

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><b><u>3.1 What is Business?</u></b>  <b><u>3.2 Managers, leadership and decision making</u></b></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>3.2.2 Understanding management decision making</p> <p>3.2.3 Understanding the role and importance of stakeholders</p>	<p><b><u>3.1 What is Business continued and start of 3.3 Decision making to improve marketing performance</u></b></p> <p><b><u>3.4 Decision making to improve operational performance</u></b></p> <p>3.1.3 Understanding that businesses operate within an external environment</p> <p>3.3.1 Setting marketing objectives</p> <p>3.4.1 Setting operational objectives</p>	<p><b><u>3.3 Decision making to improve marketing performance continued</u></b></p> <p><b><u>3.4 Decision making to improve operational performance continued</u></b></p> <p>3.3.4 Using the marketing mix</p> <p>3.3.2 Understanding markets and customers</p> <p>3.4.2 Analysing operational performance</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><b><u>3.3. Decision making to improve marketing performance continued</u></b></p> <p><b><u>3.6 Decision making to improve HR performance</u></b></p> <p><b><u>Decision making to improve operational performance continued</u></b></p> <p><b><u>3.5 Decision making to improve financial performance</u></b></p> <p>3.3.3 Making marketing decisions: segmentation and targeting</p> <p>3.6.1 Setting HR objectives</p> <p>3.4.5 Making operational decision to improve performance: managing inventory</p> <p>3.6.2 Analysing HR Performance</p> <p>3.5.1 Setting financial objectives</p> <p>3.5.2 Analysing financial performance</p>	<p><b><u>3.6 Decision making to improve HR performance</u></b></p> <p><b><u>Decision making to improve financial performance continued</u></b></p> <p>3.5.3 Sources of finance</p> <p>3.5.4 Improving cash flow and profits</p> <p>3.6.3 Organisational design and HR flow</p> <p>3.6.4 Improving motivation and engagement</p>	<p>Retrieval of Units 1 - 6</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>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, 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 the value of setting operational objectives and how you can use data to analyse operational performance.</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>Skills: Analytical thinking, Critical analysis and assessment, Business terminology development, Literacy skills</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>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 key motivational theorists and discussing influences on employee involvement.</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>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>Retrieval tasks</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"> <li>- Why does a business exist?</li> <li>- Why does a business choose a particular type of ownership?</li> <li>- What influence are there on share prices?</li> <li>- What are the key management and leadership theorists?</li> </ul>	<ul style="list-style-type: none"> <li>- How can the external environment affect costs and demand</li> <li>- What is the value of marketing objectives?</li> <li>- How do elements of the 7P's all interrelate?</li> <li>- What is the value of decision making based on data?</li> <li>- Do the needs of stakeholders overlap and conflict at times?</li> </ul>	<ul style="list-style-type: none"> <li>- What is the value of digital marketing and e-commerce?</li> <li>- How do I interpret price and income elasticity of demand data?</li> <li>-</li> </ul>	<ul style="list-style-type: none"> <li>- What is the value of segmentation, targeting and positioning?</li> <li>- What is the value of setting operational objectives?</li> <li>- How do I use HR data to help inform decision making? What are the benefits and difficulties of lean production?</li> <li>- How do I utilise capacity efficiently?</li> </ul>	<ul style="list-style-type: none"> <li>- What are the key influences on delegation, centralisation and HR flow?</li> <li>- What is the distinction between cash flow and profit?</li> <li>- How do I construct and analyse budgets, cash flow and break even data?</li> <li>- What are the main internal and external sources of finance?</li> </ul>	<ul style="list-style-type: none"> <li>-</li> </ul>

## Key Stage 5 Subject Timeline Year 12 and 13

**Subject: Business Studies**

**Exam Board: AQA A Level**

<b>Assessment</b>	<p>Topic worksheet assessment Practice exam questions Introduction to PeCan Pie <i>Share price challenge</i> <i>Virtual visits to different businesses</i> <i>Looking at women in different industries</i></p>	<p>Topic worksheet assessment Practice exam questions Introduction into AJIM conclusions End of unit Assessments PPE's <i>Virtual visits to different businesses</i></p>	<p>Topic worksheet assessments Practice exam questions End of unit Assessments  <i>School trip to visit different businesses</i></p>	<p>- <i>How do I improve the quality and what are the drawbacks?</i> - <i>How do I match supply with demand?</i> -</p> <p>Topic worksheet assessments Practice exam questions End of unit Assessments <i>Virtual visits to different businesses</i></p>	<p>- <i>Can I describe the key motivational theorists and use them to analyse employee engagement?</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

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

Use of Technology

Cultural Capital

Inclusiveness and Diversity

## Key Stage 5 Subject Timeline Year 12 and 13

**Subject: Business Studies**

**Exam Board: AQA A Level**

<b>Endpoints – questions that can be answered</b>	<ul style="list-style-type: none"> <li>- What influences a mission statement?</li> <li>- What is the distinction between strategy and tactics?</li> <li>- How do you analyse financial data to assess strengths and weaknesses?</li> <li>- What is the impact of changes in the political and legal environment?</li> <li>- What factors influence the market a business competes in?</li> </ul>	<ul style="list-style-type: none"> <li>- What impact does the legal environment have on decision making?</li> <li>- What are the reasons and importance of globalisation in a business?</li> <li>- What is the impact of the social and technological environment on strategic and functional decision making?</li> <li>- What are Porters' Five forces and how do they affect a business?</li> <li>- What is the value of different strategic positioning strategies?</li> </ul>	<ul style="list-style-type: none"> <li>- How does a business use financial methods to assess investment decisions?</li> <li>- What are the benefits of competitive advantage?</li> <li>- What is the difference between organic and external growth?</li> <li>- How does a business become an innovative organisation?</li> <li>- What are the reasons for targeting, operating in and trading with international markets?</li> </ul>	<ul style="list-style-type: none"> <li>- What pressures do a business have in adopting digital technology?</li> <li>- What are the causes and pressures for change?</li> <li>- What is the importance of organisational culture?</li> </ul>	<ul style="list-style-type: none"> <li>- How do you and what is the value of implementing and leading a strategic plan?</li> <li>- Why do businesses fail and what difficulties do a business have implementing a strategy?</li> </ul>	
<b>Assessment</b>	<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>	