

Our Vision:

Exam boards: AQA

Brief overview of topics, themes, skills or key questions for each term:

	Autumn #1	Autumn #2	Spring #3	Spring #4	Summer #5	Summer #6
Year 12	<p>Section 1 – What is Business</p> <p><i>Understanding the nature and purpose of business, external factors affecting business</i></p> <p>Section 2 – Managers, Leadership and decision making</p> <p><i>Managers, leadership and decision making, opportunity costs and the role of stakeholders</i></p> <p><i>End of section 1 and 2 Assessment</i></p>	<p>Section 3 – Decision-making to improve marketing performance</p> <p><i>Setting marketing objectives, market research, price and income elasticity of demand</i></p> <p>Section 5 – Decision making to improve financial performance</p> <p><i>Financial objectives, calculating revenues costs and profits Breakeven and cash flow</i></p>	<p>Section 3 – Decision-making to improve marketing performance</p> <p><i>Marketing mix</i></p> <p>Section 5 – Decision making to improve financial performance</p> <p><i>Budgets and Budgeting, sources of finance</i></p> <p><i>End of section 5 Assessment</i></p>	<p>Section 3 – Decision-making to improve marketing performance</p> <p><i>Marketing mix</i></p> <p>Section 6 – Decision making to improve HR performance</p> <p><i>Motivation and Engagement Improving organisational design Managing HR flow</i></p> <p><i>End of section 3 Assessment</i></p>	<p>Section 4 - Decision Making to improve operational performance</p> <p><i>Setting objectives, labour productivity, lean production and capacity utilisation</i></p> <p>Section 6 – Decision making to improve HR performance</p> <p><i>Improving employer-employee relations, analysing performance and improved HR performance</i></p> <p><i>End of section 6 Assessment</i></p>	<p>Section 4 - Decision Making to improve operational performance</p> <p><i>Technology and operational efficiency, quality, supply chains and inventory</i></p> <p><i>End of section 4 Assessment</i></p> <p><i>Review of learning over the year, MCQ, key terms retrieval practice Long and short answer questions</i></p> <p><i>AS paper practice</i></p>

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<p>Year 13</p>	<p>Section 7 – Analysing the strategic position of a business</p> <p><i>Mission statements, corporate objectives, strategy and tactics, the value of SWOT</i></p> <p>Section 8 – Choosing strategic direction</p> <p><i>Ansoffs matrix, competitive advantage and strategic positioning</i></p> <p><i>End of section 8 Assessment</i></p> <p>Section 9 – How to pursue strategies</p> <p><i>Growth and retrenchment Economies and diseconomies of scale Growth and Innovation</i></p>	<p>Section 7 – Analysing the strategic position of a business</p> <p><i>Financial objectives, balance sheets and income statements, ratios</i></p> <p>Section 9 – How to pursue strategies</p> <p><i>Growth and retrenchment Economies and diseconomies of scale Growth and Innovation</i></p>	<p>Section 7 – Analysing the strategic position of a business</p> <p><i>Assessing performance Changes in political and legal environment Government policy</i></p> <p>Section 9 – How to pursue strategies</p> <p><i>Innovation, international trade inc: India and China, digital technology</i></p> <p><i>End of section 9 Assessment</i></p>	<p>Section 7 – Analysing the strategic position of a business</p> <p><i>Globalisation, CSR, technological change, competitive environment</i></p> <p>Section 10 – Managing Strategic Change</p> <p><i>Causes and value of change, flexible organisation, barriers to change, organisational culture</i></p>	<p>Section 7 – Analysing the strategic position of a business</p> <p><i>Analysing strategic options, investment appraisal, sensitivity analysis</i></p> <p><i>End of section 7 Assessment</i></p> <p>Section 10 – Managing Strategic Change</p> <p><i>Strategic implementation, network analysis, problems with strategy</i></p> <p><i>End of section 10</i></p> <p><i>Review of learning over the year, MCQ, key terms retrieval practice Long and short answer questions</i></p>	<p>Exam Practice</p> <p><i>Review of learning over the year, MCQ, key terms retrieval practice Long and short answer questions</i></p>
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