

Year 12	Half Term 1	Half Term 2	Half Term 3	Half Term 4	Half Term 5	Half Term 6
Knowledge	Theme 1: Marketing and people 1.5.1 Role of an entrepreneur 1.5.2 Entrepreneurial motives and characteristics 1.1.1 The market 1.1.2 Market research 1.1. Market positioning Theme 2: Managing business activities 2.1.1 Internal finance 2.1.2 External finance 2.1.3 Liability 2.1.4 Planning 2.2.1 Sales forecasting 2.2.2 Sales, revenue and costs	Theme 1: Marketing and people 1.2.1 Demand 1.2.2 Supply 1.2.3 Markets 1.2.4 Price elasticity of demand 1.2.5 Income elasticity of demand Theme 2: Managing business activities 2.2.3 Break-even 2.2.4 Budgets 2.3.1 Profit 2.3.2 Liquidity 2.3.3 Business failure	Theme 1: Marketing and people 1.3.1 Product/service design 1.3.2 Branding and promotion 1.3.3 Pricing strategies 1.3.4 Distribution Theme 2: Managing business activities 2.3.3 Business failure 2.4.1 Production, productivity and efficiency 2.4.2 Capacity utilisation 2.4.3 Stock control 2.4.4 Quality management	Theme 1: Marketing and people 1.3.5 Marketing strategy 1.4.1 Approaches to staffing 1.4.2 Recruitment, selection and training 1.4.3 Organisational design 1.4.4 Motivation in theory and practice Theme 2: Managing business activities 2.5.1 Economic influences 2.5.2 Legislation 2.5.3 The competitive environment	Theme 1: Marketing and people 1.4.5 Leadership 1.5.3 Business objectives 1.5.4 Forms of business 1.5.5 Business choices Theme 3: Business decisions and strategy 3.1.1 Corporate objectives 3.1.2 Theories of corporate strategy 3.1.3 SWOT analysis	Theme 3: Managing business activities 3.5.1 Interpretation of financial statements 3.5.2 Ratio analysis 3.5.3 Human resources 3.6.1 Causes and effects of change 3.6.2 Key factors in change 3.6.3 Scenario planning
Skills	Numerical skills Cognitive skills Non-routine problem solving Systems thinking IT literacy Collaborative problem solving Interpersonal skills – communication and relationship building Adaptability Self-management and self-development					
Independent Learning Link	Theme 1 Study Guide Theme 2 Study Guide Tutor2u A-Level Business YouTube	Theme 1 Study Guide Theme 2 Study Guide Tutor2u A-Level Business YouTube	Theme 1 Study Guide Theme 2 Study Guide Tutor2u A-Level Business YouTube	Theme 1 Study Guide Theme 2 Study Guide Tutor2u A-Level Business YouTube	Theme 1 Study Guide Theme 3 Study Guide Tutor2u A-Level Business YouTube	Theme 3 Study Guide Tutor2u A-Level Business YouTube

Year 13	Half Term 1	Half Term 2	Half Term 3	Half Term 4	Half Term 5	Half Term 6
Knowledge	Theme 3: Business decisions and strategy 3.1.4 Impact of external influences 3.2.1 Growth 3.2.2 Mergers and takeovers 3.2.3 Organic growth 3.2.4 Reasons for staying small 3.3.1 Quantitative sales forecasting 3.3.2 Investment appraisal 3.3.3 Decision trees 3.3.4 Critical Path Analysis 3.5.1 Interpretation of financial statements 3.5.2 Ratio analysis Theme 4: Global business 4.1.1 Growing economies 4.1.2 International trade and business growth 4.1.3 Factors contributing to increased globalisation 4.4.1 The impact of MNCs 4.4.2 Ethics 4.4.3 Controlling MNCs	Theme 3: Business decisions and strategy 3.4.1 Corporate influences 3.4.2 Corporate culture 3.4.3 Shareholders versus stakeholders 3.4.4 Business ethics 3.5.3 Human resources 3.6.1 Causes and effects of change 3.6.2 Key factors in change 3.6.3 Scenario planning Theme 4: Global business 4.1.4 Protectionism 4.1.5 Trading blocs 4.2.1 Conditions that prompt trade 4.2.2 Assessment of a country as a market 4.2.3 Assessment of a country as a production location	Theme 3: Business decisions and strategy 3.4.4 Business ethics Theme 4: Global business 4.2.4 Reasons for global mergers or joint ventures 4.2.5 Global competitiveness 4.3.1 Marketing 4.3.2 Niche markets 4.3.3 Cultural/social factors	Theme 1-2 Revision	Theme 3-4 Revision	
	Numerical skills Cognitive skills Non-routine problem solving Systems thinking IT literacy Collaborative problem solving Interpersonal skills – communication and relationship building Adaptability Self-management and self-development					
Independent Learning Link	Theme 3 Study Guide Theme 4 Study Guide Tutor2u A-Level Business YouTube	Theme 3 Study Guide Theme 4 Study Guide Tutor2u A-Level Business YouTube	Theme 1 Study Guide Theme 2 Study Guide Theme 3 Study Guide Theme 4 Study Guide Tutor2u A-Level Business YouTube	Theme 1 Study Guide Theme 2 Study Guide Theme 3 Study Guide Theme 4 Study Guide Tutor2u A-Level Business YouTube		