

**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 business  3.1.2 Different business forms  3.1.3 External environment | **3.2 Managers, leadership & decision-making**  3.2.1 Managers, leadership & decision-making  3.2.2 Management decision-making  3.2.3 Role & importance of stakeholders | Read textbook pages 1-109  Notes: key concepts, key terms & formula  Multiple choice & short answer tests  Case study assessments: Time for coffee & Trumps Travel |
| 2 | **3.4 Decision making to improve operational performance**  3.4.1 Setting operational objectives  3.4.2 Analysing operational performance  3.4.3 Increasing efficiency & productivity | **3.3 Decision making to improve marketing performance**  3.3.1 Setting marketing objectives  3.3.2 Understanding markets & customers  3.3.3 segmentation, targeting, positioning | Read textbook pages 110-254  Notes: key concepts, key terms & formula  Multiple choice & short answer tests  Case study assessments: Jetfast plc  Read textbook pages 255-392  Notes: key concepts, key terms & formula |
| 3 | 3.4.4 Improving quality  3.4.5 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 objectives  3.6.2 Analysing human resource performance | Numeracy tests: Operational performance, inventory control  Case 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 & formula  Tests: cash flow, break-even  Assessment: Dave’s garden centre, Rocking Horses, past exam questions |
| 5 | 3.5.4 Improving cashflow & profits  3.5.3 Sources of finance  *Revision*  *Internal exams* | 3.6.5 Improving employer-employee relations  *Revision*  *Internal exams* | Read textbook pages 497-538  Notes: key concepts, key terms & formula  Tests: Multiple choice & short answer  Past exam questions |
| 6 | **3.9 Strategic methods: pursuing strategies**  3.9.2 Assessing innovation  3.9.4 Assessing digital technology | **3.9 Strategic methods: pursuing strategies**  3.9.1 Assessing a change in scale | Read textbook 2 pages 227-287; 323-343  Notes: key concepts, key terms, diagrams  Assessment case studies: Ikea, set A question 1, Bricks, Lo-co, Kim Group & Amazon |