



A Level Business:

Year 12

Subject and Year Group	Autumn 1 Year 12	Autumn 2 Year 12	Spring 1 Year 12	Spring 2 Year 12	Summer 1 Year 12	Summer 2 Year 12
Topic/Unit to be studied	Teacher 1: 3.1 What is business? Teacher 2: 3.2 Managers, leadership and decision making.		Teacher 1: 3.3 Decision making to improve Marketing performance. Teacher 2: 3.4 Decision making to improve Operational performance.		Teacher 2: 3.5 Decision making to improve financial performance. Teacher 1: 3.6 Decision making to improve Human Resource performance.	
Core Knowledge and skills	Teacher 1: 3.1 What is business? Business objectives, business ownership, shareholders, introduction to the external environment		Teacher 1: 3.3 Decision making to improve marketing performance. Marketing objectives, market research, sampling, interpretation of marketing data, price and income elasticity, segmentation, targeting, positioning, marketing mix, product life cycle, ecommerce		Teacher 1: 3.5 Decision making to improve financial performance. Financial objectives, budgeting, break even analysis, profitability, cash flow, financial decision making, sources of finance.	
	Teacher 2: 3.2 Managers, leadership and decision making. The role of managers, management and leadership styles, management decision making, decision trees, influences on decision making, stakeholders.		Teacher 2: 3.4 Decision making to improve Operational performance. Operational objectives, labour productivity, capacity utilisation, lean production, JIT, quality, inventory management, supply chains		Teacher 2: 3.6 Decision making to improve Human Resource performance. Human Resource objectives, hard and soft HRM, labour turnover, labour productivity, organisational design, human resource flow, financial and non-financial motivation, employer-employee relations, employee representation	
Models covered.	Tannenbaum and Schmidt continuum Blake Mouton grid		Boston Matrix		Taylor, Herzberg, Mayo	
Assessment	Summative: Topic 3.1 End of Topic Test at October half term (end of Autumn 1 12) Formative: MCQs assessment (Peer marking) Summative: Topic 3.2 End of Topic Test at Christmas (end of Autumn 2 12) Formative: Decision Trees Assessment		Summative: Topic 3.3 End of Topic Test at February half term (end of Spring 1 Year 12) Formative: Marketing campaign presentation assessment (Peer assessment)		Summative: Topic 3.5 End of Topic Test at May half term (end of Summer 1 Year 12) Formative: Calculations assessment (Self-assessment) Summative: Topic 3.6 End of Topic Test at Summer (end of Summer 2 12)	

Resilience

Responsibility

Reflectiveness



	Stakeholders' key assessment If two teachers, both End of Topic Tests at Christmas (end of Autumn 2 12)	<p>Summative: Topic 3.4 End of Topic Test at Easter (end of Spring 2 12) Formative: MCQs assessment (Peer marking) If two teachers, both End of Topic Tests at Easter (end of Spring 2 12)</p> <p>Summative: whole school mock exam period end of Spring 1 Year 1</p>	<p>Formative: Calculations assessment (Self-assessment) If two teachers, both End of Topic Tests at Summer (end of Summer2 12)</p>
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Year 13

Subject and Year Group	Autumn Year 13	Autumn 2 Year 13	Spring 1 Year 13	Spring 2 Year 13	Summer 1 Year 13	Summer 2 Year 13
Topic/Unit to be studied	<p>Teacher 1: 3.7 Analysing the strategic position of a business. Teacher 2: 3.8 Choosing strategic direction.</p>		<p>Teacher 1: Continue with 3.7 Analysing the strategic position of a business. Teacher 2: 3.9 Strategic methods: how to pursue strategies. Teacher 2: 3.10 Managing strategic change.</p>		Revision	
Core Knowledge and skills	<p>Teacher 1: 3.7 Analysing the strategic position of a business. Mission, ratio analysis, core competences, assessing performance, political and legal environment, economic change, globalisation, CSR, social and technological change, competitive environment, investment appraisal.</p>				N/A	
	<p>Teacher 2: 3.8 Choosing strategic direction. Strategic direction, strategic positioning, competitive advantage</p>	<p>Teacher 2: 3.9 Strategic methods: how to pursue strategies. Assessing a change in scale, economies of scale, methods of growth, innovation, protecting intellectual property, internationalisation, digital technology</p>	<p>Teacher 2: 3.10 Managing strategic change. Managing change, flexible organisation, barriers to change, organisational culture, network analysis, strategic drift, contingency planning.</p>		N/A	
Models covered	<p>Kaplan and Norton's Balanced Scorecard Porter's Five Forces Elkington's Triple Bottom Line Carroll's CDR Pyramid</p>	<p>Greiner's growth Bartlett and Ghoshal's international, multidomestic, transnational and global strategies</p>	<p>Lewin's Forcefield Analysis Kotter and Schlesinger's resistance to change. Handy's Culture Hofstede's National Culture</p>		N/A	

Resilience

Responsibility

Reflectiveness



	<p>Ansoff's Matrix Porter's low cost, differentiation, and focus Bowman's Strategic Clock</p>			
<p>Assessment</p>	<p>Summative: Teacher 1: Topic 3.7 Progress Test at Christmas (end of Autumn 2 Year 13). Focus on AO1 Content/knowledge MCQs. Teacher 2: Topic 3.8 End of Topic Test at Christmas (end of Autumn 2 Year 13) Models' assessment (Teacher assessment) Formative: 3.7.2 Ratio analysis Hopper PLC key assessment 3.7.2 Kaplan and Norton and Elkington's Triple Bottom Line Business models key assessment 3.7.4 Political and legal change key assessment Summative</p>	<p>Summative: Teacher 1: Topic 3.7 End of Topic Test at Easter (end of Spring 2 Year 13) Teacher 2: Topic 3.9 End of Topic Test at February half term (end of Spring 1 Year 13) Also, Topic 3.10 End of Topic Test at Easter (end of Spring 2 Year 13) Whole school Mock Exam period end of Spring 1 Year 13 Formative: MCQs assessment (Peer assessment) Models assessment (Self-assessment)</p>	<p>Summative: Mock exam after Easter (start of Summer 1 Year 13), covering all theory from Topics 3.1 to 3.10. Full synoptic past paper</p>	