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| **Year 11 Term 3 - Business** | Our mission is to stimulate and challenge our students to excel and provide a desire for lifelong learning and pursue careers in the world of Business, Computing, and ICT. |
| **Enquiry Questions: Is John Lewis facing financial difficulties?** |
| **Component 3: Marketing and finance for enterprise**In this unit, you will consider different payment methods. You will consider the importance of financial planning and forecasting for an enterprise, make financial decisions and recommend suggestions for improvements. |
| **Knowledge**Students will know about… | **Application/Skills**Students will be able to… | **Vocabulary** | **Home Learning** | **Assessment** | **Extra Resources****Extended Reading** | **Cultural Capital** |
| 1. Financial documents
2. Payment methods
3. Sources of business finance
4. Revenue and costs
5. Break-even point and break-even analysis
6. Cashflow
7. Suggesting improvements to cashflow problems

  | Complete and interpret financial documents. Explore the purpose, typical format, sequence and the part that each document plays when ordering, checking, recording and paying for goods and/or services.Explore why enterprises use some or all of the following payment methods.Explore why enterprises may plan different sources of finance for different purposes or at different stages, and the advantages and disadvantages of each source.Explore the sources of revenue and costs for enterprises and how and why they can be minimised/maximised.Calculate the break-even point and margin of safety, construct and interpret a break-even chart, and recognise the strengths and limitations of break-even analysis.Explore, complete and interpret cash flow forecasts and statements. They will consider the differences between predicted and actual cash flow.Explore the effects of positive and negative cash flow on enterprises and their stakeholders, identifying possible issues and suggesting solutions. | * purchase orders, delivery notes, goods received notes, invoices, credit notes, statements of account, remittance advice slips, receipts.
* Payment methods: cash, credit cards, debit cards, direct debit, payment technologies.
* Internal sources of finance:savings, credit cards, borrowing from friends and family, retained profits, sale of assets.
* External sources of finance: mortgages, share capital, taking on new partners, hire purchase (HP), leasing, loans, peer-to-peer lending (P2P), investment from business angel, bank overdraft, crowdfunding, trade credit, government and charitable grants.
* Revenue/turnover
* Fixed, variable and total costs
* Break-even point, margin of safety
* predicted inflows/receipts, outflows/payments, net inflows/outflows, opening and closing balances, surpluses, deficits
 | Revision-based tasks. Exam-style questions. Seneca – to consolidate learning. | Mock assessment style questions. | BBC NewsEconomistCity AM newspaperFinancial Times  | What businesses have had cash flow problems? |