



Business Studies: Curriculum Overview Year 12

<https://filestore.aqa.org.uk/resources/business/AQA-7132-SOW.PDF>

Term	Topic studied	What will I learn?	How will I be assessed?	Wider reading:
Year 12 Autumn First Half term	<p>Section 1: What is Leaders</p> <p>Section 2: Managers, Leadership & decision making</p>	<ul style="list-style-type: none"> Nature & form of business Different business forms Issues with ownership type & external influencing factors Role of managers & leaders Decision making Decision trees Opportunity cost & trade offs Role & importance of stakeholders 	<p>Topic questions/case study questions/Essays/presentations. /quality of research undertaken and End of Unit Assessment.</p> <p>There is also a test at the end of 4 weeks which will inform initial progress and these will be reported via SIMs</p>	<p>Reputable Newspaper weekend Business section</p> <p>BBC Business News and The Economist</p> <p>www://Tutor2u/Business/blog & resources</p> <p>FT Youtube channel</p>
Year 12 Autumn Second Half term	<p>Section3: Marketing</p> <p>Section 5: Finance</p>	<ul style="list-style-type: none"> Impact on decision making & competitiveness Understanding Markets, research and interpretation of data incl analysis Price & income elasticity of demand Segmentation, targeting & positioning incl Mass/Niche. Marketing mix (all elements) Calculations of revenue, costs & profit Break-even Cash-flow management & forecasting Profitability v cashflow and issues with each Sources of Finance 	<p>Topic questions/case study questions/Essays/presentations. /quality of research undertaken and End of Unit Assessment.</p>	<p>As above plus Euan Davis Marketing Disasters (youtube)</p>
Year 12 Spring	<p>Revision/Exam</p> <p>Section 4: Operations</p> <p>Section 6: Human Resources</p>	<ul style="list-style-type: none"> Recap learnings & Practice exam skills Efficiency & productivity (labour & operations) Lean production Capacity utilisation Assessing performance & quality Supply chains & inventory Motivation (theory & practice) Organisational design & Flow Employer/employee relations Analysing HR performance 	<p>Formal Exam 'typically begin Feb' covering all topics learnt. Mixture of short and case study questions</p> <p>Topic questions/case study questions/Essays/presentations. /quality of research undertaken and End of Unit Assessment.</p>	<p>As above plus:</p> <p>BBC – inside the Factory series</p> <p>Channel 4 – undercover Boss</p>
Year 12 Summer	<p>Revision/Exam & review</p> <p>Financial Analysis</p> <p>Marketing Analysis</p>	<ul style="list-style-type: none"> Recap learnings & Practice exam skills <p>Focus will be on bringing all the knowledge together to ensure students can tackle the more complex case study questions where businesses face a complex set of circumstances</p> <p>Exam paper review & time given for reflection and guided improvement</p> <p>Analyse the financial performance of a business, with emphasis on ratio interpretation</p> <p>Ansoff Matrix – theory & practical application</p>	<p>Formal Exam 'typically Mid May' covering all topics learnt. Exam will be similar to As papers 1 & 2</p> <p>Post exam – DIRT tasks</p> <p>Topic questions/case study questions/Essays/presentations. /quality of research undertaken.</p>	<p>As above plus</p> <p>AQA website for old papers and mark schemes</p>