

Subject: A Level Business

| Year 12       |   |  |  |  |  |   |
|---------------|---|--|--|--|--|---|
| When          | <b>WHAT &amp; WHY WILL THEY LEARN?</b><br>(SOW overview linked to assessment Objectives)<br>What do Yr12/13 need to know and be able to do by the time they leave TENC? How do you sequence the teaching? How do you revisit, revise and reinforce?   |  | New Skill = NS<br>Revisit = R<br>Revision = RV | <b>Stretch and Challenge</b><br>(Differentiation – how will you stretch the most able to achieve top grades?)<br>Is your curriculum challenging? | <b>CIEAG/Extension</b><br><br><b>Enrichment</b><br>Trips, workshops, speakers, local environment and experiences | <b>KS4 PRIOR LEARNING</b><br><br>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 across the experiences of the different schools |
| Term Plan     | <b>KNOWLEDGE &amp; SKILLS</b>   | <b>Assessment Objective</b>  |  |  |  |   |
|               | <b>Transition Task</b><br><br>1 – Stakeholder research & exam practise Q<br>2 – Business scrapbook. Students will research and collate news articles throughout the course and annotate with relevant business theory relating to:<br><b>Finance, Marketing, People &amp; Operations</b>  | AO1 – Knowledge<br>AO2 – Application<br>AO3 – Analysis<br>AO4 – Evaluation | NS   |  |  | Prior GCSE/BTEC L2 knowledge will support application to larger businesses.   |
| <b>Term 1</b> | <b>Unit 1 - What is Business?</b><br>1.1 Understanding the Nature and Purpose of Business<br>1.2 Understanding Different Business Forms<br>1.3 Understanding that Businesses Operate within an External Environment<br><br><b>Unit 2 – Managers, Leadership &amp; Decision Making</b><br>2.1 Understanding management, leadership and decision making | End of Unit 1 Test (AO1-AO4)   | NS<br><br>RV<br><br>NS                         | Past papers and mark schemes – practise exam questions. Peer & Self Assessment<br><br>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  |

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

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|               | 6.4 Making Human Resource Decisions: Improving Motivation and Engagement<br>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  |  |
| <b>Term 3</b> | <p><b><u>Unit 5 - Decision Making to improve Financial Performance</u></b></p> <p>5.1 Setting Financial Objectives<br/>5.2 Analysing Financial Performance<br/>5.3 Making Financial Decisions: Sources of Finance<br/>5.4 Making Financial Decisions: Improving Cash Flow and Profits</p> <p><b><u>Unit 7 – Analysing the Strategic position of a Business</u></b></p> <p>7.1 Mission, corporate objectives and strategy<br/>7.2 Analysing the existing internal position of a business to assess strengths and weaknesses: financial ratio analysis<br/>7.3 Analysing the existing internal position of a business to assess strengths and weaknesses: overall performance</p> | End of Unit 5 Test (AO1-AO4) / End of Year Mock Exams (AS Paper) | NS<br><br>R/RV<br><br><br><br><br><br><br>NS | Past papers and mark schemes – practise exam questions. Peer & Self Assessment<br><br><br>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      | <b>WHAT &amp; WHY WILL THEY LEARN?</b><br>(SOW overview linked to assessment Objectives)  |  | <b>New Skill = NS</b><br><b>Revisit = R</b><br><b>Revision = RV</b> | <b>Stretch and Challenge</b><br>(Differentiation – how will you stretch the most able to achieve top grades?) | <b>CIEAG/Extension</b><br><br>Trips, workshops, speakers, local environment and experiences       | <b>KS4 PRIOR LEARNING</b><br><br>How will GCSE knowledge support new skills & knowledge |
| Term Plan | <b><u>KNOWLEDGE &amp; SKILLS</u></b>  | <b>Assessment Objective</b>  |   |   |   |   |
|           | <p><b><u>Bridging Task</u></b></p> <p>Task 1 – Business Scrapbooks<br/>Task 2 – Reading &amp; Research:</p> <ul style="list-style-type: none"> <li>• <b>7.4</b> Analysing the external environment to assess opportunities and threats: <b>political</b> and <b>legal</b> change</li> <li>• <b>7.5</b> Analysing the external environment to assess opportunities and threats: <b>economic</b> change</li> <li>• Review the UK &amp; EU Political, Legal &amp; Economic Environments and Changes in them &amp; Government Policies.</li> <li>• Research real business examples of these areas to identify:             <ul style="list-style-type: none"> <li>• What is the purpose of the policy/legislation/situation</li> <li>• Who it benefits</li> <li>• Examples of problems</li> </ul> </li> </ul> | <p>AO1 – Knowledge<br/>AO2 – Application<br/>AO3 – Analysis<br/>AO4 – Evaluation</p> | <p>R/RV<br/>NS</p>  | <p>Links to FMOP's units from Year 12 units</p>   | <p>Independent research/Review of local and national news stories and real Business examples.</p> |   |

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|               | <ul style="list-style-type: none"> <li>How the problems were resolved</li> </ul>  |  |   |   |  |   |
| <b>Term 1</b> | <p><b><u>Unit 7 – Analysing the Strategic Position of a Business</u></b></p> <p>7.6 Analysing the external environment to assess opportunities and threats: social and technological<br/>7.7 Analysing the external environment to assess opportunities and threats: the Competitive Environment<br/>7.8 Analysing strategic options: Investment Appraisal</p> <p><b><u>Unit 9 – Strategic methods: How to Pursue Strategies</u></b></p> <p>9.1 Assessing a change in scale<br/>9.2 Assessing innovation<br/>9.3 Assessing internationalisation<br/>9.4 Assessing greater use of digital technology</p> | <p>End of Unit 7 Test (AO1-AO4)</p> <p>End of Unit 9 Test (AO1-AO4)</p>  | <p>NS</p> <p>RV</p> <p>NS</p> <p>RV</p> | <p>Past papers and mark schemes – practise exam questions. Peer &amp; Self Assessment</p> <p>Business scrapbook</p> | <p>Guest Speaker from TruckEast to discuss CSR</p> <p>Independent research/Review of local and national news stories and real Business examples.</p>                     | <p>Students without prior knowledge will be supported through exemplar materials and classroom activities</p> |
| <b>Term 2</b> | <p><b><u>Unit 8 – Choosing Strategic Direction</u></b></p> <p>8.1 Strategic direction: choosing which markets to compete in and what products to offer<br/>8.2 Strategic positioning: choosing how to compete</p> <p><b><u>Unit 10 – Managing Strategic Change</u></b></p> <p>10.1 Managing Change<br/>10.2 Managing Organisational Culture<br/>10.3 Managing Strategic Implementation<br/>10.4 Problems with Strategy and Why Strategies Fail</p>  | <p>End of Unit Test 8 (AO1-AO4)</p> <p>End of Unit 10 Test (AO1-AO4)</p> | <p>NS</p> <p>NS</p> <p>RV</p>           | <p>Past papers and mark schemes – practise exam questions. Peer &amp; Self Assessment</p> <p>Business scrapbook</p> | <p>Independent research/Review of local and national news stories and real Business examples.</p> <p>Tutor2U Revision Workshop in Birmingham Easter (exact date tbc)</p> | <p>Students without prior knowledge will be supported through exemplar materials and classroom activities</p> |