

Subject - KS5

Subject - Edexcel A Level Business

	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 12	Teacher 1 1.5 Entrepreneur and leadership <ul style="list-style-type: none"> Role of an entrepreneur Entrepreneurial motives and characteristics Business objectives Forms of business Business choices Moving from entrepreneur to leader 	1.1 Meeting customer needs <ul style="list-style-type: none"> The market Market research Market positioning 1.2 Market <ul style="list-style-type: none"> Demand Supply Markets Price elasticity of demand Income elasticity of demand 	Teacher 1 1.3 Marketing mix and strategy <ul style="list-style-type: none"> Product/Service Design Branding and Promotion Pricing strategies Distribution Marketing Strategy 	1.4 Managing people <ul style="list-style-type: none"> Approaches to staffing recruitment, selection and training Organisational design Motivation in theory and practice Leadership	Teacher 1 Revision and preparation for AS Mock Paper 1	Mock AS Paper 2 Exam Theme 4 4.1 Globalisation <ul style="list-style-type: none"> Growing economies International trade and business growth
	Teacher 2 2.1 Raising finance <ul style="list-style-type: none"> Internal finance External finance Liability Planning 2.2 Financial planning <ul style="list-style-type: none"> Sales forecasting Sales, revenue and costs Break-even Budgets 	2.3 Managing finance <ul style="list-style-type: none"> Profit Liquidity Business failure 2.4 Resource management <ul style="list-style-type: none"> Production, productivity and efficiency Capacity utilisation 	Teacher 2 2.4 Resource management <ul style="list-style-type: none"> Stock control Quality management 2.5 External influences <ul style="list-style-type: none"> Economic influences 	2.5 External influences <ul style="list-style-type: none"> Legislation The competitive Environment Revision and examination preparation	Teacher 2 Revision and preparation for AS Mock Paper 2	Mock AS Paper 2 Exam Theme 3 3.1 Business objectives and strategy <ul style="list-style-type: none"> Corporate objectives 3.4 Influences on business decisions <ul style="list-style-type: none"> Corporate influences
Year 13	Teacher 2 3.4 Influences on business decisions <ul style="list-style-type: none"> Business ethics Shareholder vs. stakeholders 	3.2 Business growth <ul style="list-style-type: none"> Growth Mergers and takeover Organic growth 	Teacher 2 3.3 Decision-making techniques <ul style="list-style-type: none"> Critical path analysis 	3.6 Managing change <ul style="list-style-type: none"> Causes and effects of change Key factors in change 	Teacher 2 Revision and preparation for A2 Mock Exams – Papers 2 and 3	Official Examinations

	<ul style="list-style-type: none"> ▪ Corporate culture <p>3.1 Business objectives and strategy</p> <ul style="list-style-type: none"> ▪ Theories of corporate strategies ▪ SWOT analysis ▪ Impact of external influences <p>Teacher 1</p> <p>4.1 Globalisation</p> <ul style="list-style-type: none"> ▪ International trade and business growth ▪ Factors contributing to increased globalisation ▪ Protectionism ▪ Trading Blocs <p>4.2 Global markets and business expansion</p> <ul style="list-style-type: none"> ▪ Conditions that prompt trade ▪ Assessment of a country as a market ▪ Assessment of a country as a production location 	<ul style="list-style-type: none"> ▪ Reasons for staying small <p>3.3 Decision-making techniques</p> <ul style="list-style-type: none"> ▪ Quantitative sales forecasting ▪ Investment appraisal ▪ Decision trees <p>4.2 Global markets and business expansion</p> <ul style="list-style-type: none"> ▪ Reasons for global mergers or joint ventures ▪ Global competitiveness ▪ Business failure <p>4.3 Global marketing</p> <ul style="list-style-type: none"> ▪ Marketing ▪ Niche markets ▪ Cultural/social markets 	<p>3.5 Assessing competitiveness</p> <ul style="list-style-type: none"> ▪ Interpretations of financial accounts ▪ Ratio analysis ▪ Human resources <p>Teacher 1</p> <p>4.4 Global industries and companies (multinational corporations)</p> <ul style="list-style-type: none"> ▪ The impact of MNCs ▪ Ethics ▪ Controlling MNCs 	<ul style="list-style-type: none"> ▪ Scenario planning <p>Paper 3 – Case study preparation</p> <p>Revision and examination preparation</p>	<p>Teacher 1</p> <p>Revision and preparation for A2 Mock Exams – Papers 1 and 3</p>	<p>PAPER 1: Marketing, people and global businesses (9BS0/01)</p> <p>PAPER 2: Business activities, decisions and strategy (9BS0/02)</p> <p>PAPER 3: Investigating business in a competitive environment (9BS0/03)</p>
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