

Archbishop Beck Catholic College Long Term Plan for Retail Business

Year 10

Autumn Half Term 1	Half Term 2	Key Vocabulary/Reading Opportunities
<p style="text-align: center;">Unit 1</p> <ul style="list-style-type: none"> Types of retail business activity Using retail business data in a variety of different formats Interpreting retail business data Types of retail business ownership Using retail business data in a variety of different formats Using mathematical techniques to calculate retail business data Interpreting retail business data Making judgements and offering solutions to retail business issues The different scale of retail businesses Using retail business data in a variety of different formats Using mathematical techniques to calculate retail business data Interpreting retail business data Making judgements and offering solutions to retail business issues 	<ul style="list-style-type: none"> Aims of retail businesses Using retail business data in a variety of different formats Using mathematical techniques to calculate retail business data Interpreting retail business data Making judgements and offering solutions to retail business issues Functional areas of retail businesses Using retail business data in a variety of different formats Making judgements and offering solutions to retail business issues The supply chain of retail businesses Using retail business data in a variety of different formats Using mathematical techniques to calculate retail business data Interpreting retail business data Making judgements and offering solutions to retail business issues 	<p>All topic areas encourage the use of extended articles and case studies. These are sourced from the licensed textbook and a bank of teacher resources.</p> <p>There are various news sites that offer up-to-date news and information about issues relating to Retail Business:</p> <ul style="list-style-type: none"> www.bbc.co.uk BBC online www.brc.org.uk British Retail Consortium www.talkingretail.com Talking <p>Retail: Grocery & product news for independent retailers</p> <ul style="list-style-type: none"> www.tutor2U.net For students and teachers preparing for A-Level, GCSE, BTEC & IB assessments, mocks and final exams www.retail-week.com Retail Week www.thegrocer.co.uk The Grocer www.ons.gov.uk Office for National Statistics

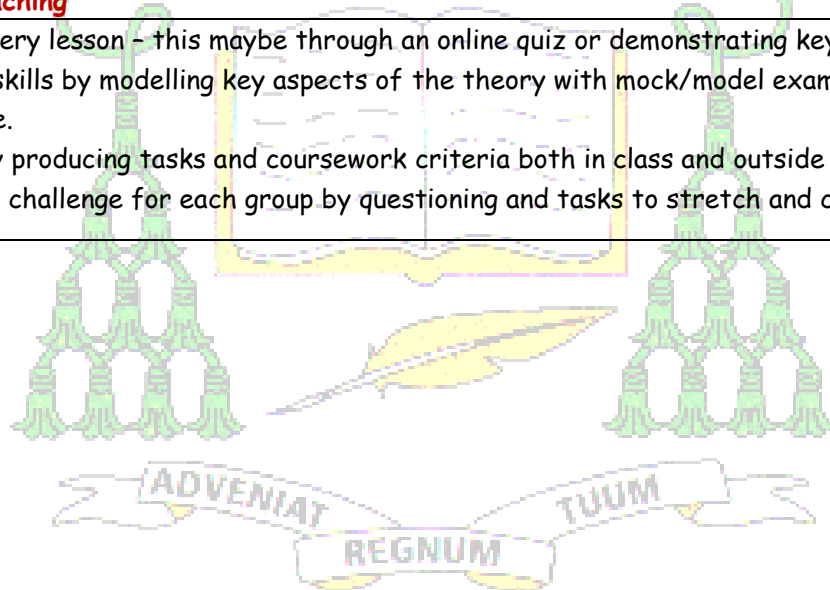
		<ul style="list-style-type: none"> • www.retailgazette.co.uk Retail Gazette publish independently sourced news stories, • interviews, comment and analysis relating to the industry • www.retail-focus.co.uk Retail Focus
Spring Half Term 3	Half Term 4	Key Vocabulary/Reading Opportunities
<ul style="list-style-type: none"> • The competitive and dynamic environment • The location of retail businesses • Using retail business data in a variety of different formats • Using mathematical techniques to calculate retail business data • External factors and retail businesses • Seasonality and retail businesses 	<p>Unit 2</p> <ul style="list-style-type: none"> • The importance of Customer Service • Features of good customer service • Principles of good customer service • Situations when retail business interacts with customers • Online customer service • Expectations of different customer groups • Research tools to gather customer feedback • Presenting research findings techniques • Unit 2 Assessment 	<p>All topic areas encourage the use of extended articles and case studies. These are sourced from the licensed textbook and a bank of teacher resources.</p> <p>There are various news sites that offer up-to-date news and information about issues relating to Retail Business:</p> <ul style="list-style-type: none"> • www.bbc.co.uk BBC online • www.brc.org.uk British Retail Consortium • www.talkingretail.com Talking • <p>Retail: Grocery & product news for independent retailers</p> <ul style="list-style-type: none"> • www.tutor2U.net For students and teachers preparing for A-Level, GCSE, BTEC & IB • assessments, mocks and final exams • www.retail-week.com Retail Week • www.thegrocer.co.uk The Grocer

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Summer Half Term 5	Half Term 6	Key Vocabulary/Reading Opportunities
<ul style="list-style-type: none"> • Unit 2 Assessment/sign off Unit 3 introduction to Visual Merchandising <ul style="list-style-type: none"> • The purpose of VM • Types of VM • Principles of VM • Adapting principles of VM for online • Designing VM installations • Identifying and targeting customers • The marketing mix 	Unit 3 introduction to Visual Merchandising <ul style="list-style-type: none"> • Designing promotional materials for retailers • Using technology in promotion • How marketing contributes to retail aims. 	<p>All topic areas encourage the use of extended articles and case studies. These are sourced from the licensed textbook and a bank of teacher resources.</p> <p>There are various news sites that offer up-to-date news and information about issues relating to Retail Business:</p> <ul style="list-style-type: none"> • www.bbc.co.uk BBC online • www.brc.org.uk British Retail Consortium • www.talkingretail.com Talking • <p>Retail: Grocery & product news for independent retailers</p> <ul style="list-style-type: none"> • www.tutor2U.net For students and teachers preparing for A-Level, GCSE, BTEC & IB • assessments, mocks and final exams • www.retail-week.com Retail Week

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Wider learning experiences to support this subject.	Learning Characteristics instilled in the curriculum	Career Opportunities
<p>The students will work in teams to develop a product and aim to make a profit with a small enterprise activity.</p> <p>The students will be working with SME's in the local area to gather the information required for the coursework.</p>	<p>Confidence The subject allows for a significant development of general knowledge.</p> <p>Development of knowledge of current affairs including the importance of political decision making and democracy.</p> <p>Develop understanding of personal and business finance and financial decision making.</p> <p>Positive Development of transferable skills including interpersonal skills, communication skills, leadership and management and the importance of decision making.</p>	<ul style="list-style-type: none"> • Content writer • Customer service representative • E-commerce web developer • Logistics • Marketing assistant • Marketing management • Retail buyer • Retail management • Sales associate • Social media • Team leader • Visual merchandiser

	<p>Respectful</p> <p>The students have to work independently and as teams which means they have to be respectful of each other's work and offer debate on various topic areas. This allows for a tolerance of other people's views and opinions.</p>	
<p>Metacognition Methods applied in Teaching</p> <ul style="list-style-type: none"> • Consolidation at the start of every lesson - this maybe through an online quiz or demonstrating key skills. • Modelling - demonstrating the skills by modelling key aspects of the theory with mock/model examination answers to enable the students to demonstrate their knowledge. • Demonstrating independence by producing tasks and coursework criteria both in class and outside of the lesson for homework. • Work of an appropriate level of challenge for each group by questioning and tasks to stretch and challenge. 		




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Spring Half Term 1	Spring Term 2	Key Vocabulary/Reading Opportunities
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<p style="text-align: center;">Summer Half Term 1</p> <p>Unit 1 Recap – Revision pack</p> <ul style="list-style-type: none"> • Past paper revision • Topic tests • Exam technique • Resit Opportunity Unit 2 Customer Services 	<p style="text-align: center;">Summer Half Term 2</p> <p>Unit 1 Recap – Revision pack</p> <ul style="list-style-type: none"> • Past paper revision • Topic tests • Exam technique 	<p style="text-align: center;">Key Vocabulary/Reading Opportunities</p> <p>All topic areas encourage the use of extended articles and case studies. These are sourced from the licensed textbook and a bank of teacher resources.</p> <p>There are various news sites that offer up-to-date news and information about issues relating to Retail Business:</p> <ul style="list-style-type: none"> • www.bbc.co.uk BBC online • www.brc.org.uk British Retail Consortium • www.talkingretail.com Talking • <p>Retail: Grocery & product news for independent retailers</p> <ul style="list-style-type: none"> • www.tutor2U.net For students and teachers preparing for A-Level, GCSE, BTEC & IB

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	<p>Positive Development of transferable skills including interpersonal skills, communication skills, leadership and management and the importance of decision making.</p> <p>Respectful The students have to work independently and as teams which means they have to be respectful of each other's work and offer debate on various topic areas. This allows for a tolerance of other people's views and opinions.</p>	<p>experience is often referred to when discussing case examples.</p> <p>Guest speakers are encouraged and often add value to a topic area. An example of this is a recent visit of Martin Wright, a CIPFA qualified accountant who was supporting students with financial awareness and understanding calculations.</p> <p>These interactive opportunities bring the subject to life and allow an exciting variety in teaching and learning delivery. It also ensures that different learning styles can be incorporated into the varied delivery.</p> <p>The above examples allow access to many potential future career paths, with many students choosing the subject in FE, HE and for career opportunities in the future.</p>
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Metacognition Methods applied in Teaching

- Consolidation at the start of every lesson - this maybe through an online quiz or demonstrating key skills.
- Modelling - demonstrating the skills by modelling key aspects of the theory with mock/model examination answers to enable the students to demonstrate their knowledge.
- Demonstrating independence by producing tasks and coursework criteria both in class and outside of the lesson for homework.
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