

**A-Level Overview Year 1: Business**

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| Term | Mrs Scott | Mr Maxwell | Key Skills / Coursework / PSAs / Deadlines |
| 1 | **3.1 What is Business?**3.1.1 Nature & purpose of business3.1.2 Different business forms3.1.3 External environment | **3.2 Managers, leadership & decision-making**3.2.1 Managers, leadership & decision-making3.2.2 Management decision-making3.2.3 Role & importance of stakeholders | Read textbook pages 1-109Notes: key concepts, key terms & formulaMultiple choice & short answer testsCase study assessments: Time for coffee & Trumps Travel |
| 2 | **3.4 Decision making to improve operational performance**3.4.1 Setting operational objectives3.4.2 Analysing operational performance3.4.3 Increasing efficiency & productivity | **3.3 Decision making to improve marketing performance**3.3.1 Setting marketing objectives3.3.2 Understanding markets & customers3.3.3 segmentation, targeting, positioning | Read textbook pages 110-254Notes: key concepts, key terms & formulaMultiple choice & short answer testsCase study assessments: Jetfast plcRead textbook pages 255-392Notes: key concepts, key terms & formula |
| 3 | 3.4.4 Improving quality3.4.5 Managing inventory and supply chains**3.5 Decision making to improve financial performance**3.5.1 Setting financial objectives | 3.3.4 Using the marketing mix**3.6 Decision making to improve human resource performance**3.6.1 Setting human resource objectives3.6.2 Analysing human resource performance | Numeracy tests: Operational performance, inventory controlCase study assessments Read textbook pages 393-496 |
| 4 | 3.5.2 Analysing financial performance: Budgeting, cashflow, break-even, measuring profits | 3.6.3 Organisational design and human resource flow 3.6.4 Improving motivation and engagement | Notes: key concepts, key terms & formulaTests: cash flow, break-evenAssessment: Dave’s garden centre, Rocking Horses, past exam questions |
| 5 | 3.5.4 Improving cashflow & profits3.5.3 Sources of finance *Revision**Internal exams* | 3.6.5 Improving employer-employee relations*Revision**Internal exams* | Read textbook pages 497-538Notes: key concepts, key terms & formulaTests: Multiple choice & short answerPast exam questions |
| 6 | **3.9 Strategic methods: pursuing strategies**3.9.2 Assessing innovation3.9.4 Assessing digital technology | **3.9 Strategic methods: pursuing strategies**3.9.1 Assessing a change in scale | Read textbook 2 pages 227-287; 323-343Notes: key concepts, key terms, diagramsAssessment case studies: Ikea, set A question 1, Bricks, Lo-co, Kim Group & Amazon |