



AS level BUSINESS Plans for Year 12 Curriculum

Term	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 12	<p><u>Unit 1 What is business?</u> 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><u>Unit 4 Operational Management</u></p> <p>Setting operational objectives</p> <p>Analysing operational performance</p> <p>Making operational decisions to improve performance: improving quality</p>	<p>Making operational decisions to improve performance: improving quality</p> <p>Making operational decisions to improve performance: managing inventory and supply chains</p>	<p><u>Unit 2 Managers, leadership and decision making</u></p> <p>Understanding management, leadership and decision making</p> <p>Understanding management decision making</p> <p>Understanding management decision making</p> <p>Understanding the role and importance of stakeholders</p>	<p><u>Unit 5 Financial Management</u></p> <p>Setting financial objectives</p> <p>Making financial decisions: improving cash flow and profits</p> <p><u>Unit 6 Human Resource Management</u></p> <p>Analysing human resource performance</p> <p>Making human resource decisions: improving motivation and engagement</p>	<p><u>Year 12 Business Project</u> Book Review Company research Business model project</p> <p><u>Year 13 Syllabus</u></p> <p><u>Unit 7 Analysing the strategic position of a business</u></p> <p>Mission, corporate objectives and strategy</p> <p>Analysing the existing internal position of a business to assess strengths and weaknesses:</p>	<p><u>Strategic positioning: choosing how to compete</u></p>



	<p>Making operational decisions to improve performance: managing inventory and supply chains</p>		<p><u>Unit 3 Marketing Management</u> Setting marketing objectives Understanding markets and customers Making marketing decisions: segmentation, targeting, positioning Making marketing decisions: using the marketing mix</p>	<p>Making human resource decisions: improving employer-employee relations</p>	<p>financial ratio analysis</p>	
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A 'Level Business Plans for Year 13 Curriculum

Term	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 13	<p><u>Unit 7 Analysing the strategic position of a business</u></p> <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>Unit 8 Choosing Strategic direction</p>	<p>Unit 9 Strategic methods: how to pursue strategies</p> <p>Unit 8 Choosing Strategic direction</p>	<p>Unit 10 Managing Strategic change</p> <p>Mock Exams</p> <p>Revision</p>	Revision		

Exam Board: AQA

Links to exam board specification and exam materials: <https://www.aqa.org.uk/subjects/business/as-and-a-level/business-7131-7132/specification-at-a-glance>

