Hayesfield GIRLS' SCHOOL | MIXED SIXTH

Business & Economics Curriculum Booklet 2026-27

Head of Faculty: Christopher Morgan

Subject Curriculum Intent:

Entrepreneurship is living a few years of life like most people won't, so that you can spend the rest of your life like most people can't.

Hayesfield School and Mixed Sixth Form is an all girls school and mixed comprehensive sixth form, taking girls and boys from the City of Bath and its surrounding rural towns and villages.

KS4: NCFE Business and Enterprise (Technical Award)

At GCSE we offer the NCFE Technical Award in Business and Enterprise which is a vocational qualification that is accessible to a wide range of students. The qualification has been selected due to the broad range of topics within the qualification and the dynamic nature of the unit breakdown. Throughout the qualification the students will have the opportunity to develop a broad and balanced understanding of the functional areas within a business and how they operate. This is a brand new specification from September 2023.

KS5: BTEC Level 3 Business/Edexcel Economics (Spec A)

We have chosen to offer two qualifications that cater to the needs of a wide range of students. We offer both the BTEC Level 3 Business and the Edexcel Economics Specification A. Our students arrive with a varying range of experiences of Business and Economics from their secondary school. Over the summer students embark on a transition project that aims to support students to prepare for the challenges of both qualifications. Students will go on to take up a role within an organisation in their future lives. Both BTEC Level 3 Business and Edexcel Economics will give students an insight into how these organisations function effectively and the implications of the economy on the three economic agents. Students will learn how to assess business and economic performance to make decisions on how to improve business performance. Such decisions will shape the business strategy and students will learn how to implement strategic decisions and manage change effectively in the second year of the course. Students will develop analytical, decision making and evaluative skills that can be transferred directly into the workplace or at degree level. Due to the many transferable skills a business and economics student will develop, this course equips students to go on to study many other subjects at university successfully.

Subject Curriculum Implementation:

In Business and Economics students make progress by learning and remembering in a more complex way as they journey through the curriculum. We have created our own resources for all of the specifications on offer, differentiated by ability (target grade) and used by all teachers. We attended training courses and looked at research to create these resources and we believe that these match the requirements of the following courses; NCFE Business and Enterprise, BTEC Level 3 Business and Edexcel Economics (Specification A) A level specification.

Assessment is through low-stakes quizzes, which focus on topics and vocabulary learning. We also have grammar tests to ensure that knowledge is being embedded and revisited across the year. At the end of each term students sit a formal assessment covering all the skills required by each of the examination boards.
Our recovery curriculum focuses on identifying gaps and putting systems and processes in place to ensure all our students can access the full curriculum and achieve their best. We are focussing on language skills and recall memory using a variety of digital revision systems and interleaving techniques. We also offer a weekly support session to ensure students develop exam technique and are supported with their course work units.

NCFE Business and Enterprise (Technical Award)

The delivery of the qualification involves staff teaching the eight content areas in Year 10. Following the full delivery of the content areas there will be time allocated to embed the knowledge and give time to applying the knowledge to an examination. At the end of Year 10 students will sit a full examination paper that is representative of their external assessment that will take place in May/June of Year 11. The controlled assessment will be delivered and completed in Term 1 - 3 of Year 11 **(worth 60% of qualification).** Following the completion of the controlled assessment the staff will revert back to focusing on the external examination. Students will sit two further mock examinations prior to their final end of qualification external assessment **(40% of qualification).** Throughout the course students will be using a **revision guide** to support knowledge retention and an **assessment booklet** to develop and practise their exam technique. The **DTTR revision model** will be used consistently throughout the qualification to support students retain knowledge. **Interleaving** is consistently used in the **'Do it now' tasks and low stake assessments.**

BTEC Level 3 Business

The delivery of the qualification requires students to complete two units in Year 12 and a further two units in Year 12. The units are linked to different functional areas of a business and include; enterprise, marketing, finance and human resource management.. **Reading** is promoted throughout a student's journey through a recommended reading list and regular links to relevant articles. There has been a big focus on developing the **literacy** provision. Both examined components have a support booklet that includes key terminology and subject specific literacy support. **Numeracy** is promoted in the subject from the very first lesson. Students complete a numeracy assessment at the beginning of the finance unit. This assessment allows staff to identify students that require intervention. **SEND** students are supported with the offering of a weekly intervention. Throughout the year students are invited to attend a lunch time support session. The support session has several key foci throughout the academic year; including the development of examination skills or course work catch up support. The **Unpackaging** of learning takes place in many forms. Within the examined components students are supported with the PEACE/AJIM examination framework and model answers for each topic area. There is also a key focus on breaking down the command terms to ensure

students are meeting the relevant exam assessment criteria. Throughout the course work units, the lesson resources are broken down into chunks and include scaffolded support to achieve each relevant pass/merit/distinction task.

Edexcel Economics (Specification A)

The delivery of the qualification follows a SOL whereby students prepare for 3 examination papers. In both Year 12 and Year 13 the delivery of the content is completed by teachers who specialise in each given area of the subject. The final paper (Paper 3) is a synoptic assessment that assesses the students on key content across all four themes. Students are required to apply their knowledge and understanding, make connections and transfer higher-order skills across all four themes. **Reading** is promoted throughout a student's journey through a recommended reading list and regular links to relevant articles. There has been a big focus on developing the **literacy** provision. For each theme within the specification students are provided with PMT support booklets that cover all the key terminology and relevant literacy information needed for the course. **Numeracy** is promoted in the subject via the use of regular quantitative skills-based assessment questions. Due to the nature of the course, data analysis is a key skill needed to be successful. As a result, students are regularly assessed in the form of exam skills and knowledge recall tests. The use of interleaving is also used to ensure students are making the cross-topic links required for the final synoptic unit. **SEND** students are supported with the use of several help booklets. The PMT booklets allow students to have a central base of all key terminology. The use of these booklets also allows students to focus on the lesson content rather than note taking. Students also have access to a diagram booklet that supports the key element of economics. The booklet is concise and clearly highlights which diagrams should be used to support a given economic situation/point of analysis. **Unpackaging** of learning takes place in many forms. Within the examined components students are supported with an examination framework and model answers for each topic area. There is also a key focus on breaking down the command terms to ensure students are meeting the relevant exam assessment criteria.

Allocated Curriculum Time:

	Year 10/11	Year 12	Year 13
Fortnightly lesson allocation	5	8	8

Specification: NCFE Business and Enterprise
Level ½ Extended Certificate
(New Spec Sept 22)

Term	Curriculum Foci Areas
1	**CA1: Entrepreneurship, business organisation and the importance of stakeholders** Students will develop the knowledge and understanding of business aims and objectives and what it means to be an entrepreneur **Learning tasks:** ● Entrepreneur ● Aims and objectives ● Ownership struct **Assessment 1: Enterprise knowledge recall test – 1 hour**
2	**CA2: Understand the marketing mix, market research, market types and orientation types** Learners will develop the knowledge and understanding of the marketing mix, market research and market types **Learning tasks:** ● Marketing mix ● Market research and markets **Assessment 2: Marketing exam skills – 1 hour**
3	**CA3: Human Resources** Learners will develop the knowledge and understanding of human resources, staff development and motivation **Learning tasks:** ● Human resources ● Staff Development ● Motivation **CA4: Operations management** Students will develop the knowledge and understanding of outsourcing, lean production and quality control **Learning tasks:** ● Outsourcing ● Learn production ● Quality control **Assessment 3: Human Resources and Operations exam – 1 hour**
4	**CA5: Business Growth** Learners will develop the knowledge and understanding of business growth and the ways in which a business can grow **Learning tasks:** **● Internal Growth** **● External Growth**

	● **Efficiencies** **CA6: Finance** Learners will develop the knowledge and understanding of financial requirements within an organisation: **Learning tasks:** ● **Funding Types** ● **Financial Terms and Calculations** ● **Costs, liabilities and assets** ● **Financial Documents** ● **Ratio Analysis** ● **Cash Flow Management** **Assessment 4: Finance Test – 1 hour**
5	**CA7: Internal and external influences** Students will develop the knowledge and understanding of the internal and external influences on a business **Learning tasks:** ● Customer service ● PESTLE **CA8: Research, resource planning and growth** Students will develop the knowledge and understanding of business research and resource planning to support a new business enterprise **Learning tasks:** ● Business research ● Resource planning ● Business growth **Assessment 5: End of unit knowledge test**
6	**Unit 1: Introduction to Business** Students will develop their examination skills throughout the final term of Year 10 Learning tasks: ● DTTR used to develop knowledge retention ● Students receive a range of bespoke lessons focused on developing exam skills ● A01, A02, A03 explored in detail using PEACE ● PLC/Revision Checklist used to inform progress ● End of unit knowledge recall test ● Mock 1 **Mock Exam 1 (End of Term 6)**

Year 11: Business and Enterprise

Term	Curriculum Foci Areas
1-3	**Controlled assessment (21 hours)** Learners will prepare for and begin their controlled assessment. The assessment will be worth 60% of the overall qualification. **Learning tasks:** ● Analysis of pre-release case study ● Teacher presentation on key findings ● Students start controlled assessment (controlled conditions) **Formal external assessment details** ● Controlled assessment ● 21 hours (26.25 hours ET)
4	**Unit 1: Introduction to Business** Mock 2 Revision for the final examination
5	**Revision and Exams**

Component	Weighting	Content	Proposed Date of Examination
1 (Written Exam) 90 minutes (112 minutes Extra Time)	40%	**Unit 1: Introduction to Business** ● CA1: Understanding entrepreneurship, business organisation and the importance of stakeholders ● CA2: Understand the marketing mix, market research, market types and orientation types ● CA3: Human Resources ● CA4: Understand operations management ● CA5: Business Growth ● CA6: Finance ● CA7: Impact of external environment ● CA8: Business Planning	Examination date: June of Year 11
2 (Controlled Assessment)	60%	**Unit 2: Developing a Business** ● AO1: Recall knowledge and show understanding ● AO2: Apply knowledge and understanding ● AO3 – Analyse and evaluate knowledge and understanding ● AO4 – Demonstrate and apply technical skills and processes ● AO5 – Manage and evaluate the project	September-March (Y11)

Key Stage 4 (Use the information on your faculty web page and your info to help populate this section)
http://www.hayesfield.com/index.php/gcse-academic-support/

How to support your son/daughter with his/her learning:

- Discuss business in the news
- Discuss changes in the UK economy

Useful resources:

- https://www.qualhub.co.uk/qualification-search/qualification-detail/ncfe-level-12-technical-award-in-business-and-enterprise-4594
- Revision guide: https://www.amazon.co.uk/Level-Technical-Award-Business-Enterprise/dp/1510456783

Please see exam board websites for up to date information:
NCFE Level 1/2 Technical Award in Business and Enterprise (603/7004/X).

Year 12

Exam Board: Edexcel

Specification: BTEC Level 3 Business

Term	Curriculum Foci Areas	
1	**Unit 1: Exploring Business** A Explore the features of different businesses and analyse what makes them successful B Investigate how businesses are organised **Unit 2: Marketing Campaign** A Introduction to the principles and purposes of marketing that underpin the creation of a rationale for a marketing campaign B Using information to develop the rationale for a marketing campaign	**Assessment details** ● Unit 2 Knowledge Test ● 40 marks ● 1 hour

2	**Unit 1: Exploring Business** C Examine the environment in which businesses operate **Unit 2: Marketing Campaign** C Planning and developing a marketing campaign	**Assessment details** ● Unit 1 Assignment 1
3	**Unit 1: Exploring Business** D Examine business markets **Unit 2: Marketing Campaign** C Planning and developing a marketing campaign	**Assessment details** ● Unit 1 Assignment 2
4	**Unit 1: Exploring Business** E Investigate the role and contribution of innovation and enterprise to business success. **Unit 2: Marketing Campaign** C Planning and developing a marketing campaign	**Assessment details** ● Unit 1 Assignment 3
5	**Unit 2: Marketing Campaign** Implementation of all unit content- Mock NEA	**Assessment details** ● Unit 2 Mock NEA
6	**Unit 3: Personal and Business Finance** A Understand the importance of managing personal finance	**Assessment details** ● Unit 3 Knowledge Test ● 40 marks ● 1 hour

Year 13 (Use your Programme of Study information to populate these tables)

Term	Curriculum Foci Areas	
1	**Unit 3: Personal and Business Finance** A Understand the importance of managing personal finance B Explore the personal finance sector C Understand the purpose of accounting	**Assessment details** ● Unit 3 Assessment ● 40 marks ● 1 hour

2	**Unit 3: Personal and Business Finance** D Select and evaluate different sources of business finance E Break-even and cash flow forecasts F Complete statements of comprehensive income and financial position and evaluate a business's performance	**Assessment details** ● Unit 3 Mock Exam ● 1hr 30
3	**Unit 8: Recruitment and Selection** A Examine how effective recruitment and selection contribute to business success	**Assessment details** ● Unit 8 Assignment 1
4	**Unit 8: Recruitment and Selection** B Undertake a recruitment activity to demonstrate the processes leading to a successful job offer C Reflect on the recruitment and selection process and your individual performance	**Assessment details** ● Unit 8 Assignment 2
5	**Revision and Exams**	

Revision and Support: (Use the information on your faculty web page and your info to help populate this section
http://www.hayesfield.com/index.php/gcse-academic-support/

How to support your son/daughter with his/her learning:

- Keep abreast of economic developments by watching the news and other current affair programmes
- Watch the BBC's Apprentice and C4 Dispatches series
- Visit the Museum of Bath at Work

Useful resources:
Recommended revision guide, websites, textbooks etc. (give as bullet points)

- **Shoe Dog**, Philip Knight
- **Freakonomics**, Stephen Dubner and Steven Levitt
- **Bounce**, Matthew Syed
- **The Chimp Paradox**, Steve Peters

Final Assessment Structure:

Component	Weighting	Content	Proposed Date of Examination
Unit 1 **Exploring Business**	25%	In this introductory unit, learners study the purposes of different businesses, their structure, the effect of the external environment, and how they need to be dynamic and innovative to survive. **Learning aims In this unit you will:** ● A Explore the features of different businesses and analyse what makes them successful ● B Investigate how businesses are organised ● C Examine the environment in which businesses operate ● D Examine business markets ● E Investigate the role and contribution of innovation and enterprise to business success.	Course Work Term 1-4 (Year 12)
Unit 2 **Developing a marketing campaign**	25%	Learners will gain skills relating to, and an understanding of, how a marketing campaign is developed. ● The assessment is set and marked by Pearson. ● The number of marks for the unit is 70. ● The assessment availability is twice a year in December/January and May/June. ● Sample assessment materials will be available to help centres prepare learners for assessment	NEA May (Year 12)
Unit 3: Entrepreneurial Opportunities	25%	Learners study the purpose and importance of personal and business finance. They will develop the skills and knowledge needed to understand, analyse and prepare financial information. **Summary of assessment** This unit is assessed by a written examination set by Pearson. The examination will be two hours in length. The number of marks for the examination is 80. (Section A contains questions on the personal finance unit content and approximately one-third of the marks, and Section B contains questions on the business finance unit content and approximately two-thirds of the marks). The assessment availability is twice a year in January and May/June. The first assessment is available in June 2017. Sample assessment	Exam Jan (Year 13)

		materials will be available to help centres prepare learners for assessment.	
Unit 8 Recruitment and selection	25%	Learners explore how the recruitment process is carried out in a business. The unit gives learners the opportunity to participate in selection interviews and review their performance. **Learning aims** In this unit you will: A Examine how effective recruitment and selection contribute to business success B Undertake a recruitment activity to demonstrate the processes leading to a successful job offer C Reflect on the recruitment and selection process and your individual performance	Course Work Term 3-5 (Year 13)

Year 12 (Economics)
Exam Board: Edexcel
Specification: Economics (Specification A)

Term	Curriculum Foci Areas	
1	**Micro Topic: Role of markets** ● Introduction to the economic problem/ economics as a science ● Underlying assumptions of rational economic decision making **Macro Topic: Macro objectives** ● Introduction to Circular Flow of income (AD= C+G+X+(X-M) and the four macroeconomic objectives	**Assessment details** ● Quantitative skills and short answer questions ● 1 hour
2	**Micro Topic: Demand** ● The distinction between movements along a demand curve ● Factors that cause a shift in the demand curve ● Understand the different elasticities of demand **Macro Topic: AD/AS** ● Understand Aggregate Demand, Aggregate Supply and LRAS ● To understand the measures and types of unemployment ● To understand the impact of unemployment on economic agents	**Assessment details** ● Analytical Skills ● 1 hour

3	**Micro Topic: Supply** ● The distinction between movements along a supply curve ● Factors that cause a shift in the supply curve ● Understand the different elasticities of supply **Macro Topic: Macro objectives in depth** ● Understand inflation, deflation, disinflation and the causes ● Understand the process of calculating CPI ● Understand the importance of the balance of payments	**Assessment details** ● Evaluative essay ● 25 marks ● 45 minutes
4	**Micro Topic: Price** ● Equilibrium price and quantity and how they are determined ● The use of supply and demand diagrams **Macro Topic: Fiscal and Monetary Policy** ● Understand Fiscal policy ● Understand Monetary Policy	**Assessment details** ● Quantitative skills and evaluative essay ● 1 hour
5	**Mock Exam Preparation** ● Supply side policy ● Recap all Year 12 topics to date	**Assessment details** ● Mock Exam ● 2 x 90 minutes
6	**Micro Topic: Competition** ● Be aware of the types of market failure and reasons for failure ● Understand the need for government intervention **Macro Topic: Policy Conflicts and Trade Offs** ● Understand Policy Conflicts and trade-offs	**Assessment details** ● Quantitative skills ● and Evaluate essay ● 1 hour

Year 13 (Use your Programme of Study information to populate these tables)

Term	Curriculum Foci Areas	
1	**Micro Topic: Business** ● Understand the reasons for growth and methods of growth ● Understand the different business objectives ● Be able to calculate and understand revenue, cost and profit **Macro Topic: International Trade** ● Understand the impact of globalisation ● Understand the importance of trade and patterns of trade	**Assessment details** ● Quantitative skills and short answer questions ● 1 hour
2	**Micro Topic: Market Structures** ● Understand the different market structures and the impact they have on revenue, cost and profit **Macro Topic: International Trade 2** ● Understand the impact of exchange rates on economies ● Be aware of the emerging and developing economies ● Understand the different types of efficiencies ● Be able to apply diagrams to the different market structures	**Assessment details** ● Analytical skills ● 1 hour
3	**Micro Topic: Labour Market** ● Understand the factors that impact the demand/supply for labour	**Assessment details** ● Mock exam ● 2 x 2 hour

	● Be able to explain wage determination in competitive and non-competitive markets **Macro Topic: Development Economics** ● Understand the different types of poverty and the impact inequality has on a given society	
4	**Micro Topic: Government Intervention** ● Be able to explain the different types of intervention ● Understand the impact of government intervention ● Understand the limits of government intervention **Macro Topic: Role of money and the financial sector** ● Understand the role of financial markets and impact of failure ● Understand the role of central banks ● Understand the role of the state in the macroeconomy (4.5)	**Assessment details** ● Paper 3 exam ● 2 hour
5	**Revision and Exams**	

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Useful resources:
Recommended revision guide, websites, textbooks etc. (give as bullet points)

- **PMT Economic Booklets**
- **CGP Economics Textbook**
- **Edexcel Revision Guides (1-4)**

Final Assessment Structure:

Component	Weighting	Content	Proposed Date of Examination
Paper 1: Micro	1/3	This examination includes all micro content covered throughout Year 12 and Year 13. ● Theme 1 (1.1-1.4) ● Theme 3 (3.1-3.6)	Summer (Year 13)
Paper 2: Macro	1/3	This examination includes all macro content covered throughout Year 12 and Year 13. ● Theme 2 (2.1-2.6) ● Theme 4 (4.1-4.5)	Summer (Year 13)
Paper 3: Combo	1/3	This is a synoptic unit to assess the students' knowledge of all micro and macro content covered throughout Year 12 and Year 13. ● Theme 1 (1.1-1.4) ● Theme 2 (2.1-2.6) ● Theme 3 (3.1-3.6) ● Theme 4 (4.1-4.5)	Summer (Year 13)

https://qualifications.pearson.com/en/qualifications/edexcel-a-levels/economics-a-2015.html