



AS LEVEL BUSINESS

Plans for Years 12 & 13

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>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 3 Marketing Management</u></p> <p>Setting marketing objectives</p> <p>Understanding markets and customers</p>	<p><u>Unit 3 Marketing Management</u></p> <p>Making marketing decisions: segmentation, targeting, positioning</p> <p>Making marketing decisions: using the marketing mix</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: managing inventory and supply chains</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>Making financial decisions: sources of finance</p> <p><u>Unit 6 Human Resource Management</u></p> <p>Setting HR Objectives</p> <p>Analysing HR Performance</p> <p>Making HR decisions: improving organisational design and managing human resource cash flow.</p> <p>Making human resource decisions: improving employer-employee relations</p>	<p><u>Unit 6 Human Resource Management</u></p> <p>Making HR Decisions: Improving motivation and engagement</p> <p>Making HR decisions: improving employer-employee relations</p> <p><u>Year 12 Business Project</u></p> <p>Book Review</p> <p>Company research</p> <p>Business model project</p>	<p><u>Mock Exams</u></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 external environment to assess opportunities and threats: political and legal change</p>



TERM	AUTUMN 1	AUTUMN 2	SPRING 1	SPRING 2
YEAR 13	<p><u>Unit 7 Analysing the strategic position of a business</u></p> <p>Analysing the existing internal position of a business to assess strengths and weaknesses: Financial ratio analysis</p> <p><u>Unit 8 Choosing Strategic direction.</u></p> <p>Strategic direction: choosing which markets to compete in and what products to offer.</p>	<p><u>Unit 8 Choosing Strategic direction.</u></p> <p>Strategic positioning: choosing how to compete</p> <p><u>Unit 7:</u></p> <p>Analysing the external environment to assess opportunities and threats: social and Technological</p> <p>Analysing strategic options: investment appraisal</p> <p><u>Unit 9 Strategic methods: how to pursue strategies</u></p> <p>Assessing a change in scale</p> <p>Assessing innovation</p>	<p><u>Unit 9 Strategic methods: how to pursue strategies</u></p> <p>Assessing internalisation</p> <p>Assessing greater use of digital technology</p> <p><u>Unit 10 Managing Strategic change</u></p> <p>Managing change</p> <p>Managing organisational change</p> <p>Managing strategic implementation : problems with strategy and why strategies fail.</p> <p>Mock Exams</p>	<p>Revision:</p> <p>1. Systematic revision of key topics from Units 1–10 ensuring a strong grasp of business concepts, theories, and terminology.</p> <p>2. Past Paper Practice:</p> <p>Targeted practice using AQA-style questions to familiarise students with question formats and mark schemes.</p> <p>3. Exam Technique Development:</p> <p>Structuring responses for 9,12,16,24 and 25 markers focusing on analysis, evaluation, and application to real business context.</p>

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>