Year 12							
When			New Skill = NS Revisit = R Revision = RV	Stretch and Challenge (Differentiation – how will you stretch the most able to achieve top grades?) Is your curriculum challenging?	CIEAG/Extension Enrichment Trips, workshops, speakers, local environment and experiences	KS4 PRIOR LEARNING How will GCSE knowledge, skills & experience across 3 schools link to and support KS5 new knowledge and skills? This needs to show how you build links	
Term Plan	ENOWLEDGE & SKILLS Transition Task 1 – Stakeholder research & exam practise Q 2 – Business scrapbook. Students will research and collate news articles throughout the course and annotate with relevant business theory relating to: Finance, Marketing, People & Operations	Assessment Objective AO1 – Knowledge AO2 – Application AO3 – Analysis AO4 – Evaluation	NS	Chancing ing.		cross the experiences of the different schools Prior GCSE/BTEC L2 knowledge will support application to larger businesses.	
Term 1	Unit 1 - What is Business? 1.1 Understanding the Nature and Purpose of Business 1.2 Understanding Different Business Forms 1.3 Understanding that Businesses Operate within an External Environment Unit 2 - Managers, Leadership & Decision Making 2.1 Understanding management, leadership and decision making	End of Unit 1 Test (AO1-AO4)	NS RV NS	Past papers and mark schemes – practise exam questions. Peer & Self Assessment Business scrapbook	Independent research/Review of local and national news stories and real Business examples.	Students without prior knowledge will be supported through exemplar materials and classroom activities	



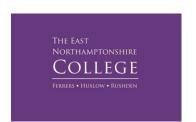
Subject: A Level Business

	2.2 Understanding Management Decision Making 2.3 Understanding the Role and Importance of Stakeholders Unit 3 – Decision Making to improve Marketing Performance 3.1 Setting Marketing Objectives 3.2 Understanding Markets and Customers 3.3 Making Marketing Decisions: Segmentation, Targeting, Positioning 3.4 Making Marketing Decisions: Using the Marketing Mix	End of Unit 2 Test (AO1-AO4) End of Unit 3 Test (AO1-AO4)	NS RV		Review of local and national advertising campaigns (Unit 3, particularly near Christmas)	
Term 2	Unit 4 - Decision Making to improve Operational Performance 4.1 Setting Operational Objectives 4.2 Analysing Operational Performance 4.3 Making Operational Decisions to Improve Performance: Increasing Efficiency and Productivity 4.4 Making Operational Decisions to Improve Performance: Improving Quality 4.5 Making Operational Decisions to Improve Performance: Managing Inventory & Supply Chains Unit 6 - Decision Making to improve Human Resource Performance 6.1 Setting Human Resource Objectives 6.2 Analysing Human Resource Performance 6.3 Making Human Resource Decisions: Improving Organisational Design and Managing the Human Resource Flow	End of Unit 4 Test (AO1-AO4)	RV NS	Past papers and mark schemes – practise exam questions. Peer & Self Assessment Business scrapbook	Independent research/Review of local and national news stories and real Business Operation examples. In class activities to create products Independent research/Review of local and national news stories and real Business HR examples.	Students without prior knowledge will be supported through exemplar materials and classroom activities

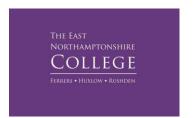


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	6.4 Making Human Resource Decisions: Improving Motivation and Engagement 6.5 Making Human Resource Decisions: Improving Employer-Employee Relations	End of Unit 6 Test (AO1-AO4)	RV		Reference to student's own part time jobs/parent's employment	
Term 3	Unit 5 - Decision Making to improve Financial Performance 5.1 Setting Financial Objectives 5.2 Analysing Financial Performance 5.3 Making Financial Decisions: Sources of Finance 5.4 Making Financial Decisions: Improving Cash Flow and Profits Unit 7 - Analysing the Strategic position of a Business 7.1 Mission, corporate objectives and strategy 7.2 Analysing the existing internal position of a business to assess strengths and weaknesses: financial ratio analysis 7.3 Analysing the existing internal position of a business to assess strengths and weaknesses: overall performance	End of Unit 5 Test (AO1-AO4) / End of Year Mock Exams (AS Paper)	NS R/RV NS	Past papers and mark schemes – practise exam questions. Peer & Self Assessment Business scrapbook	Independent research/Review of local and national news stories and real Business Financial records examples.	Students without prior knowledge will be supported through exemplar materials and classroom activities



Year 13							
When			New Skill = NS Revisit = R Revision = RV	Stretch and Challenge (Differentiation – how will you stretch the most able to achieve top grades?)	CIEAG/Extension Trips, workshops, speakers, local environment and experiences	KS4 PRIOR LEARNING How will GCSE knowledge support new skills & knowledge	
Term Plan	KNOWLEDGE & SKILLS	Assessment Objective					
	Bridging Task Task 1 – Business Scrapbooks Task 2 – Reading & Research: • 7.4 Analysing the external environment to assess opportunities and threats: political and legal change • 7.5 Analysing the external environment to assess opportunities and threats: economic change • Review the UK & EU Political, Legal & Economic Environments and Changes in them & Government Policies. • Research real business examples of these areas to identify: • What is the purpose of the policy/legislation/situation • Who it benefits • Examples of problems	AO1 – Knowledge AO2 – Application AO3 – Analysis AO4 – Evaluation	R/RV NS	Links to FMOP's units from Year 12 units	Independent research/Review of local and national news stories and real Business examples.		



Subject: A Level Business

	How the problems were					
	resolved					
Term 1	Unit 7 – Analysing the Strategic Position of a Business 7.6 Analysing the external environment to assess opportunities and threats: social and technological 7.7 Analysing the external environment to assess opportunities and threats: the Competitive Environment 7.8 Analysing strategic options: Investment Appraisal	End of Unit 7 Test (AO1-AO4)	NS RV	Past papers and mark schemes – practise exam questions. Peer & Self Assessment Business scrapbook	Guest Speaker from TruckEast to discuss CSR Independent research/Review of local and national news stories and real Business examples.	Students without prior knowledge will be supported through exemplar materials and classroom activities
	Unit 9 – Strategic methods: How to Pursue Strategies 9.1 Assessing a change in scale 9.2 Assessing innovation 9.3 Assessing internationalisation 9.4 Assessing greater use of digital technology	End of Unit 9 Test (AO1-AO4)	NS RV			
Term 2	Unit 8 – Choosing Strategic Direction 8.1 Strategic direction: choosing which markets to compete in and what products to offer 8.2 Strategic positioning: choosing how to compete	End of Unit Test 8 (AO1-AO4)	NS	Past papers and mark schemes – practise exam questions. Peer & Self Assessment	Independent research/Review of local and national news stories and real Business examples.	Students without prior knowledge will be supported through exemplar materials and classroom activities
	Unit 10 – Managing Strategic Change 10.1 Managing Change 10.2 Managing Organisational Culture 10.3 Managing Strategic Implementation 10.4 Problems with Strategy and Why Strategies Fail	End of Unit 10 Test (AO1-AO4)	NS RV	Business scrapbook	Tutor2U Revision Workshop in Birmingham Easter (exact date tbc)	

