse the chain of impact involving interest rates (e.g. higher rates leads to lower spending leads to lower sales) • Evaluate the trade-off between ethical behaviour and profit margins **How will this be assessed?** • **AO1:** Key vocabulary / concept quizzes • **AO2:** Chain of Analysis - Explain style questions • **AO3:** Discuss / Evaluate style questions (9 marks)	*They will be able to:* • Connect concepts across both Paper 1 and Paper 2 topics • Solve complex business problems that require input from the four functional areas simultaneously **How will this be assessed?** • **AO1:** Synoptic quizzing • **AO2:** Cross-functional explain style questions *The rest of this Half Term will then be dedicated to guided and independent revision ahead of their external GCSE exams.*	