

**Key Stage 5 Applied Subject Timeline Year 12 and 13**

**Subject: Applied Extended Certificate Business Studies**

**Exam Board: AQA A Level**

	<b>Autumn 1</b>	<b>Autumn 2</b>	<b>Spring 1</b>	<b>Spring 2</b>	<b>Summer 1</b>	<b>Summer 2</b>	
<b>Topics</b>	<p><b><u>Unit 1: Financial Planning and Analysis (SBN)</u></b> <b><u>Unit 2: Business Dynamics (NGS)</u></b></p> <p>Unit 1. AO1 Investigate why business enterprise plan their finances</p> <p>Unit 1. AO2 Investigate the key elements of financial planning that managers and entrepreneurs must understand</p> <p><i>Unit 2 PO1 Understand business organisations</i></p>	<p><b><u>Unit 1: Financial Planning and Analysis (SBN)</u></b> <b><u>Unit 2: Business Dynamics (NGS)</u></b></p> <p>Unit 1. AO3 Consider how managers and entrepreneurs monitor the financial performance of an enterprise</p> <p><i>Unit 1. AO4 Assess information to enable stakeholders to make decisions about the financial performance of an enterprise</i></p> <p>Unit 2 PO2 Investigate business advantages</p>	<p><b><u>Unit 1: Financial Planning and Analysis (SBN)</u></b> <b><u>Unit 3: Entrepreneurial Opportunities (SBN)</u></b> <b><u>Unit 2: Business Dynamics (NGS)</u></b></p> <p>Revision and retrieval of AO1, AO2, AO3 and AO4 of Unit 1</p> <p>Unit 2 PO3 Consider business dynamics</p> <p><i>Unit 2 PO4 Assess business potential</i></p> <p>Unit 3 PO1 Understand enterprising behaviour</p>	<p><b><u>Completion of Unit 2: Business Dynamics (NGS)</u></b></p> <p><b><u>Unit 3: Entrepreneurial Opportunities (SBN and NGS)</u></b></p> <p>Unit 3 PO2 Investigate customer value propositions for personal enterprise</p> <p><i>Unit 3 PO3 Consider marketing and operations activities for personal enterprise</i></p>	<p><b><u>Unit 3: Entrepreneurial Opportunities (SBN and NGS)</u></b></p> <p>Unit 3 PO4 Review the risks and uncertainties of personal enterprise</p> <p><i>Completion of synoptic assessment covering Unit 3 PO1, PO2, PO3 and PO4</i></p>	<p><b><u>Unit 4: Managing and Leading people (SBN and NGS)</u></b></p> <p><i>Unit 4 AO1 Investigate the roles of managers and leaders in a changing environment</i></p> <p>Unit 4 AO2 Investigate the factors affecting the performance of employees within organisations.</p>	
	<b>Key skills and Concepts</b>	<p>Each unit is based on four key business concepts: people, markets, finance and operational delivery, which ensure that the qualification has a synoptic approach to learning. Each of the units address aspects of these key themes to ensure the learning content is coherent and joined up.</p> <p>Skills: Analytical thinking, Critical analysis and assessment, Business</p>	<p>Each unit is based on four key business concepts: people, markets, finance and operational delivery, which ensure that the qualification has a synoptic approach to learning. Each of the units address aspects of these key themes to ensure the learning content is coherent and joined up.</p> <p>Skills: Analytical thinking, Critical analysis and assessment, Business terminology</p>	<p>Each unit is based on four key business concepts: people, markets, finance and operational delivery, which ensure that the qualification has a synoptic approach to learning. Each of the units address aspects of these key themes to ensure the learning content is coherent and joined up.</p> <p>Skills: Analytical thinking, Critical analysis and assessment, Business terminology</p>	<p>Each unit is based on four key business concepts: people, markets, finance and operational delivery, which ensure that the qualification has a synoptic approach to learning. Each of the units address aspects of these key themes to ensure the learning content is coherent and joined up.</p> <p>Skills: Analytical thinking, Critical analysis and assessment, Business terminology</p>	<p>Each unit is based on four key business concepts: people, markets, finance and operational delivery, which ensure that the qualification has a synoptic approach to learning. Each of the units address aspects of these key themes to ensure the learning content is coherent and joined up.</p> <p>Skills: Analytical thinking, Critical analysis and assessment, Business terminology</p>	<p>Each unit is based on four key business concepts: people, markets, finance and operational delivery, which ensure that the qualification has a synoptic approach to learning. Each of the units address aspects of these key themes to ensure the learning content is coherent and joined up.</p> <p>Skills: Analytical thinking, Critical analysis and assessment, Business terminology</p>

Use of Technology

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Inclusiveness and Diversity

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	<i>terminology development, practical thinking of key business concepts. Literacy skills. Mathematical skills in calculating % changes and financial calculations</i>	<i>development, practical thinking of key business concepts. Literacy skills. Mathematical skills in calculating % changes and financial calculations</i>	<i>development, practical thinking of key business concepts. Literacy skills. Mathematical skills in calculating % changes and financial calculations</i>	<i>development, practical thinking of key business concepts. Literacy skills. Mathematical skills in calculating % changes and financial calculations</i>	<i>development, practical thinking of key business concepts. Literacy skills. Mathematical skills in calculating % changes and financial calculations</i>	<i>development, practical thinking of key business concepts. Literacy skills. Mathematical skills in calculating % changes and financial calculations</i>
<b>Endpoints (Questions that can be answered)</b>	<ul style="list-style-type: none"> <li>- What legal structures can a business adopt?</li> <li>- How do you calculate the profit of a business?</li> <li>- What are the different functional areas of a business?</li> <li>- What is the difference between a profit and not for profit organisation</li> </ul>	<ul style="list-style-type: none"> <li>- How do you interpret a budget and what is variance analysis?</li> <li>- How do you interpret financial ratios such as ROCE and Gross profit margin?</li> <li>- What is the recruitment process of a business?</li> <li>- How does Minzberg describe an organisation?</li> </ul>	<ul style="list-style-type: none"> <li>- How do you assess the competitive position of a business?</li> <li>- How do you calculate the market share of an enterprise?</li> <li>- What are the internal strengths and weaknesses of a business?</li> </ul> <p style="text-align: center;">UNIT 1 EXTERNAL EXAMINATION</p>	<ul style="list-style-type: none"> <li>- What are the benefits of a support network?</li> <li>- How do you select a customer value proposition for a personal enterprise?</li> <li>- What different marketing activities do business enterprises adopt</li> </ul>	<ul style="list-style-type: none"> <li>- How do you assess the risks and uncertainties of a business</li> <li>- What are contingencies?</li> </ul> <p style="text-align: center;">UNIT 2 AND 3 INTERNAL ASSESSMENTS SUBMITTED TO EXAM BOARD</p>	<ul style="list-style-type: none"> <li>- What is the difference between a leader and a manager?</li> <li>- What are the different types of change?</li> <li>- How can a business be structured and what is the impact on organisational performance?</li> </ul>
<b>Assessment</b>	<p>Topic worksheets</p> <p>Practice exam questions</p> <p><i>Virtual visits to different businesses</i></p> <p>Completion of Internal assignment Unit 2 PO1</p>	<p>Topic worksheets</p> <p>Practice exam questions</p> <p><i>Virtual visits to different businesses</i></p> <p>Completion of Internal assignment Unit 2 PO2</p>	<p>Topic worksheets</p> <p>Practice exam questions</p> <p><i>Virtual visits to different businesses</i></p> <p>Completion of Internal assignment Unit 2 PO3</p>	<p>Topic worksheets</p> <p>Planning and Research synoptic assessment</p> <p><i>Virtual visits to different businesses</i></p> <p>Completion of Internal assignment Unit 2 PO3</p>	<p>Write up of Unit 3 Synoptic assessment – formal external assignment</p> <p><i>Virtual visits to different businesses</i></p>	<p>Topic worksheet assessments</p> <p>Practice exam questions</p> <p>End of unit Assessments</p> <p>PPE's</p> <p><i>Virtual visits to different businesses</i></p>

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Year 13						
	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
<b>Topics</b>	<p><b><u>Unit 4: Managing and Leading people (SBN)</u></b> <b><u>Unit 5: Developing a Business Proposal (NGS)</u></b></p> <p><i>Unit 4 AO1 Investigate the roles of managers and leaders in a changing environment (Completion from year 12)</i></p> <p><i>Unit 4 AO2 Investigate the factors affecting the performance of employees within organisations (completion from year 12)</i></p> <p><i>Unit 5 PO1 Investigate potential business ideas</i></p>	<p><b><u>Unit 4: Managing and Leading people (SBN)</u></b> <b><u>Unit 5: Developing a Business Proposal (NGS)</u></b></p> <p><i>Unit 4 AO3 Investigate the factors affecting the performance of employees within organisations</i></p> <p><i>Unit 4 AO4 Assess the ability of managers to lead and empower employees</i></p> <p><i>Unit 5 PO2 Develop a business proposal</i></p>	<p><b><u>Completion of Unit 4: Managing and Leading people (SBN)</u></b> <b><u>Unit 5: Developing a Business Proposal (NGS) and Unit 7 Managing an Event (SBN)</u></b></p> <p><i>Revision and retrieval of Unit 4 AO1, AO2, AO3 and AO4</i></p> <p><i>Unit 5 PO3 Present a business proposal</i></p> <p><i>Unit 7 PO1 Investigate events delivered by small businesses</i></p> <p><i>Unit 7 PO2 Plan an event</i></p> <p><i>Unit 7 PO3 Deliver the event</i></p>	<p><b><u>Unit 5: Developing a Business Proposal (NGS) and Unit 7 Managing an Event (SBN)</u></b></p> <p><i>Unit 5 PO4 Review a business proposal</i></p> <p><i>Unit 7 PO3 Deliver the event</i></p> <p><i>Unit 7 Review the event</i></p>	<p><b><u>Unit 5: Developing a Business Proposal (NGS) and Unit 7 Managing an Event (SBN)</u></b></p> <p><i>Completion of Unit 5 and 7 Business proposal and Event Management in preparation for assignment submission</i></p>	
<b>Key skills and Concepts</b>	<p><i>Each unit is based on four key business concepts: people, markets, finance and operational delivery, which ensure that the qualification has a synoptic approach to learning. Each of the units address aspects of these key themes to ensure the learning content is coherent and joined up.</i></p>	<p><i>Each unit is based on four key business concepts: people, markets, finance and operational delivery, which ensure that the qualification has a synoptic approach to learning. Each of the units address aspects of these key themes to ensure the learning content is coherent and joined up.</i></p>	<p><i>Each unit is based on four key business concepts: people, markets, finance and operational delivery, which ensure that the qualification has a synoptic approach to learning. Each of the units address aspects of these key themes to ensure the learning content is coherent and joined up.</i></p>	<p><i>Each unit is based on four key business concepts: people, markets, finance and operational delivery, which ensure that the qualification has a synoptic approach to learning. Each of the units address aspects of these key themes to ensure the learning content is coherent and joined up.</i></p>	<p><i>Each unit is based on four key business concepts: people, markets, finance and operational delivery, which ensure that the qualification has a synoptic approach to learning. Each of the units address aspects of these key themes to ensure the learning content is coherent and joined up.</i></p>	

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	Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, practical thinking of key business concepts. Literacy skills.	Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, practical thinking of key business concepts. Literacy skills. Mathematical skills in calculating profit and loss.	Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, practical thinking of key business concepts. Literacy skills.	Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, practical thinking of key business concepts. Literacy skills.	Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, practical thinking of key business concepts. Literacy skills.	
<b>Endpoints – questions that can be answered</b>	<ul style="list-style-type: none"> <li>- What are the different roles of managers?</li> <li>- How does the external environment change over time</li> <li>- How does a business use decision making tools to implement a business strategy</li> <li>- How do you select a business idea?</li> </ul>	<ul style="list-style-type: none"> <li>- Describe the factors that affect employee motivation</li> <li>- What factors affect the performance of teams</li> <li>- How do you complete a cashflow forecast and break even analysis?</li> <li>- How is a spreadsheet model used to test a businesses viability?</li> </ul>	<ul style="list-style-type: none"> <li>- Discuss the different methods of communicating a business idea to a potential funder</li> <li>- What are the key purposes of a business event?</li> <li>- What research needs to be conducted when planning an event?</li> </ul> <p style="text-align: center;">UNIT 4 EXTERNAL EXAMINATION</p>	<ul style="list-style-type: none"> <li>- What are the risks associate with starting up a business?</li> <li>- What are the factors affecting the ability of a business to achieve its aims?</li> <li>- How do you achieve target market approval?</li> <li>- What is the success criteria for a good event?</li> </ul>	<ul style="list-style-type: none"> <li>- Completion of Unit 5 and 7 Business proposal and Event Management in preparation for assignment submission</li> </ul> <p style="text-align: center;">UNIT 5 AND 7 INTERNAL ASSESSMENTS SUBMITTED TO EXAM BOARD</p>	-
<b>Assessment</b>	<p>Topic worksheet assessments</p> <p>Practice exam questions</p> <p>End of unit Assessments</p> <p>Calculation tasks</p> <p>Internal assessment completion</p> <p>Virtual visits to different businesses and case studies</p> <p>Application to real life situations and applied to context where appropriate</p>	<p>Topic worksheet assessments</p> <p>Practice exam questions</p> <p>Calculation tasks</p> <p>End of unit Assessments</p> <p>PPE's</p> <p>Internal assessment completion</p> <p>Virtual visits to different businesses and case studies</p> <p>Application to real life situations and applied to context where appropriate</p>	<p>Topic worksheet assessments</p> <p>Practice exam questions</p> <p>End of unit Assessments</p> <p>Calculation tasks</p> <p>Internal assessment completion</p> <p>Virtual visits to different businesses and case studies</p> <p>Application to real life situations and applied to context where appropriate</p>	<p>Topic worksheet assessments</p> <p>Practice exam questions/whole papers</p> <p>End of unit Assessments</p> <p>Calculation tasks</p> <p>Internal assessment completion</p> <p>Virtual visits to different businesses and case studies</p> <p>Application to real life situations and applied to context where appropriate</p>	<p>Topic worksheet assessments</p> <p>Practice exam questions/whole papers</p> <p>End of unit Assessments</p> <p>Calculation tasks</p> <p>Internal assessment completion</p> <p>Virtual visits to different businesses and case studies</p> <p>Application to real life situations and applied to context where appropriate</p>	