



### **Department Information:**

The AQA GCSE Business course gives students a clear and practical insight into how businesses operate and make decisions. In Year 10, students study Paper 1, developing foundational knowledge of enterprise, planning, ownership, aims and objectives, stakeholders, growth, operations and HR, including how businesses organise themselves, manage staff and make operational decisions. In Year 11, the focus shifts to Paper 2, where students explore how businesses identify and meet customer needs through market research, segmentation and the marketing mix, before moving into financial concepts such as revenue, costs, profit, cash flow and break-even. The course is assessed through two 1 hour 45

### **Curriculum aims and intent:**

- Develop foundational business understanding: Students build secure knowledge of how businesses start, operate and make decisions, beginning with the core content in 3.1 Business in the real world during Year 10.
- Strengthen analytical thinking: Students learn to interpret real business situations, apply theory to context and make justified decisions using content from 3.2 Influences on business and 3.3 Business operations.
- Build confident financial and marketing skills: Students develop the ability to calculate, interpret and evaluate financial and marketing information, beginning with 3.4 Human resources in Year 10 and progressing to 3.4 Marketing and 3.5 Finance in Year 11.
- Apply business concepts to real scenarios: Students use case studies and contemporary examples to understand how businesses respond to opportunities, challenges and external influences.
- Develop transferable skills: Students strengthen communication, problem solving, numeracy and evaluative judgement, preparing them

### **Assessment:**

The AQA GCSE Business course is assessed through two written examination papers, each worth 50% of the final grade. Both Paper 1 and Paper 2 are 1 hour 45 minutes and are based on real-world case studies that require students to apply their knowledge to practical business scenarios. Each paper assesses students across all four skills: knowledge, application, analysis and evaluation, with a mixture of short-answer questions and extended responses designed to test their ability to make justified business decisions.

### **Resources used to support learning:**

- CGP AQA GCSE Business Revision Guide — ISBN 13 978 1782946892
- CGP AQA GCSE Business Exam Practice Workbook — ISBN 13 978 1782946922
- Hodder AQA GCSE (9–1) Business Textbook — ISBN 13 978 1471899356
- Hodder AQA GCSE Business Revision Guide — ISBN 13 978 1510423518
- Hodder AQA GCSE Business Workbook — ISBN 13 978 1510423522

### **Home Learning:**

Students studying AQA GCSE Business will receive one piece of home learning each week. Home learning tasks are designed to reinforce classroom learning, develop exam skills and build long-term knowledge retention. Activities may include retrieval practice, case-study application, structured exam questions, or revision of key theory and calculations. Consistent completion of weekly home learning supports strong progress across the course and prepares students effectively for

### **How parents can help their child:**

Parents can support students in GCSE Business by encouraging regular home learning habits, discussing real-world business examples at home, and helping students stay organised with deadlines and revision. They can also guide students to use recommended resources such as revision guides, online platforms and practice questions, and check in on their understanding of key terms and calculations. Most importantly, maintaining positive routines and encouragement helps students build confidence and stay motivated throughout the course.

| Term | Summary of work being covered                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Knowledge, Understanding and skills assessed                                                                                                                                                                                                                                                                   | How the work is assessed                                                           | Career Links                                                                                                                                                                                                                                                                                                                                           |
|------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1    | 3.4 Human Resources & Marketing with Teacher A and 3.5 Finance with Teacher B. For 3.4 Students first learn HR content (recruitment, training, motivation, organisational structures) and later move into marketing (market research, segmentation and the marketing mix).                                                                                                                                                                                                                                                                                                                 | Applying HR theory to workforce decisions, analysing marketing data, and evaluating how businesses meet customer needs.                                                                                                                                                                                        | Exam questions answered under exam conditions in class                             | Supports careers in HR, recruitment, marketing, advertising, customer insight and people management.                                                                                                                                                                                                                                                   |
| 2    | 3.4 Human Resources & Marketing with Teacher A and 3.5 Finance with Teacher B. For 3.5 Students learn financial concepts including revenue, costs, profit, cash flow, break even, financial documents and statements.                                                                                                                                                                                                                                                                                                                                                                      | Calculating and interpreting financial data, analysing financial performance, and evaluating financial decisions.                                                                                                                                                                                              | Full Paper 1 mock exam and Exam questions answered under exam conditions in class. | Provides foundations for careers in accounting, finance, banking, business analysis and financial administration.                                                                                                                                                                                                                                      |
| 3    | During this term, students complete a full revision cycle of Units 3.1–3.5, revisiting all core content to strengthen knowledge, application and exam technique. Lessons focus on consolidating understanding of business aims and objectives, external influences, operations, HR, marketing and finance, while applying these concepts to real case studies. Alongside content revision, there is a strong emphasis on exam teaching and coaching, including structured responses, timing practice, calculation accuracy and developing justified conclusions for longer mark questions. | Students are assessed on their ability to recall and apply key theory, interpret and analyse business scenarios, and evaluate decisions using evidence. This includes calculations, interpreting data, analysing case studies, and producing well reasoned written responses that demonstrate clear judgement. | Exam questions answered under exam conditions in class                             | Revision across all units helps students see how business concepts connect to real workplaces, supporting future pathways in management, marketing, finance, HR, operations and entrepreneurship. The skills developed—analysis, decision making, communication and problem solving—are directly relevant to a wide range of business related careers. |
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| 5    | During this term, students complete a full revision cycle of Units 3.1–3.5, revisiting all core content to strengthen knowledge, application and exam technique. Lessons focus on consolidating understanding of business aims and objectives, external influences, operations, HR, marketing and finance, while applying these concepts to real case studies. Alongside content revision, there is a strong emphasis on exam teaching and coaching, including structured responses, timing practice, calculation accuracy and developing justified conclusions for longer mark questions. | Students are assessed on their ability to recall and apply key theory, interpret and analyse business scenarios, and evaluate decisions using evidence. This includes calculations, interpreting data, analysing case studies, and producing well reasoned written responses that demonstrate clear judgement. | Exam questions answered under exam conditions in class                             | Revision across all units helps students see how business concepts connect to real workplaces, supporting future pathways in management, marketing, finance, HR, operations and entrepreneurship. The skills developed—analysis, decision making, communication and problem solving—are directly relevant to a wide range of business related careers. |
| 6    | Exams                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                |                                                                                    |                                                                                                                                                                                                                                                                                                                                                        |