# Year 11 GCSE OCR Business 2025/26

| Autumn<br>First half term | Autumn<br>Second Half term | Spring<br>First half term | Spring<br>Second Half term | Summer<br>First half term | Summer<br>Second Half term |
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| **Topic / Key Question:**<br>**4. Operations**<br>**4.1 Production processes**<br>• Different production processes and their impact on businesses<br>• The influence of technology on production and the impact on businesses<br>**4.2 Quality of goods and service**s<br>The concept of quality<br>• Methods of ensuring quality<br>• The importance of quality in both the production of goods and the provision of services<br>**4.3 The sales process and customer service**<br>• Methods of selling • The influence of e-commerce on business activity • The importance to a business of good customer service including after-sales service<br>• The contribution of product knowledge and customer engagement to good | **Topic / Key Question:**<br>**5 Finance**<br>**5.1 The role of the finance function**<br>•The purpose of the finance function<br>•The influence of the finance function on business activity<br>**5.2 Sources of finance**<br>•The reasons businesses need finance<br>•Ways of raising finance<br>•How and why different sources of finance are suitable for new and established businesses<br>**5.3 Revenue, costs, profit and loss**<br>• The concept of revenue, costs and profit and loss in business and their importance in business decision- making<br>•The different costs in operating a business<br>•Calculation of costs and revenue<br>•Calculation of profit/loss | **Topic /**<br>**Key Question:**<br>**6. Influences on Business**<br>**6.1 Ethical and environmental considerations**<br>•Ethical considerations and their impact on businesses<br>•Environmental considerations and their impact on businesses<br>**6.2 The economic climate** •The economic climate and its impact on businesses<br>**6.3 Globalisation**<br>• The concept of globalisation<br>•The impact of globalisation on businesses<br><br>**7. The interdependent nature of business**<br><br>•The interdependent nature of business operations, finance, | **Topic / Key Question:**<br><br>**Paper 1 Revision**<br>**1. Business Activity:**<br>**1.1 - The role of business enterprise and entrepreneurship**<br>**1.2 - Business Planning**<br>**1.3 - Business Ownership**<br>**1.4 - Business aim and objectives**<br>**1.5 - Stakeholders in business**<br>**1.6 Business Growth**<br>**2. Marketing**<br>**2.1 -The role of marketing**<br>**2.2 - Market research**<br>**2.3 - Market segmentation**<br>**2.4 - The Marketing Mix**<br>**3. People**<br>**3.1 - The role of human resources**<br>**3.2 - Organisational structures and different ways of working**<br><br>**3.3 Communication in** | **Topic / Key Question:**<br><br>**Paper 2 Revision**<br>**4. Operations**<br>**4.1 Production processes**<br>**4.2 Quality of goods and services**<br>**4.3 The sales process and customer service**<br>**4.4 Consumer law**<br>**4.5 Business location**<br>**4.6 Working with suppliers**<br>**5 Finance**<br>**5.1 The role of the finance function**<br>**5.2 Sources of finance**<br>**5.3 Revenue, costs, profit and loss**<br>**5.4 Break-even**<br>**5.5 Cash and cash flow**<br>**6. Influences on Business**<br>**6.1 Ethical and environmental considerations**<br>**6.2 The economic climate**<br>**6.3 Globalisation** | **Topic / Key Question:**<br><br>Public examinations |

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| customer service<br>**4.4 Consumer law**<br>•The impact of consumer law on businesses<br>**4.5 Business location** •<br>Factors influencing business location<br>**4.6 Working with suppliers**<br>• The role of procurement<br>• The impact of logistical and supply decisions on businesses | • Calculation and interpretation of profitability ratios<br>• Calculation and interpretation of average rate of return<br>**5.4 Break-even**<br>The concept of break-even<br>•Simple calculation of break-even quantity<br>•The usefulness of break-even in business decision making<br>**5.5 Cash and cash flow**<br>• The importance of cash to a business<br>•The difference between cash and profit<br>•The usefulness of cash flow forecasting to a business<br>•Completion of cash flow forecasts | marketing and human resources within a business context<br>• how these interdependencies underpin business decision making<br>•the impact of risk and reward on business activity<br>• the use of financial information in measuring and understanding business performance | **business**<br><br>**3.4 - Recruitment and selection**<br><br>**3.5 Motivation and retention**<br><br>**3.6 Training and development**<br><br>**3.7 Employment law** | **7. The interdependent nature of business** | |
| Autumn Term – centrally planned, standardised and teacher marked piece(s) of work<br>9-19th November Year 11 Mock | | Spring Term – centrally planned, standardised and teacher marked piece(s) of work<br>22 Feb – 5th March Year 11 Mock 2 | | Summer Term – centrally planned, standardised and teacher marked piece(s) of work | |
| End of term assessment to cover:<br>Topic 4 & 5: | | End of term assessment to cover:<br>Topic 2 | | End of year assessment to cover:<br>Topic 1 - 3 | End of year assessment to cover:<br>Mock Exam paper 1 |