

Key Stage 5 Subject Timeline Year 12 and 13

Subject: Business Studies

Exam Board: AQA A Level

Year 12						
	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Topics	<p><u>3.1 What is Business? (NGS)</u> <u>3.2 Managers, leadership and decision making (SBN)</u></p> <p>3.1.1 Understanding the nature and purpose of business</p> <p>3.1.2 Understanding different forms</p> <p>3.2.1 Understanding management, leadership and decision making</p>	<p><u>3.1 What is Business continued and start of 3.3 Decision making to improve marketing performance (NGS)</u> <u>3.2 Managers, leadership and decision making continued (SBN)</u></p> <p>3.1.3 Understanding that businesses operate within an external environment</p> <p>3.3.1 Setting marketing objectives</p> <p>3.3.4 Using the marketing mix</p> <p>3.2.2 Understanding management decision making</p>	<p><u>3.3 Decision making to improve marketing performance continued (NGS)</u> <u>3.2 Managers, leadership and decision making continued (SBN)</u></p> <p>3.3.4 Using the marketing mix</p> <p>3.3.2 Understanding markets and customers</p> <p>3.2.3 Understanding the role and importance of stakeholders</p>	<p><u>3.3. Decision making to improve marketing performance continued and 3.4 Decision making to improve operational performance (NGS)</u> <u>3.6 Decision making to improve HR performance (SBN)</u></p> <p>3.3.3 Making marketing decisions: segmentation and targeting</p> <p>3.4.1 Setting operational objectives</p> <p>3.4.2 Analysing operational performance</p> <p>3.6.1 Setting HR objectives</p> <p>3.6.2 Analysing HR Performance</p>	<p><u>3.4 Decision making to improve operational performance continued (NGS)</u> <u>3.6 Decision making to improve HR performance (SBN)</u></p> <p>3.4.3 Making operational decisions to improve performance: efficiency and productivity</p> <p>3.4.4 Making operational decision to improve performance: quality</p> <p>3.4.5 Making operational decision to improve performance: managing inventory</p> <p>3.6.3 Organisational design and HR flow</p>	<p><u>3.5 Decision making to improve financial performance continued (NGS)</u> <u>3.6 Decision making to improve HR performance (SBN)</u></p> <p>3.5.1 Setting financial objectives</p> <p>3.5.2 Analysing financial performance</p> <p>3.5.3 Sources of finance</p> <p>3.5.4 Improving cash flow and profits</p> <p>3.6.4 Improving motivation and engagement</p>

Key Stage 5 Subject Timeline Year 12 and 13

Subject: Business Studies

Exam Board: AQA A Level

Key skills and Concepts	<p><i>Understanding why different businesses exist, the relationship between mission and objectives and the reasons for choosing different business forms.</i></p> <p><i>Understanding what managers do and the different types of management and leadership styles</i></p> <p><i>Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, Literacy skills</i></p>	<p><i>Understanding how developments in technology are affecting marketing decisions and how ethical and environmental factors influence decisions.</i></p> <p><i>Understanding the value of making decisions either scientifically or intuitively. Analysing and completing decision trees.</i></p> <p><i>Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, Literacy skills, mathematical skills of calculation of key formula and percentage changes</i></p>	<p><i>Understanding how marketing decisions can help improve competitiveness and the interrelationship between marketing decisions and other functions</i></p> <p><i>Understanding different stakeholder needs as well as how to manage key stakeholders in an organisation</i></p> <p><i>Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, Literacy skills</i></p>	<p><i>Understanding the value of setting operational objectives and how you can use data to analyse operational performance.</i></p> <p><i>Understanding how to calculate and interpret different human resource data and then using the information to inform decision making.</i></p> <p><i>Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, Literacy skills, mathematical skills of calculation of key formula and percentage changes</i></p>	<p><i>Understanding the importance of capacity and labour productivity as well as understanding the importance and methods of quality.</i></p> <p><i>Understanding different influences on job design in addition to discussing how HR flow helps meet HR objectives</i></p> <p><i>Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, Literacy skills, mathematical skills of calculation of key formula and percentage changes</i></p>	<p><i>Understanding distinctions between costs revenue and profit. Analysing financial data as well as understanding the concepts of profitability</i></p> <p><i>Understanding key motivational theorists and discussing influences on employee involvement.</i></p> <p><i>Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, Literacy skills, mathematical skills of calculation of key formula and percentage changes. Formula composition and analysis</i></p>
Endpoints (Questions that can be answered)	<ul style="list-style-type: none"> - Why does a business exist? - Why does a business choose a particular type of ownership? - What influence are there on share prices? - What are the key management and leadership theorists? 	<ul style="list-style-type: none"> - How can the external environment affect costs and demand - What is the value of marketing objectives? - How do elements of the 7P's all interrelate? - What is the value of decision making based on data? 	<ul style="list-style-type: none"> - What is the value of digital marketing and e-commerce? - How do I interpret price and income elasticity of demand data? - Do the needs of stakeholders overlap and conflict at times? 	<ul style="list-style-type: none"> - What is the value of segmentation, targeting and positioning? - What is the value of setting operational objectives? - How do I use HR data to help inform decision making? 	<ul style="list-style-type: none"> - What are the benefits and difficulties of lean production? - How do I utilise capacity efficiently? - How do I improve the quality and what are the drawbacks? - How do I match supply with demand? - What are the key influences on delegation, centralisation and HR flow? 	<ul style="list-style-type: none"> - What is the distinction between cash flow and profit? - How do I construct and analyse budgets, cash flow and break even data? - What are the main internal and external sources of finance? - Can I describe the key motivational theorists and use them to analyse employee engagement?
Assessment	<p>Topic worksheet assessment Practice exam questions Introduction to PeCan Pie <i>Share price challenge</i> <i>Virtual visits to different businesses</i></p>	<p>Topic worksheet assessment Practice exam questions Introduction into AJIM conclusions End of unit Assessments PPE's</p>	<p>Topic worksheet assessments Practice exam questions End of unit Assessments <i>School trip to visit different businesses</i></p>	<p>Topic worksheet assessments Practice exam questions End of unit Assessments <i>Virtual visits to different businesses</i></p>	<p>Topic worksheet assessments Practice exam questions End of unit Assessments <i>Virtual visits to different businesses</i></p>	<p>Topic worksheet assessments Practice exam questions End of unit Assessments PPE's <i>Virtual visits to different businesses</i></p>

Key Stage 5 Subject Timeline Year 12 and 13

Subject: Business Studies

Exam Board: AQA A Level

	<i>Looking at women in different industries</i>	<i>Virtual visits to different businesses</i>				
--	---	---	--	--	--	--

Key Stage 5 Subject Timeline Year 12 and 13

Subject: Business Studies

Exam Board: AQA A Level

		Year 13					
		Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Topics		<u>3.7 Analysing the strategic position of a business (NGS)</u> <u>3.8 Choosing Strategic direction (SBN)</u>	<u>3.7 Analysing the strategic position of a business (NGS)</u> <u>3.8 Choosing Strategic direction (SBN)</u>	<u>3.7 Analysing the strategic position of a business (NGS)</u> <u>3.9 Strategic methods: How to pursue strategies (NGS)</u> <u>3.8 Choosing Strategic direction (SBN)</u>	<u>3.9 Strategic methods: How to pursue strategies (NGS)</u> <u>3.10 Managing strategic change (NGS)</u> <u>Revision and retrieval of 3.1 and 3.2 (SBN)</u>	<u>3.9 Strategic methods: How to pursue strategies (NGS)</u> <u>3.10 Managing strategic change (NGS)</u> <u>Revision and retrieval of 3.3 and 3.4 (SBN)</u> <u>General revision and retrieval</u>	
	Key skills and Concepts	3.7.1 Mission, corporate objectives and strategy 3.7.2 Analysing the internal position of a business 3.7.3 Analysing the strengths and weaknesses of a business 3.7.4 Analysing the external environment to assess opportunities and threats 3.8.1 Strategic direction: What markets to compete in	3.7.4 Analysing the external environment to assess opportunities and threats (completion) 3.7.5 Economic change 3.7.6 Analysing social and technological factors 3.7.7 Analysing the external environment to assess opportunities and threats 3.8.1 Strategic direction: What markets to compete in	3.7.8 Analysing strategic options: Investment Appraisal 3.9.1 Assessing a change in scale 3.9.2 Assessing innovation 3.9.3 Assessing internationalisation 3.8.2 Strategic positioning: Choosing how to compete	3.9.4 Assessing greater use of technology 3.10.1 Managing change 3.10.2 Organisational culture Revision and retrieval of 3.1.2 Understanding different forms and 3.2.1 Management and Leadership	3.10.3 Managing strategic implementation 3.10.4 Problems with strategies and why strategies fail Revision and retrieval of 3.3.2 Understanding markets and customers (income and price elasticity) and 3.4.4 Quality	

Key Stage 5 Subject Timeline Year 12 and 13

Subject: Business Studies

Exam Board: AQA A Level

Endpoints – questions that can be answered	<ul style="list-style-type: none"> - What influences a mission statement? - What is the distinction between strategy and tactics? - How do you analyse financial data to assess strengths and weaknesses? - What is the impact of changes in the political and legal environment? - What factors influence the market a business competes in? 	<ul style="list-style-type: none"> - What impact does the legal environment have on decision making? - What are the reasons and importance of globalisation in a business? - What is the impact of the social and technological environment on strategic and functional decision making? - What are Porters' Five forces and how do they affect a business? - What is the value of different strategic positioning strategies? 	<ul style="list-style-type: none"> - How does a business use financial methods to assess investment decisions? - What are the benefits of competitive advantage? - What is the difference between organic and external growth? - How does a business become an innovative organisation? - What are the reasons for targeting, operating in and trading with international markets? 	<ul style="list-style-type: none"> - What pressures do a business have in adopting digital technology? - What are the causes and pressures for change? - What is the importance of organisational culture? 	<ul style="list-style-type: none"> - How do you and what is the value of implementing and leading a strategic plan? - Why do businesses fail and what difficulties do a business have implementing a strategy? 	
Assessment	<p>Topic worksheet assessments Practice exam questions End of unit Assessments Calculation tasks <i>Virtual visits to different businesses and case studies</i> <i>Application to real life situations and applied to context where appropriate</i></p>	<p>Topic worksheet assessments Practice exam questions Calculation tasks End of unit Assessments PPE's <i>Virtual visits to different businesses and case studies</i> <i>Application to real life situations and applied to context where appropriate</i></p>	<p>Topic worksheet assessments Practice exam questions End of unit Assessments Calculation tasks <i>Virtual visits to different businesses and case studies</i> <i>Application to real life situations and applied to context where appropriate</i></p>	<p>Topic worksheet assessments Practice exam questions/whole papers End of unit Assessments Calculation tasks <i>Virtual visits to different businesses and case studies</i> <i>Application to real life situations and applied to context where appropriate</i></p>	<p>Topic worksheet assessments Practice exam questions/whole papers End of unit Assessments Calculation tasks PPE's <i>Virtual visits to different businesses and case studies</i> <i>Application to real life situations and applied to context where appropriate</i></p>	