

	Autumn Term	Spring Term	Summer Term
Year 12	<p>Curriculum:</p> <p>Teacher 1: What is a business? 3.1.1 Understanding the nature and purpose of business 3.1.2 Understanding different business forms 3.1.3 Understanding that businesses operate within an external environment</p> <p>Marketing management 3.3.1 Setting marketing objectives 3.3.2 Understanding markets and customers</p> <p>Teacher 2: Managers, leadership and decision making 3.2.1 Understanding management, leadership, and decision making 3.2.2 Understanding management decision making 3.2.3 Understanding the role and importance of stakeholders</p> <p>Financial management 3.5.1 Setting financial objectives 3.5.2 Analysing financial performance</p>	<p>Curriculum:</p> <p>Teacher 1: Marketing management 3.3.3 Making marketing decisions, segmentation, targeting, positioning 3.3.4 Making marketing decisions, using the marketing mix</p> <p>Operational management 3.4.1 Setting operational objectives 3.4.2 Analysing operational performance 3.4.3 Making operational decisions to improve performance: increasing efficiency and productivity</p> <p>Teacher 2: Financial management 3.5.3 & 3.5.4 Making financial decisions: sources of finance</p> <p>Human Resource Management 3.6.1 Setting human resource objectives 3.6.2 Analysing human resource performance 3.6.3 Making human resource decisions: improving organisational design and managing the human resource flow</p>	<p>Curriculum:</p> <p>Teacher 1: Operational management 3.4.4 Making operational decisions to improve performance: improving quality 3.4.5 Making operational decisions to improve performance: managing inventory and supply chains</p> <p>Teacher 2: Human Resource management 3.6.4 Making human resource decisions: improving motivation and engagement 3.6.5 Making human resource decisions: improving employee-employer relations</p>
	<p>Formal Assessment*: Interim and end of topic tests for all units. Weekly homework set including past paper question practice which are marked and given feedback on.</p>	<p>Formal Assessment*: Interim and end of topic tests for all units. Weekly homework set including past paper question practice which are marked and given feedback on. Y12 Mock Exams</p>	<p>Formal Assessment*: Interim and end of topic tests for all units. Weekly homework set including past paper question practice which are marked and given feedback on. Y12 Mock Exams</p>
Year 13	<p>Curriculum:</p> <p>Teacher 1: Analysing the strategic position of a business 3.7.1 Mission, corporate objectives, functional objectives and strategy 3.7.3 Analysing the existing internal position of a business to assess strengths and weaknesses: overall performance 3.7.5 Analysing the external environment to assess opportunities and threats: economic change 3.7.7 Analysing the external environment to assess opportunities and threats: the competitive environment</p> <p>Teacher 2: Analysing the strategic position of a business</p>	<p>Curriculum:</p> <p>Teacher 1: Choosing strategic direction 3.8.1 Strategic direction: choosing which markets to compete in and what products to offer 3.8.2 Strategic positioning: choosing how to compete</p> <p>Managing strategic change 3.10.1 Managing change 3.10.2 Managing organisational culture</p> <p>Teacher 2: Strategic methods: how to pursue strategies</p>	<p>Curriculum:</p> <p>Teacher 1: Revision of content ahead of exams Teacher 2: Revision of content ahead of exams</p>

	<p>3.7.2 Analysing the existing internal position of a business to assess strengths and weaknesses: financial ratio analysis</p> <p>3.7.4 Analysing the external environment to assess opportunities and threats: political and legal change</p> <p>3.7.6 Analysing the external environment to assess opportunities and threats: social and technological</p> <p>3.7.8 Analysing strategic options: investment appraisal</p>	<p>3.9.1 Assessing a change in scale</p> <p>3.9.2 Assessing innovation</p> <p>3.9.3 Assessing globalisation and internationalisation</p> <p>3.9.4 Assessing greater use of digital technology</p> <p>Managing strategic change</p> <p>3.10.3 Managing strategic implementation</p> <p>3.10.4 Problems with strategy and why strategies fail</p>	
	<p>Formal Assessment*:</p> <p>Interim and end of topic tests for all units.</p> <p>Weekly homework set including past paper question practice which are marked and given feedback on.</p>	<p>Formal Assessment*:</p> <p>Interim and end of topic tests for all units.</p> <p>Weekly homework set including past paper question practice which are marked and given feedback on.</p> <p>Y13 Mock Exams</p>	<p>Formal Assessment*:</p> <p>End of course external examinations.</p>

Course content and number references link to the AQA A Level Business Studies specification (7132) [AS and A-level Business Specification for teaching from September 2023 onwards \(aqa.org.uk\)](#)

**At CamSF, assessment happens at many levels and is perhaps most important when teachers assess what students have learned and remembered within the classroom. Timely feedback is so important in enabling progress and knowledge retention.*