

A Level Business Studies:

Year 12

Subject and Year Group	Autumn 1 Year 12	Autumn 2 Year 12	Spring 1 Year 12	Spring 2 Year 12	Summer 1 Year 12	Summer 2 Year 12
Topic/Unit to be studied	Teacher 1: 3.1 What is business? Teacher 2: 3.2 Managers, leadership and decision making		Teacher 1: 3.3 Decision making to improve Marketing performance Teacher 2: 3.4 Decision making to improve Operational performance		Teacher 2: 3.5 Decision making to improve Financial performance Teacher 1: 3.6 Decision making to improve Human Resource performance	
Core Knowledge and skills	Teacher 1: 3.1 What is business? Business objectives, business ownership, shareholders, introduction to the external environment		Teacher 1: 3.3 Decision making to improve marketing performance Marketing objectives, market research, sampling, interpretation of marketing data, price and income elasticity, segmentation, targeting, positioning, marketing mix, product life cycle, ecommerce		Teacher 1: 3.5 Decision making to improve Financial performance Financial objectives, budgeting, break even analysis, profitability, cash flow, financial decision making, sources of finance	
	Teacher 2: 3.2 Managers, leadership and decision making The role of managers, management and leadership styles, management decision making, decision trees, influences on decision making, stakeholders		Teacher 2: 3.4 Decision making to improve Operational performance Operational objectives, labour productivity, capacity utilisation, lean production, JIT, quality, inventory management, supply chains		Teacher 2: 3.6 Decision making to improve Human Resource performance Human Resource objectives, hard and soft HRM, labour turnover, labour productivity, organisational design, human resource flow, financial and non financial motivation, employer-employee relations, employee representation	

Models covered	Tannenbaum and Schmidt continuum Blake Mouton grid	Boston Matrix	Taylor, Hertzberg, Mayo
Assessment	<p>Summative: Topic 3.1 End of Topic Test at October half term (end of Autumn 1 12)</p> <p>Formative: MCQs assessment (Peer marking)</p> <p>Summative: Topic 3.2 End of Topic Test at Christmas (end of Autumn 2 12)</p> <p>Formative: Management and leadership styles assessment (video assessment)</p> <p>If two teachers, both End of Topic Tests at Christmas (end of Autumn 2 12)</p>	<p>Summative: Topic 3.3 End of Topic Test at February half term (end of Spring 1 Year 12)</p> <p>Formative: Marketing campaign presentation assessment (Peer assessment)</p> <p>Summative: Topic 3.4 End of Topic Test at Easter (end of Spring 2 12)</p> <p>Formative: MCQs assessment (Peer marking)</p> <p>If two teachers, both End of Topic Tests at Easter (end of Spring 2 12)</p> <p>Summative: whole school mock exam period end of Spring 1 Year 1</p>	<p>Summative: Topic 3.5 End of Topic Test at May half term (end of Summer 1 Year 12)</p> <p>Formative: Calculations assessment (Self assessment)</p> <p>Summative: Topic 3.6 End of Topic Test at Summer (end of Summer 2 12)</p> <p>Formative: Calculations assessment (Self assessment)</p> <p>If two teachers, both End of Topic Tests at Summer (end of Summer 2 12)</p>