

A Level - Business

	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 12	Teacher 1					
	3.1 What is Business? Nature and purpose of business Understand different forms of business PESTLE	3.3 Decision making to improve marketing performance Setting objectives Markets and customers Segmentation, targeting, positioning	Marketing mix - 7Ps 3.5 Decision making to improve financial performance Setting financial objectives Analyse financial performance	Sources of finance Improving cash flow and profits	Revision and preparation for AS Mock Papers 1 and 2	Revision and preparation for AS Mock Papers 1&2 Exam Yr13 3.7.2 Ratio analysis Teacher 2
	Teacher 2					
	3.2 Managers, leadership and decision making Management, leadership and decision making Management decision making Role and importance of stakeholders 3.6 Decision making to improve HR performance Setting HR Objectives	Analysing HR Performance Improving organisational design and HR flow Improving motivation and engagement Improving employer-employee relations	3.4 Decision making to improve operational performance Setting operational objectives Analysing operational performance Increasing efficiency and productivity	Improving quality Managing inventory and supply chains	Revision and preparation for AS Mock Papers 1 and 2	Revision and preparation for AS Mock Papers 1&2 Exam Yr13 3.7.1 Mission, corporate objectives and strategy Key assessments
Key Assessments						
End of topic tests set by individual teachers using Exampro and Seneca Learning Milestone in October – initial numeracy test, exam questions on the topic 3.1.	End of topic tests set by individual teachers using Exampro and Seneca Learning	End of topic tests set by individual teachers using Exampro and Seneca Learning	End of topic tests set by individual teachers using Exampro and Seneca Learning			Mock exams – previous year's AS papers (if not available then use specimen paper)
Year 13	Teacher 1					
	3.7 Analysing the strategic position of a business 3.7.1 Mission, corporate objectives and strategy (Covered end of Yr12) 3.7.2 Ratio analysis (Covered end of Yr12) 3.7.3 Analysing the existing internal position of a business to access strengths and weaknesses – overall performance 3.7.4 Analysing the external environment to assess opportunities and threats: political and legal change 3.7.5 Analysing the external environment to assess opportunities and threats: economic change	3.7.6 Analysing the external environment to assess opportunities and threats: social and technological change 3.7.7 Analysing the external environment to assess opportunities and threats: the competitive environment 3.7.8 Analysing strategic options: investment appraisal 3.8 Choosing strategic direction 3.8.1 Strategic direction: choosing which markets to compete in and what products to offer 3.8.2 Strategic positioning: choosing how to compete	3.9 Strategic methods: how to pursue strategies 3.9.1 Assessing a change in scale 3.9.2 Assessing innovation 3.9.3 Assessing internationalisation 3.9.4 Assessing greater use of digital technology	3.10 Managing strategic change 3.10.1 Managing change 3.10.2 Managing organisational culture 3.10.3 Managing strategic implementation 3.10.4 Problems with strategy and why strategies fail	Revision and preparation for A2 Exams	Revision and preparation for A2 Exams
	Key Assessments					
End of topic tests set by individual teachers using Exampro and Seneca Learning Milestone in October – past paper question – to include half of the themes above	End of topic tests set by individual teachers using Exampro and Seneca Learning	End of topic tests set by individual teachers using Exampro and Seneca Learning	End of topic tests set by individual teachers using Exampro and Seneca Learning			A Level Exams Papers 1, 2, 3