

Scheme of work for OCR GCSE (9-1) Business (J204) taught over 2 years

Introduction

This scheme of work offers an example of how the OCR GCSE (9-1) Business course could be organised over **two** years. It is designed as a guide only and the order of topics can be changed to suit the school and teacher preferences. Textbook references are to OCR GCSE (9-1) Business textbook by Schofield and Williams, published by Hodder in April 2022.

It assumes the course will be taught by one teacher with 37 teaching weeks available in year 10 and 31 teaching weeks plus revision time in year 11. Additional resources are available from [Teach Cambridge](#).

Other resources listed below are examples of resources that might be used to stimulate discussions, activities and questions related to the relevant business topics. They are not intended as an exhaustive list.

Please note delivery times will vary due to split teaching in years 10 and 11 2024/2025 as most classes will have two teachers so students will be studying two topics at a time making unit content delivery longer than the suggested plan below.

Year 1	GCSE Specification	Textbook reference and other resources	Weeks
Autumn Term	Business 1: business activity, marketing and people (J204/01)		
	1.1 The role of business enterprise and entrepreneurship <ul style="list-style-type: none"> • The purpose of business activity and enterprise • Characteristics of an entrepreneur • The concept of risk and reward 	OCR GCSE (9-1) Business textbook chapter: 1.1 Other resources can include: <ul style="list-style-type: none"> • Business activity delivery guide • Risk and reward activity and enterprise case study questions (learner resources 1 and 2) • Examples of new entrepreneur profiles https://startups.co.uk/just-started/ • Sample assessment material component 01 question 16a 	1 to 2
	1.2 Business planning <ul style="list-style-type: none"> • The purpose of planning business activity • The role, importance and usefulness of a business plan 	OCR GCSE (9-1) Business textbook chapter: 1.2 Other resources can include: <ul style="list-style-type: none"> • Business activity delivery guide pages 5-6 • Business planning learner resource (3) • Tips from entrepreneurs on planning a new business https://www.theguardian.com/money/2021/sep/11/small-business-startup-tips • Sample assessment material component 01 question 18b • GCSE Business June 2019 J204/01 question 16c 	3

Year 1	Content	Guidance and resources	Weeks
	<p>5.3 Revenue, costs, profit and loss</p> <ul style="list-style-type: none"> • The concept of revenue, costs and profit and loss in business and their importance in business decision-making • The different costs in operating a business • Calculation of costs and revenue • Calculation of profit/loss 	<p>OCR GCSE (9-1) Business textbook chapter: 5.3</p> <p><i>This topic can be taught in greater depth as part of J204/02 in year 11. An introduction to revenue, costs and profit at this early stage will help students understanding of many different topics such as business aims and planning within business activity and pricing methods within marketing.</i></p>	4
	<p>1.3 Business ownership</p> <ul style="list-style-type: none"> • The features of different types of business ownership • The concept of limited liability • The suitability of differing types of ownership in different business contexts 	<p>OCR GCSE (9-1) Business textbook chapter: 1.3</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> • Business activity delivery guide • Business ownership learner resource (4 and 5) • Examples of partnerships in the UK https://realbusiness.co.uk/10-examples-of-why-co-founding-and-partnerships-work • Sample assessment material component 01 questions 13, 18a • Cambridge National in Enterprise and Marketing R064 June 2019 question 19 	5 to 6
	<p>1.4 Business aims and objectives</p> <ul style="list-style-type: none"> • The aims and objectives of business • How and why objectives might change as businesses evolve • Why different businesses may have different objectives 	<p>OCR GCSE (9-1) Business textbook chapter: 1.4</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> • Business activity delivery guide pages 10 - 11 • Business aims learner resource (6) • Sample assessment material component 01 question 16d 	7

Year 1	Content	Guidance and resources	Weeks
Autumn half term			
Autumn Term	1.5 Stakeholders in business <ul style="list-style-type: none"> The roles and objectives of internal and external stakeholder groups The effect business activity has on stakeholders The effect stakeholders have on business 	OCR GCSE (9-1) Business textbook chapter: 1.5 Other resources can include: <ul style="list-style-type: none"> Business activity delivery guide pages 12 - 13 Stakeholders learner resource (7 and 8) Sample assessment material component 01 questions 3, 4 (& 18d linked with 2.4 marketing mix) GCSE Business June 2019 J204/01 question 16c (linked with 1.6 business growth) 	8 to 9
	1.6 Business growth <ul style="list-style-type: none"> Organic growth External growth 	OCR GCSE (9-1) Business textbook chapter: 1.6 Other resources can include: <ul style="list-style-type: none"> Business activity delivery guide pages 14 - 15 Business growth learner resource (9 and 10) GCSE (9-1) Business – business activity check in test Takeover of French Connection https://www.theguardian.com/business/2021/nov/01/french-connection-shareholders-back-takeover-fashion-chain-private Sample assessment material component 01 questions 10, 16b GCSE Business June 2019 J204/01 questions 18a and 18b <i>Note: an alternative is to teach this topic later after the teaching of the functional areas.</i>	10 to 11

Year 1	Content	Guidance and resources	Weeks
	<p>2.1 The role of marketing</p> <ul style="list-style-type: none"> The purpose of marketing within business 	<p>OCR GCSE (9-1) Business textbook chapter: 2.1</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> Marketing delivery guide The role of marketing learner resource (1) Sample assessment material component 02 synoptic questions 18b, 18d GCSE Business June 2019 J204/01 question 16b 	1 to 2
	<p>2.2 Market research</p> <ul style="list-style-type: none"> The purpose of market research Primary research methods Secondary research sources How appropriate different methods and sources of market research are for different business purposes The use and interpretation of qualitative and quantitative data in market research 	<p>OCR GCSE (9-1) Business textbook chapter: 2.2</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> Marketing delivery guide Market research learner resource (2 and 3) Research affecting types of milk in coffee https://www.bbc.co.uk/news/business-59049400 Sample assessment material component 01 questions 12,15 GCSE Business June 2019 J204/01 question 16a Cambridge National in Enterprise and Marketing R064 June 2019 question 17 	3 to 5
	<p>2.3 Market segmentation</p> <ul style="list-style-type: none"> The use of segmentation to target customers 	<p>OCR GCSE (9-1) Business textbook chapter: 2.3</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> Marketing delivery guide Market segmentation 12 minute Two Teachers YouTube clip Sample assessment material component 01 question 16c GCSE Business June 2019 J204/01 question 16d 	6 to 8

Year 1	Content	Guidance and resources	Weeks
Christmas holiday			

Year 1	Content	Guidance and resources	Weeks
Spring term	<p>2.4 The marketing mix</p> <ul style="list-style-type: none"> • The four Ps of the marketing mix and their importance <ul style="list-style-type: none"> ○ The product ○ The product - stages of the product life cycle ○ Pricing methods ○ Promotion - point of sale ○ Promotion – advertising ○ Place - distribution of products and services • How the four Ps of the marketing mix work together • The use of the marketing mix to inform and implement business decisions • Interpretation of market data 	<p>OCR GCSE (9-1) Business textbook chapter: 2.4</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> • Marketing delivery guide • Marketing a new breakfast cereal learner resource (4) • Kindles and the product life cycle https://www.bbc.co.uk/news/technology-58013362 • Pricing of meal deals https://www.mirror.co.uk/money/tesco-boots-more-meal-deals-24158612 • Ecommerce UK statistics https://www.statista.com/forecasts/891172/e-commerce-arpu-in-the-united-kingdom • GCSE (9-1) Business – Marketing check in test • Sample assessment material component 01 questions 2, 5, 6, 7, 16e, 16f, 18c, 18d • GCSE Business June 2019 J204/01 questions 16 and 16f 	9 to 13
	<p>3.1 The role of human resources</p> <ul style="list-style-type: none"> • The purpose of human resources within business 	<p>OCR GCSE (9-1) Business textbook chapter: 3.1</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> • People delivery guide • Sample assessment material component 02 synoptic question 18b 	15
Spring half term			
Spring term	<p>3.2 Organisational structures and different ways of working</p> <ul style="list-style-type: none"> • Different organisational structures • The terminology of organisation charts 	<p>OCR GCSE (9-1) Business textbook chapter: 3.2</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> • People delivery guide • Organisation charts and ways of working learner resource (1, 2 and 3) 	

Year 1	Content	Guidance and resources	Weeks
	<ul style="list-style-type: none"> Why businesses have different organisational structures Ways of working 	<ul style="list-style-type: none"> Ways of working: growth of gig working <ul style="list-style-type: none"> https://www.theguardian.com/business/2021/nov/05/gig-working-in-england-and-wales-more-than-doubles-in-five-years Sample assessment material component 01 question 9 GCSE Business June 2019 J204/01 question 18d 	
	<p>3.3 Communication in business</p> <ul style="list-style-type: none"> Ways of communicating in a business context The importance of business communications The influence of digital communication on business activity 	<p>OCR GCSE (9-1) Business textbook chapter: 3.3</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> People delivery guide Communication learner resource (4, 5 and 6) Sample assessment material component 01 question 1 GCSE Business June 2019 J204/01 question 17a 	

Year 1	Content	Guidance and resources	Weeks
	<p>3.4 Recruitment and selection</p> <ul style="list-style-type: none"> • Why businesses recruit • The use of different recruitment methods to meet different business needs • Methods of selection 	<p>OCR GCSE (9-1) Business textbook chapter: 3.4</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> • People delivery guide • Job description and selecting staff learner resource (7, 8 and 9) • What might a job at MI5 look like? https://www.prospects.ac.uk/employer-profiles/mi5-5504 • CV as a method of selection http://www.careerexperts.co.uk/job-searching/reel-top-5-things-employers-look-cv?utm_content=buffer9f9a1&utm_medium=social&utm_source=twitter.com&utm_campaign=buffer • Example online careers test <ul style="list-style-type: none"> ◦ http://www.career-test.co.uk/ • Advice on completing application forms from the national careers service https://nationalcareers.service.gov.uk/careers-advice/application-forms • Sample assessment material component 01 question 14, 17a, 17b • GCSE Business June 2019 J204/01 questions 17d and 17e 	
Easter holidays			
Summer term	<p>3.5 Motivation and retention</p> <ul style="list-style-type: none"> • Financial methods of motivation • Non-financial methods of motivation • The importance of employee motivation • The importance of employee retention 	<p>OCR GCSE (9-1) Business textbook chapter: 3.5</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> • People delivery guide • Methods of pay and pay rates learner resource (10 and 11) • Sample assessment material component 01 question 8 • GCSE Business June 2019 J204/01 questions 17b, 17c 	

Year 1	Content	Guidance and resources	Weeks
	<p>3.6 Training and development</p> <ul style="list-style-type: none"> • Different training methods • Why businesses train their workers • Staff development • The benefits to employees and businesses of staff development 	<p>OCR GCSE (9-1) Business textbook chapter: 3.6</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> • People delivery guide • On- or off-the-job training, staff development, and training needs learner resource (12, 13 and 14) • Sample assessment material component 01 questions: 11, 17d • GCSE Business June 2019 J204/01 question 17f <p><i>The order of teaching topics 3.5 and 3.6 can be switched to allow training to follow on directly from recruitment and selection.</i></p>	
	<p>3.7 Employment law</p> <ul style="list-style-type: none"> • The impact of current legislation on recruitment and employment 	<p>OCR GCSE (9-1) Business textbook chapter: 3.7</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> • People delivery guide • Employment law learner resource (15) • GCSE (9-1) Business – people check in test • Sample assessment material component 01 question 17c 	
Summer half term			
Summer term	Business 2: operations, finance and influences on business (J204/02)		
	<p>4.1 Production processes</p> <ul style="list-style-type: none"> • Different production processes and their impact on businesses • The influence of technology on production and the impact on businesses 	<p>OCR GCSE (9-1) Business textbook chapter: 4.1</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> • Operations delivery guide • Which method and organising production learner resource (1 and 2) • YouTube links of production methods • https://www.youtube.com/watch?v=yeEQRpEBIv4 • https://www.youtube.com/watch?v=IxdCRgE2h6A • https://www.youtube.com/watch?v=u2rujM6QKJ8 	

Year 1	Content	Guidance and resources	Weeks
	<p>4.2 Quality of goods and services</p> <ul style="list-style-type: none"> • The concept of quality • Methods of ensuring quality • The important of quality in both the production of products and the provision of services 	<ul style="list-style-type: none"> • Sample assessment material component 02 questions 14, 16b • GCSE Business June 2019 J204/02 questions 15c, 18d <p>OCR GCSE (9-1) Business textbook chapter: 4.2</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> • Operations delivery guide • Quality learner resource (3) • Production processes BusinessEd activity • Sample assessment material component 02 questions 4, 16a • GCSE Business June 2019 J204/02 question 18c 	

Year 2	GCSE Specification	Textbook reference and other resources	Weeks
Autumn term	<p>4.3 The sales process and customer service</p> <ul style="list-style-type: none"> • Methods of selling • The influence of e-commerce on business activity • The importance to a business of good customer service including after-sales service • The contribution of product knowledge and customer engagement to good customer service 	<p>OCR GCSE (9-1) Business textbook chapter: 4.3</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> • Operations delivery guide • E-commerce learner resource (4) • Sample assessment material component 02 questions 1, 10, 18a • GCSE Business June 2019 J204/02 question 18a • Cambridge National in Enterprise and Marketing R064 June 2019 question 19 <p><i>Note: Alternatively, this topic can be taught after 2.4 the marketing mix.</i></p>	1 to 2
	<p>4.4 Consumer law</p> <ul style="list-style-type: none"> • The impact of consumer law on businesses 	<p>OCR GCSE (9-1) Business textbook chapter: 4.4</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> • Operations delivery guide • Consumer protection learner resource (5) • Consumer rights guide from MoneySavingExpert https://www.moneysavingexpert.com/reclaim/consumer-rights-refunds-exchange/ • Sample assessment material component 02 question 11 	3
	<p>4.5 Business location</p> <ul style="list-style-type: none"> • Factors influencing business location 	<p>OCR GCSE (9-1) Business textbook chapter: 4.5</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> • Operations delivery guide • Location learner resource (6 and 7) • Benefits of running a business from home https://www.workingmums.co.uk/running-business-from-home/ 	4 to 5

Year 2	GCSE Specification	Textbook reference and other resources	Weeks
		<ul style="list-style-type: none"> • Sample assessment material component 02 question 17a • GCSE Business June 2019 J204/02 question 16d 	
	4.6 Working with suppliers <ul style="list-style-type: none"> • The role of procurement • The impact of logistical and supply decisions on businesses 	OCR GCSE (9-1) Business textbook chapter: 4.6 Other resources can include: <ul style="list-style-type: none"> • Operations delivery guide • Suppliers learner resource (8 and 9) • GCSE (9-1) Business – operations check in test • Sample assessment material component 02 questions 2, 6 	6 to 8
Autumn half term			
Autumn term	5.1 The role of the finance function <ul style="list-style-type: none"> • The purpose of the finance function • The influence of the finance function on business activity 	OCR GCSE (9-1) Business textbook chapter: 5.1 Other resources can include: <ul style="list-style-type: none"> • Guide to finance calculations https://www.ocr.org.uk/Images/554791-guide-to-finance-calculations.pdf • Finance delivery guide • Finance learner resource (1) • Sample assessment material component 02 synoptic questions 18b 	9-10
	5.2 Sources of finance <ul style="list-style-type: none"> • The reasons businesses need finance • Ways of raising finance 	OCR GCSE (9-1) Business textbook chapter: 5.2 Other resources can include: <ul style="list-style-type: none"> • Finance delivery guide • Sources of finance learner resource (2 and 3) 	11 to 12

Year 2	GCSE Specification	Textbook reference and other resources	Weeks
	<ul style="list-style-type: none"> How and why different sources of finance are suitable for new and established businesses 	<ul style="list-style-type: none"> Learners could be shown an episode of Dragons Den such as this one with a 14- and 12-year-old presenting https://www.youtube.com/watch?v=sYeeOarxfng Sample assessment material component 02 questions 12, 17e Cambridge National in Enterprise and Marketing R064 June 2019 question 21 	
	<p>5.3 Revenue, costs, profit and loss</p> <ul style="list-style-type: none"> The concept of revenue, costs and profit and loss in business and their importance in business decision-making The different costs in operating a business Calculation of costs and revenue Calculation of profit/loss Calculation and interpretation of profitability ratios Calculation and interpretation of average rate of return 	<p>OCR GCSE (9-1) Business textbook chapter: 5.3</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> Finance delivery guide Ratios learner and teacher resource (4, 5 and 6) ARR learner and teacher resource (7) 10-minute understanding revenue and costs YouTube video https://www.youtube.com/watch?v=shVZftWN7pk Sample assessment material component 02 questions 3, 9, 13, 15, 17b, 17d GCSE Business June 2019 J204/02 questions 17a – 17d <p><i>Note: this can be a continuation of the introduction from the autumn term of year one.</i></p>	13 to 15
Christmas holiday			
Spring term	<p>5.4 Break-even</p> <ul style="list-style-type: none"> The concept of break-even Simple calculation of break-even quantity The usefulness of break-even in business decision making 	<p>OCR GCSE (9-1) Business textbook chapter: 5.4</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> Finance delivery guide Break-even learner and teacher resource (8) 	16 to 18

Year 2	GCSE Specification	Textbook reference and other resources	Weeks
		<ul style="list-style-type: none"> Break-even for a new business https://www.startuploans.co.uk/business-advice/how-to-calculate-break-even-point/ Sample assessment material component 02 question 17c Cambridge National in Enterprise and Marketing R064 June 2019 question 23 	
	<p>5.5 Cash and cash flow</p> <ul style="list-style-type: none"> The importance of cash to a business The difference between cash and profit The usefulness of cash flow forecasting to a business Completion of cash flow forecasts 	<p>OCR GCSE (9-1) Business textbook chapter: 5.5</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> Finance delivery guide Cash flow learner and teacher resource (9, 10 and 11) GCSE (9-1) Business – finance check in test Cash flow quiz http://www.bbc.co.uk/education/guides/z67mpv4/test Sample assessment material component 02 question 7 	19 to 21
	<p>6.1 Ethical and environmental considerations</p> <ul style="list-style-type: none"> Ethical considerations and their impact on businesses Environmental considerations and their impact on businesses 	<p>OCR GCSE (9-1) Business textbook chapter: 6.1</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> Influences in business delivery guide Influences in business learner and teacher resource (1 and 2) Environmental considerations of supermarket fridges https://www.bbc.co.uk/news/av/uk-wales-59182837 How will firms achieve net-zero https://www.bbc.co.uk/news/business-59136214 Sample assessment material component 02 question 18c and synoptic question 18b GCSE Business June 2019 J204/02 questions 16a and 16b 	1 to 4
Spring half term			

Year 2	GCSE Specification	Textbook reference and other resources	Weeks
Spring term	6.2 The economic climate <ul style="list-style-type: none"> The economic climate and its impact on businesses 	OCR GCSE (9-1) Business textbook chapter: 6.2 Other resources can include: <ul style="list-style-type: none"> Influences in business delivery guide Consumer income learner and teacher resource (3 and 4) ONS figures on UK employment and unemployment https://www.ons.gov.uk/employmentandlabourmarket/peopleinwork/employmentandemployeetypes/bulletins/employmentintheuk/previousReleases Sample assessment material component 02 synoptic questions 18b 	5 to 8
	6.3 Globalisation <ul style="list-style-type: none"> The concept of globalisation The impact of globalisation on businesses 	OCR GCSE (9-1) Business textbook chapter: 6.3 Other resources can include: <ul style="list-style-type: none"> Influences in business delivery guide Globalisation learner resource (5 and 6) GCSE (9-1) Business – influences check in test List of UK's largest companies. Learners can research which ones are multinational https://en.wikipedia.org/wiki/List_of_largest_companies_in_the_United_Kingdom 	9 to 11
Easter holidays			

Year 2	GCSE Specification	Textbook reference and other resources	Weeks
Summer term	<p>7. The interdependent nature of business</p> <ul style="list-style-type: none"> the interdependent nature of business operations, finance, marketing and human resources within a business context how these interdependencies underpin business decision-making the impact of risk and reward on business activity the use of financial information in measuring and understanding business performance and decision-making 	<p>OCR GCSE (9-1) Business textbook chapter: 7</p> <p>Other resources can include:</p> <ul style="list-style-type: none"> The interdependent nature of business delivery guide The interdependent nature of business learner resource GCSE (9-1) Business – interdependence check in test Sample assessment material component 02 questions 5, 18b, 18d GCSE Business June 2019 J204/02 questions 15, 18e <p><i>Note: this section can be used to bring together previously taught topics and consider how one part of the business can affect other parts of the business and the performance of the organisation as a whole.</i></p>	12 to 16
Revision			
Summer half term			

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