AQA 8132 | EDEXCEL 1BS0

GCSE BUSINESS

THE COMPLETE YEAR

FREE SAMPLE | WEEK 1 OF 30 | YEAR 10

WHAT IS INSIDE

- **Six units, thirty weeks**
  the Year 10 teaching year, sequenced for both boards
- **60 taught lessons**
  objectives, timings, tasks, data and full answers
- **30 practice hours**
  run from six question banks, 72 questions with answers
- **Six unit assessments**
  270 marks with complete mark schemes
- **30 retrieval starters**
  150 questions with answers, interleaved on purpose
- **60 student sheets**
  the same tasks with the answers removed, ready to photocopy
- **Dual specification codes**
  AQA 8132 and Edexcel 1BS0 on every lesson
- **Word and PowerPoint**
  edit every page, project every starter

PRINT AND TEACH | STUDENT SHEETS INCLUDED | FULLY EDITABLE

Year 10, the first year of the GCSE. Both board codes on every lesson.

Sakari Laajoki

HOW THIS YEAR WORKS

READ THIS FIRST

This is a full teaching year for GCSE Business: 30 weeks, planned at three timetabled hours a week. Every week has two taught lessons, written out on one page each with objectives, timings, a main task and full answers, and a third hour that runs on the unit question bank, the weekly retrieval starter and, at the end of each unit, the unit assessment. Everything needed for the third hour is inside this pack, so the year holds together without any other resource.

If you teach two hours a week. Run the two taught lessons in class and set the question bank as the homework programme. The assessments then sit in the taught hour of the final week of each unit. Nothing else needs changing.

WHICH SPECIFICATION IS THIS FOR, AND WHAT IT COVERS

Written for AQA 8132 and Edexcel 1BS0. Every lesson header carries a reference for both boards. This is my Year 10 route through the first year of the two year GCSE. Neither board prescribes a teaching order or assigns content to a year: AQA states only that the specification is designed to be taken over two years and is linear, and Edexcel states only that students must complete all assessment in May/June in any single year.

Covered in full. Edexcel 1BS0 Theme 1, Investigating small business, complete: 1.1 Enterprise and entrepreneurship, 1.2 Spotting a business opportunity, 1.3 Putting a business idea into practice, 1.4 Making the business effective, 1.5 Understanding external influences. AQA 8132: 3.1 Business in the real world and 3.2 Influences on business in full, plus 3.5.1 to 3.5.4 Marketing and 3.6.1 to 3.6.3 Finance, and the profit margin calculations from 3.6.4. AQA does not divide 3.5 or 3.6 by year, so that split is mine. Left out of those AQA sections: loss leader pricing, average rate of return, and the financial statements part of 3.6.4.

Left for the second year, on purpose. AQA 3.3 Business operations and 3.4 Human resources, and most of Edexcel Theme 2. Eight lessons do reach into Edexcel Theme 2, because AQA files the same material inside its own first sections: profit margins (Edexcel 2.4.1) in week 15, the product life cycle (2.2.1) in week 17, pricing strategies (2.2.2) in week 18, ethics and the environment (2.1.4) in week 27, globalisation (2.1.3) in week 28 and business growth (2.1.1) in week 29. Each carries its Theme 2 code in its header, and Edexcel classes can move any of them. A ninth, economies of scale in week 29, is not on the Edexcel specification in either theme. This pack does not claim to cover the whole GCSE, and it says so wherever a lesson touches the border.

THE WEEKLY RHYTHM

Hour	What happens	Where the material is
Lesson 1	Taught lesson. Retrieval starter, then new content with a worked task and full answers.	The lesson page for that week, plus the starter slide in the PowerPoint.
Lesson 2	Taught lesson. Same shape, second topic of the week.	The second lesson page for that week.
Hour 3	Practice hour. Students work the unit question bank in timed conditions, then mark from the answers. In assessment weeks this hour is the unit test.	The question bank inside each unit, and the unit assessment at the end of it.

THE YEAR AT A GLANCE

ALL SIX UNITS

Unit	Weeks	AQA 8132	Edexcel 1BS0	Assessed by
1. Enterprise and the business idea	1 to 5	3.1.1 The purpose and nature of business, 3.1.2 Business ownership, 3.1.3 Business aims and objectives, 3.6.1 Sources of finance	1.1 Enterprise and entrepreneurship, with 1.3.1 aims and objectives and 1.4.1 franchising	40 marks, week 5
2. Spotting the opportunity: customers and markets	6 to 10	3.5.1 Identifying and understanding customers, 3.5.2 Segmentation, 3.5.3 Market research, 3.2.6 The competitive environment	1.2 Spotting a business opportunity, complete	40 marks, week 10
3. Putting the idea into practice: the money	11 to 15	3.6.1 Sources of finance, 3.6.2 Cash flow, 3.6.3 Financial terms and calculations	1.3 Putting a business idea into practice, complete	45 marks, week 15
4. Making the business effective	16 to 20	3.1.2 Business ownership, 3.1.5 Business location, 3.1.6 Business planning, 3.5.4 The marketing mix	1.4 Making the business effective, complete	45 marks, week 20
5. The economy, technology and the law	21 to 25	3.2.1 Technology, 3.2.3 The economic climate, 3.2.4 Globalisation, 3.2.5 Legislation, 3.2.6 The competitive environment	1.5.2 Technology, 1.5.3 Legislation, 1.5.4 The economy	50 marks, week 25
6. Stakeholders, ethics and growth	26 to 30	3.1.4 Stakeholders, 3.1.7 Expanding a business, 3.2.2 Ethical and environmental considerations, 3.2.4 Globalisation	1.5.1 Business stakeholders, 1.5.5 External influences, plus Theme 2 brought forward to match AQA: 2.1.4 ethics and environment (week 27), 2.1.3 globalisation (week 28), 2.1.1 growth (week 29)	50 marks, week 30

THE ASSESSMENT CALENDAR

Week	Milestone
1	Course opens. Baseline habits set in the first retrieval starter.
5	Unit 1 assessment, 40 marks. First data point for every student.
10	Unit 2 assessment, 40 marks.
15	Unit 3 assessment, 45 marks. Half year review against the tracker.
20	Unit 4 assessment, 45 marks.
25	Unit 5 assessment, 50 marks.
30	Unit 6 assessment, 50 marks. The year closes with the full tracker picture: 270 assessed marks across six units.

THE TRACKER

One row per student, one column per unit assessment. Record percentages, not raw marks, because the papers carry different totals. A student whose percentage falls twice in a row gets a conversation before the next unit opens, using the question bank of the weaker unit as the repair material.

Student	U1	U2	U3	U4	U5	U6	Trend

UNIT 1: ENTERPRISE AND THE BUSINESS IDEA

WEEKS 1 to 5

AQA 3.1.1 The purpose and nature of business, 3.1.2 Business ownership, 3.1.3 Business aims and objectives, 3.6.1 Sources of finance. Edexcel 1.1 Enterprise and entrepreneurship, with 1.3.1 aims and objectives and 1.4.1 franchising.

Where the course begins: why businesses exist at all, what an entrepreneur actually risks, how added value is created and measured, and how a vague intention becomes an aim a class can test. The unit closes with the first 40 mark assessment, which doubles as the baseline for the year.

Runs on: Unit 1 question bank, retrieval starters for weeks 1 to 5, Unit 1 assessment and mark scheme.

W1L1 · WHY BUSINESSES EXIST

AQA 3.1.1, 3.6.3 | EDEXCEL 1.1.3, 1.3.2

Objective. Explain what business activity is for, and calculate revenue, costs, profit and added value.

The hour: 10 starter and review, 20 teaching, 25 on the task below, 5 checking the objective.

- Every business turns inputs into something a customer will pay more for than the inputs cost.
- Revenue is price times quantity. Costs split into fixed, which do not move with output, and variable, which do.
- Profit is revenue minus total costs. It is not the money in the till, and students will say it is.
- Added value is selling price minus the bought in cost. Wages and rent are paid out of it, so it is always larger than profit.

THE TASK: BRIDGE STREET BAKERY

Bridge Street Bakery sells sourdough loaves. In a typical week it sells 640 loaves at £3.20 each. Flour, water, salt and packaging cost £1.05 a loaf. Rent, the oven lease and wages come to £540 a week.

Item	Figure
Selling price per loaf	£3.20
Loaves sold per week	640
Bought in cost per loaf	£1.05
Fixed costs per week	£540

#	Question	Marks
1	Calculate the bakery's weekly revenue.	(2)
2	Calculate total weekly costs.	(2)
3	Calculate weekly profit.	(2)
4	Calculate added value per loaf, then explain why it is larger than profit per loaf.	(3)

#	Answer	Working and guidance
1	**£2,048**	£3.20 × 640.
2	**£1,212**	Variable £1.05 × 640 = £672, plus fixed £540.
3	**£836**	£2,048 minus £1,212.
4	**£2.15 a loaf, £1,376 in total**	£3.20 minus £1.05. It is larger than profit because the fixed £540 of rent, lease and wages is still to be paid out of it.

W1L2 · THE ENTREPRENEUR, RISK AND REWARD

AQA 3.1.1 | EDEXCEL 1.1.2

Objective. Describe what an entrepreneur does, and calculate the opportunity cost of starting a business.
The hour: 10 starter and review, 20 teaching, 25 on the task below, 5 checking the objective.

- The entrepreneur organises the other resources, puts money at risk and decides without knowing the outcome.
- Opportunity cost is the next best alternative given up. For a founder it is usually a salary, and often savings interest too.
- Rewards are not only profit: independence, control of hours, and building something owned rather than rented out.
- Risk is real and specific: lost savings, no income for a year, and a personal reputation attached to the failure.

THE TASK: WHAT LEAVING ACTUALLY COSTS

Priya leaves a job paying £24,500 a year to open a dog grooming salon. She also moves £12,000 of savings, which were earning 3.5% a year in interest, into the business.

Item	Figure
Salary given up	£24,500
Savings moved into the business	£12,000
Interest rate on those savings	3.5%

#	Question	Marks
1	Calculate the interest Priya gives up in year one.	(2)
2	Calculate her total opportunity cost for year one.	(2)
3	Explain one non financial reward that might still make this a sensible decision.	(3)
4	Explain one risk Priya takes that an employee does not.	(3)

#	Answer	Working and guidance
1	**£420**	3.5% of £12,000.
2	**£24,920**	Salary £24,500 plus interest £420.
3	**Model line**	Independence and control of her own hours, or building an asset she owns rather than working for someone else's. One reward, developed to a consequence.
4	**Model line**	Her own capital is committed and can be lost, and there is no guaranteed monthly income. An employee risks neither: the wage arrives whether trade is good or not.

UNIT 1 QUESTION BANK, EXTRACT

RUNS THE PRACTICE HOURS

Twelve questions cover each unit in the full pack. Five of Unit 1's are printed here so you can see the level. In the practice hour students answer in timed conditions, then mark from this page.

#	Question	Answer
1	Define opportunity cost.	The value of the next best alternative given up.
2	A stall sells 340 items at £7. State revenue.	£2,380.
3	State the formula for added value.	Selling price minus the cost of bought in materials.
4	Give two rewards of being an entrepreneur that are not profit.	Independence, control of hours, job satisfaction, building something owned. Any two.
5	Price £9, bought in cost £3.40, 500 units. Total added value?	£2,800.

THE RETRIEVAL STARTERS, WEEK 1

POWERPOINT

One set opens the first lesson of each week: five questions, three minutes, answers straight after. From the fifth week onward at least one question reaches back to an earlier unit, because memory is built by the return visit, not the first one. All 30 sets are in the full pack, and all 30 are on projectable slides.

WEEK 1

#	Question	Answer
1	What is the difference between a need and a want?	A need cannot be managed without; a want can.
2	Write the formula for profit.	Profit = total revenue minus total costs.
3	A stall sells 250 items at £6. State revenue.	£1,500.
4	Give two costs a new café pays before it sells anything.	Rent and equipment; accept fit out, insurance, licences.
5	State the formula for added value.	Selling price minus the cost of bought in materials.

WHAT THE OTHER 29 WEEKS LOOK LIKE

Every week of the full pack is built exactly like the one you have just read: two taught lessons on a page each with objectives, minute by minute timings, a task with real data and full answers with the working shown, plus the practice hour material and the week's retrieval starter. Six unit assessments totalling 270 marks come with complete mark schemes, and the whole year is supplied as a print ready PDF, a fully editable Word file and a PowerPoint of all 30 starters.

Unit	Weeks	What it covers
1. Enterprise and the business idea	1 to 5	AQA 3.1.1 The purpose and nature of business, 3.1.2 Business ownership, 3.1.3 Business aims and objectives, 3.6.1 Sources of finance. Edexcel 1.1 Enterprise and entrepreneurship, with 1.3.1 aims and objectives and 1.4.1 franchising.
2. Spotting the opportunity: customers and markets	6 to 10	AQA 3.5.1 Identifying and understanding customers, 3.5.2 Segmentation, 3.5.3 Market research, 3.2.6 The competitive environment. Edexcel 1.2 Spotting a business opportunity, complete.
3. Putting the idea into practice: the money	11 to 15	AQA 3.6.1 Sources of finance, 3.6.2 Cash flow, 3.6.3 Financial terms and calculations. Edexcel 1.3 Putting a business idea into practice, complete.
4. Making the business effective	16 to 20	AQA 3.1.2 Business ownership, 3.1.5 Business location, 3.1.6 Business planning, 3.5.4 The marketing mix. Edexcel 1.4 Making the business effective, complete.
5. The economy, technology and the law	21 to 25	AQA 3.2.1 Technology, 3.2.3 The economic climate, 3.2.4 Globalisation, 3.2.5 Legislation, 3.2.6 The competitive environment. Edexcel 1.5.2 Technology, 1.5.3 Legislation, 1.5.4 The economy.
6. Stakeholders, ethics and growth	26 to 30	AQA 3.1.4 Stakeholders, 3.1.7 Expanding a business, 3.2.2 Ethical and environmental considerations, 3.2.4 Globalisation. Edexcel 1.5.1 Business stakeholders and 1.5.5 External influences, plus Theme 2 (2.1.1, 2.1.3, 2.1.4) brought forward to match AQA.

BEFORE YOU CLOSE THE FILE

Where a question asks for a judgement, the guidance says what earns the top band and accepts the other side of the argument when it is supported, because a student who argues the opposite case well should not be marked down for it. Where a lesson touches content that belongs to Year 11, the lesson says so on the page rather than pretending the boundary is not there.

Scope, stated plainly. Edexcel 1BS0 Theme 1 in full, and the AQA 8132 content that sits alongside it. AQA 3.3 Business operations and 3.4 Human resources are not in this pack. Because AQA files margins, the product life cycle, pricing strategies, ethics, globalisation and growth inside its own first sections, eight lessons carry an Edexcel Theme 2 code (2.1.1, 2.1.3, 2.1.4, 2.2.1, 2.2.2, 2.4.1), and one more, economies of scale, is not on the Edexcel specification at all. Edexcel classes can move those. Neither board assigns content to a year, so the Year 10 route is mine.

Feedback changes the next edition, and the person who sends it gets that edition free.