



AS level BUSINESS Plans for Year 12 Curriculum

Term	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 12	<u>Unit 1.1 Business and objectives</u> Entrepreneurs Business planning and decisions Business Objectives <u>1.2 Forms of business and stakeholders</u> Different forms of business stakeholders	<u>Unit 1.3 Marketing</u> Identifying/anticipating/understand customers' needs Markets and marketing data Demand Target market <u>Unit 1.4 Financial management. Managing finance</u> Internal and external sources of finance Break-even Profit and Budgets	<u>Unit 1.3 Marketing</u> Marketing Objectives and Planning Marketing Mix Digital technology and marketing <u>Unit 1.4 Financial management.</u> Cash flow and liquidity Financial reporting Assessing financial position and performance Revision Mid-Year Exams	<u>Unit 2.1 People Management</u> Human resource objectives and planning Organisational design Leadership <u>Unit 2.2 Operations Management</u> Managing operations Operations data Efficiency and quality Supply chain management Inventory Management	<u>Unit 2.1 People Management</u> Teamwork and motivation Developing peoples employee wellbeing, Employer and Employee relations <u>Unit 2.2 Operations Management</u> project management Scale operations technology Revision Past Paper Practice: Targeted practice using AQA-style questions.	<u>Mock Exams</u> <u>Unit 2.3 Managing Busines Culture</u> Business values and Culture



A 'Level Business Plans for Year 13 Curriculum

Term	Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 13	<u>Unit 7 Analysing the strategic position of a business</u> Analyzing the existing internal position of a business to assess strengths and weaknesses: Financial ratio analysis <u>Unit 8 Choosing Strategic direction.</u> Strategic direction: choosing which markets to compete in and what products to offer.	<u>Unit 8 Choosing Strategic direction.</u> Strategic positioning: choosing how to compete <u>Unit 7:</u> Analysing the external environment to assess opportunities and threats: social and Technological Analysing strategic options: investment appraisal	<u>Mock Exams</u> <u>Unit 9 Strategic methods: how to pursue strategies</u> Assessing internalisation Assessing greater use of digital technology <u>Unit 10 Managing Strategic change</u> Managing change	<u>Revision:</u> 1. Systematic revision of key topics from Units 1–10 ensuring a strong grasp of business concepts, theories, and terminology. 2.Past Paper Practice: Targeted practice using AQA-style questions to familiarise students with question formats and mark schemes.		



		<u>Unit 9 Strategic methods: how to pursue strategies</u> Assessing a change in scale Assessing innovation	Managing organisational change Managing strategic implementation : problems with strategy and why strategies fail. Mock Exams	3.Exam Technique Development: Structuring responses for 9,12,16,24 and 25 markers focusing on analysis, evaluation, and application to real business context.		
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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>**