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|  | **Autumn Term 1** | **Autumn Term 2** | **Spring Term 1** | **Spring Term 2** | **Summer Term 1** | **Summer Term 2** |
| **Year 12** | **Teacher 1** | | | | | |
| **1.5 Entrepreneur and leadership**   * 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**   * The market * Market research * Market positioning   **1.2 Market**   * Demand * Supply * Markets * Price elasticity of demand Income elasticity of demand | **1.3 Marketing mix and strategy**   * Product/Service Design * Branding and Promotion * Pricing strategies * Distribution * Marketing Strategy | **1.4 Managing people**   * Approaches to staffing recruitment, selection and training * Organisational design * Motivation in theory and practice Leadership | Revision and preparation for AS Mock Paper 1 | **External AS Paper 2 Exam**  **Theme 4**  **4.1 Globalisation**   * Growing economies * International trade and business growth |
| Teacher 2 | | | | | |
| **2.1 Raising finance**   * Internal finance * External finance * Liability * Planning   **2.2 Financial planning**   * Sales forecasting * Sales, revenue and costs * Break-even * Budgets | **2.3 Managing finance**   * Profit * Liquidity * Business failure   **2.4 Resource management**   * Production, productivity and efficiency * Capacity utilisation | **2.4 Resource management**   * Stock control * Quality management   **2.5 External influences**   * Economic influences | **2.5 External influences**   * Legislation * The competitive Environment   **Revision and examination preparation** | Revision and preparation for AS Mock Paper 2 | **External AS Paper 2 Exam**  **Theme 3**  **3.1 Business objectives and strategy**   * Corporate objectives   **3.4 Influences on business decisions**   * Corporate influences |
| **Key assessments** | | | | | |
| Students will sit an initial numeracy at the start of the course  End of topic tests set by individual teachers to cover 1.5 and 2.1 & 2.2  Students will also be given past exam questions to complete during lessons of for homework | End of topic tests set by individual teachers to cover 1.1 & 1.2 and 2.3  Students will also be given past exam questions to complete during lessons of for homework | End of topic tests set by individual teachers to cover 1.3 and 2.4  Students will also be given past exam questions to complete during lessons of for homework | End of topic tests set by individual teachers to cover 1.4 and 2.5  Students will also be given past exam questions to complete during lessons of for homework | AS Mock Papers 1&2 | **AS External Exams**  **Paper 1: Marketing and People**  **Paper 2: Managing Business Activities** |

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|  | **Autumn Term 1** | **Autumn Term 2** | **Spring Term 1** | **Spring Term 2** | **Summer Term 1** | **Summer Term 2** |
| **Year 13** | **Teacher 2** | | | | | |
| **3.4 Influences on business decisions**   * Business ethics * Shareholder vs. stakeholders * Corporate culture   **3.1 Business objectives and strategy**   * Theories of corporate strategies * SWOT analysis * Impact of external influences | **3.2 Business growth**   * Growth * Mergers and takeover * Organic growth * Reasons for staying small   **3.3 Decision-making techniques**   * Quantitative sales forecasting * Investment appraisal * Decision trees | **3.3 Decision-making techniques**   * Critical path analysis   **3.5 Assessing competitiveness**   * Interpretations of financial accounts * Ratio analysis * Human resources | **3.6 Managing change**   * Causes and effects of change * Key factors in change * Scenario planning | Revision and preparation for A2 Mock Exams – Papers 2 and 3 | **External A2 Examinations Papers 1, 2, and 3** |
| **Teacher 1** | | | | | |
| **4.1 Globalisation**   * International trade and business growth * Factors contributing to increased globalisation * Protectionism * Trading Blocs   **4.2 Global markets and business expansion**   * Conditions that prompt trade * Assessment of a country as a market * Assessment of a country as a production location | **4.2 Global markets and business expansion**   * Reasons for global mergers or joint ventures * Global competitiveness Business failure   **4.3 Global marketing**   * Marketing * Niche markets * Cultural/social markets | **4.4 Global industries and companies (multinational corporations)**   * The impact of MNCs * Ethics * Controlling MNCs | **Paper 3 – Case study preparation**  **Revision and examination preparation** | Revision and preparation for A2 Mock Exams – Papers 1 and 3 | **External A2 Examination Papers 1, 2, and 3** |
| **Key assessments** | | | | | |
| Students will sit an initial numeracy at the start of the course  End of topic tests set by individual teachers to cover 3.1 & 3.4 and 4.1 | End of topic tests set by individual teachers to cover 3.2 and 4.2 & 4.3 | End of topic tests set by individual teachers to cover 3.3 & 3.5 and 4.4 | End of topic tests set by individual teacher to cover 3.6 | A2 Mock Papers 1, 2 and 3 | **A2 External Exams:**  **Paper 1: Marketing, People and Global Businesses**  **Paper 2: Business Activities, Decisions and Strategy**  **Paper 3: Investigating Business in a Competitive Environment** |