

AQA GCSE Business (8132) Scheme of Work

Units include learning content and suggested classroom activities.

Business in the Real World

Topic	What Pupils Will Learn	Suggested Activities
Purpose of Business	Understand why businesses exist, goods/services, needs and wants.	Business hunt, classify goods and services.
Entrepreneurs	Characteristics and motivations of entrepreneurs.	Entrepreneur profile research, pitch activity.
Business Ownership	Compare sole traders, partnerships, LTDs, PLCs.	Ownership decision scenarios.
Aims and Objectives	Write and assess SMART objectives.	SMART objective challenge.
Stakeholders	Identify stakeholders and conflicts.	Role play and debate.
Location, Planning and Growth	Location decisions and growth methods.	Location challenge and franchise research.

Influences on Business

Topic	What Pupils Will Learn	Suggested Activities
Technology	Impact on productivity and customers.	Technology impact carousel.
Ethics and Environment	Ethical and sustainable decisions.	Fairtrade investigation.
Economic Climate	Inflation, interest rates and spending.	News analysis.
Globalisation and Legislation	International trade and law.	Case study tasks.

Business Operations

Topic	What Pupils Will Learn	Suggested Activities
Production Methods	Job, batch and flow production.	Production simulation.
Quality	Quality assurance and control.	Quality inspection exercise.

Customer Service	Importance of customer satisfaction.	Mystery shopper task.
Procurement and Stock	Supplier choice and stock control.	Stock control simulation.

Human Resources

Topic	What Pupils Will Learn	Suggested Activities
Organisation Structures	Hierarchy and span of control.	Organisation chart task.
Recruitment and Selection	Hiring process and methods.	Mock interviews.
Training	On/off the job training.	Training matching activity.
Motivation and Law	Motivating staff and employment law.	Tribunal role play.

Marketing

Topic	What Pupils Will Learn	Suggested Activities
Market Research	Primary and secondary research.	Questionnaire project.
Segmentation	Customer groups.	Card sort.
Marketing Mix	Product, price, place, promotion.	Marketing consultancy challenge.
Promotion	Advertising methods.	Create campaign.

Finance

Topic	What Pupils Will Learn	Suggested Activities
Sources of Finance	Internal and external finance.	Finance decision challenge.
Revenue Costs and Profit	Business calculations.	Maths carousel.
Break-even	Calculate and interpret break-even.	Break-even workshop.
Cash Flow	Forecasts and improvements.	Cash flow simulation.