

IGCSE Business Long Term Plan

Cycle (2 weeks)	Year 9	Assessment
INSET		
1	Section 1: Understanding business activity <ul style="list-style-type: none"> Chapter 1: Business activity. Chapter 2: Classification of business. 	Oral (Continuous) Questions. Class works. Home work. Self - assessment. Quiz1.
2	<ul style="list-style-type: none"> Chapter 3: Enterprise, business growth and measurement of size. 	Oral (Continuous) Questions. Class works. Home work. Self - assessment. Quiz 2.
3	<ul style="list-style-type: none"> Chapter 4: Types of business organization. 	Oral (Continuous) Questions. Class works. Home work. Self - assessment.
4	<ul style="list-style-type: none"> Chapter 4: Types of business organization (continued) 	Oral (Continuous) Questions. Class works. Home work. Quiz 3
5	<ul style="list-style-type: none"> Chapter 5: Business objectives and stakeholder objectives. 	Oral (Continuous) Questions. Class works. Home work.
6	Revision	Unit assessment
Winter Break		
1	Section 2: People in business. <ul style="list-style-type: none"> Chapter 6: Motivating Workers. 	Oral (Continuous) Questions. Class works. Home work. Self -assessment. Quiz4.
2	<ul style="list-style-type: none"> Chapter 7: Organization and management. 	Oral (Continuous) Questions. Class works. Home work. Self - assessment.
3	<ul style="list-style-type: none"> Chapter 8: Recruitment, selection, training of workers 	Oral (Continuous) Questions. Class works. Home work. Self - assessment. Quiz5.
4	<ul style="list-style-type: none"> Chapter 9: Internal & External communication 	Oral (Continuous) Questions.
5	Section 3: Marketing <ul style="list-style-type: none"> Chapter 10: Marketing, completion and the customer 	Oral (Continuous) Questions. Class works. Home work. Quiz6
6	<ul style="list-style-type: none"> Chapter 11: Market Research 	Class works. Home work.
7	<ul style="list-style-type: none"> Chapter 12: Marketing Mix, product and price 	Oral (Continuous) Questions. Class works. Home work. Self - assessment.
Spring Break		
1	<ul style="list-style-type: none"> Chapter 13: Marketing Mix, place and promotion 	Oral (Continuous) Questions. Class works. Home work. Self - assessment. Quiz7.
2	<ul style="list-style-type: none"> Chapter 14: Marketing strategy 	Summative assessments for chapters 1,2 and 3
3	Final Revision Units 1 and 2.	Classified and self-assessments.
4	Final Revision unit 3.	Classified and self-assessments.
End of Year		

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Cycle (2 weeks)	<u>Year 10</u>	<u>Assessment</u>
INSET		
1	Section 4: Operation Management. <ul style="list-style-type: none"> Chapter 16: Cost, scale of production and break even analysis. 	Oral (Continuous) Questions. Class works. Home work. Self - assessment. Quiz1.
2	Chapter 17: Achieving quality production. <ul style="list-style-type: none"> Why quality is important and how quality production might be achieved. 	Oral (Continuous) Questions. Class works. Home work. Self - assessment. Quiz2.
3	Chapter 18: Location decisions. <ul style="list-style-type: none"> The main factors influencing the location and relocation decisions of a business. 	Oral (Continuous) Questions. Class works. Home work. Self - assessment. Quiz 3.
4	Section 5: Financial information and decisions. Chapter 19: Business Finance. <ul style="list-style-type: none"> Needs and sources 	Oral (Continuous) Questions. Class works. Home work. Self - assessment. Quiz 4.
5	Chapter 20: Cash flow forecasting and working capital. <ul style="list-style-type: none"> The importance of cash and cash-flow forecasting. 	Oral (Continuous) Questions. Class works. Home work. Self - assessment. Quiz 5.
6	Chapter 21: Income statement. <ul style="list-style-type: none"> What profit is and why it is important. Income statement. 	Oral (Continuous) Questions. Class works. Home work. Self - assessment. Quiz 6.
Winter Break		
1	Chapter 22: Statement of financial position. <ul style="list-style-type: none"> The main elements of a balance sheet. Interpret a simple balance sheet and make deductions from it. 	Oral (Continuous) Questions. Class works. Home work. Self - assessment. Quiz 7.
2	Chapter 23: Analysis of account. <ul style="list-style-type: none"> How to interpret financial statements by calculating and analyzing accounting ratios. Liquidity. Why and how accounts are used. 	Oral (Continuous) Questions. Class works. Home work. Self - assessment. Quiz 8.
3	Section 6: External influences on business activities. Chapter 24: Economic issues. <ul style="list-style-type: none"> How government control over the economy after business activity. 	Oral (Continuous) Questions. Class works. Home work. Self - assessment. Quiz 9.
4	Chapter 25: Environmental and ethical issues. <ul style="list-style-type: none"> Environmental concerns and ethical issues as both opportunities and constraints for businesses. How businesses might react and respond to ethical issues. 	Oral (Continuous) Questions. Class works. Home work. Self - assessment. Quiz 10.
5	Chapter 26: Business and international economy. <ul style="list-style-type: none"> The importance of globalization. Reasons for the importance and growth of MNCs. 	Oral (Continuous) Questions. Class works. Home work. Self - assessment. Quiz 11.
6	Revision unit 1, 2 and 3	Past papers 1 and 2
7	Introduction to Paper 2 exam style questions.	Summative assessment on paper2.
Spring Break		