



Year 12 A/AS Level Business– Programme of Study

	Term 1	Term 2/3	Term 2/3	Term 4	Term 5/6	Term 5/6
Big ideas/ topics	What is business?	Managers, leadership and decision making.	Decision making to improve financial performance.	Decision making to improve marketing performance.	Decision making to improve operational performance.	Decision making to improve human resource performance.
Key Knowledge	<p>Understanding the nature and purpose of business.</p> <p>Understanding different business forms.</p> <p>Understanding that businesses operate within an external environment.</p>	<p>Understanding management, leadership and decision making.</p> <p>Understanding management decision making.</p> <p>Understanding the role and importance of stakeholders</p>	<p>Setting financial objectives.</p> <p>Analysing financial performance.</p> <p>Making financial decisions: sources of finance</p>	<p>Setting marketing objectives.</p> <p>Understanding markets and customers.</p> <p>Making marketing decisions: segmentation, targeting, positioning.</p> <p>Making marketing decisions: using the marketing mix.</p>	<p>Setting operational objectives.</p> <p>Analysing operational performance.</p> <p>Making operational decisions to improve performance: increasing efficiency and productivity.</p> <p>4 Making operational decisions to improve performance: improving quality</p> <p>Making operational decisions to improve performance: managing inventory and supply chains.</p>	<p>Setting human resource objectives</p> <p>Analysing human resource performance.</p> <p>Making human resource decisions: improving organisational design and managing the human resource flow.</p> <p>Making human resource decisions: improving motivation and engagement</p> <p>Making human resource decisions: improving employer-employee relations.</p>

<p>Further information and reading list</p> <ul style="list-style-type: none"> • AQA A Level exam board • AQA A-level Business Year 1 and AS Fourth Edition (Wolinski and Coates) – ISBN: 1510454950 • CGP AS and A-Level Business: AQA Complete Revision & Practice (with Online Edition) - ISBN: 9781782943518 • https://www.youtube.com/@TakingTheBiz
<p>Ways to support and extend student learning in this subject</p> <ul style="list-style-type: none"> • TV documentaries as directed by your teacher • Quality newspaper or daily news report to keep abreast of contemporary issues. • www.bbc.co.uk • https://www.bbc.co.uk/news/business • https://www.reuters.com/news/archive/businessNews • www.ons.gov • www.Economist.com •



Year 13 A Level Business – Programme of Study

	Term 1/2	Term 1/2	Term 3	Term 4	Term 5	Term 6
Big ideas/ topics	Analysing the strategic position of a business.	Choosing strategic direction.	Strategic methods: how to pursue strategies.	Managing strategic change.	Revision Revisit key concepts.	Exams
Key Knowledge	<p>Mission, corporate objectives and strategy.</p> <p>Analysing the existing internal position of a business to assess strengths and weaknesses: financial ratio analysis.</p> <p>Analysing the existing internal position of a business to assess strengths and weaknesses: overall performance.</p> <p>Analysing the external environment to assess opportunities and threats: political and legal change.</p> <p>Analysing the external environment to assess opportunities and threats: economic change.</p>	<p>Analysing the external environment to assess opportunities and threats: social and technological.</p> <p>Analysing the external environment to assess opportunities and threats: the competitive environment.</p> <p>Analysing strategic options: investment appraisal</p> <p>Strategic direction: choosing which markets to compete in and what products to offer.</p> <p>2 Strategic positioning: choosing how to compete.</p>	<p>Assessing a change in scale.</p> <p>Assessing innovation.</p> <p>Assessing internationalisation.</p> <p>Assessing greater use of digital technology.</p>	<p>Managing change.</p> <p>Managing organisational culture.</p> <p>Managing strategic implementation.</p> <p>Problems with strategy and why strategies fail.</p>	<p>Programme tailored to student needs as identified by completion of PLC's and past exam papers.</p>	

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- www.ons.gov
- www.Economist.com