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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 courseEnd of topic tests set by individual teachers to cover 1.5 and 2.1 & 2.2Students 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 2.3Students 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 2.5Students 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 courseEnd 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** |