



KS5 A Level Business Studies

To understand business concepts, business terminology, business objectives, the integrated nature of business activity and the impact of business on individuals and wider society.

To equip students with the skills to apply knowledge and understanding to contemporary business issues and to different types and sizes of businesses in local, national and global contexts.

To provide students with the opportunity to develop as enterprising individuals with the ability to think commercially and creatively to demonstrate business acumen, and draw on evidence to make informed business decisions and solve business problems

To allow students to investigate and analyse real business opportunities and issues to construct well-argued, well-evidenced, balanced and structured arguments, demonstrating their depth and breadth of understanding of business.

	<i>AUTUMN TERM</i>	<i>SPRING TERM</i>	<i>SUMMER TERM</i>
Yr12	<p>Introduction to business</p> <p>1.1 a Enterprise 1.1 b Business functions 1.2 a Business sector 1.2 b Types of business 1.3 Franchises and franchisees 1.4 a Business size and growth 1.4 b External growth 1.4 a Business size and growth 1.4 b External growth</p>	<p>5. Human Resource management</p> <p>5.41 Organisation 5.42 Communication 5.43a Workforce planning 5.43b Human resource management objectives 5.44a Recruitment 5.44 b Selection 5.44 c Training 5.45 Appraisal and workforce performance 5.46a Functions of management 5.46 b Leadership 5.47 Motivation 5.48 Employer/ employee relations 5.49 Redundancy and</p>	<p>7. Operations management</p> <p>7.59 Operations management objectives 7.6 Added value 7.61 Innovation, research and development Innovation, research and development 7.62 a Methods of production 7.62 b Services 7.63 Project management</p>



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		dismissal 5.49 b External influences on human resource management	
	<p>2. Business objectives and strategy</p> <p>2. Business objectives and strategy 2.5 Stakeholders 2.6 a Different stakeholder and business objectives 2.6 b Mission statement 2.7 a Strategy and implementation 2.7 b Ansoff's matrix 2.7 c Models of strategic choice 2.8 Business plan 2.8 c Contingency planning and crisis management 2.9 a Risk and uncertainty 2.9 b Opportunity cost 2.10 Forecasting 2.11 Decision making 2.11 b Conflicts in business decision making 2.12 Decision trees</p>	<p>4. Accounting and finance within a business environment</p> <p>4.29 Investment appraisal 4.30 Budgets and variances 4.31 a Cash-flow 4.31 b Working capital 4.33 Income statements 4.34 35 Statement of financial position 4.36 37 39 40 Ratio analysis 4.40b External influences on accounting and finance 4.40 c Measures of Performance: financial and non-finance</p>	<p>4. Accounting and finance within a business environment</p> <p>4.36 37 39 40 Ratio analysis 4.40b External influences on accounting and finance 4.40 c Measures of Performance: financial and non-financial</p> <p>6. Marketing</p> <p>6.57 b Service marketing 6.58a External influences on marketing 6.58 b The strategy</p>
	<p>4. Accounting and finance within a business environment</p> <p>4.23 Accounting and</p>		



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	finance objectives 4.24 Sources of finance 4.25 Accounting concepts 4.26 Costs, revenue and profit 4.27 28 Break-even analysis 4.29 Investment appraisal 4.30 Budgets and variances		
	Exam questions Unit tests Overall test	Exam questions Unit tests Overall test	Exam questions Unit tests Year 12 exam



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	AUTUMN TERM	SPRING TERM	SUMMER TERM
Yr13	<p>7. Operations management</p> <p>7.64 Productivity 7.65 Economies and diseconomies of scale 7.66 Capacity utilisation and management 7.67 Stock control 7.68 Lean production 7.68 b Technology 7.69 Location and logistic 7.70 a Internal quality standards 7.70 b External quality standards 7.70 c Services Location and logistics</p>	<p>3. External influences</p> <p>3.17 d Ethical factors 3.18 19 Economic factors 3.20 Legal factors 3.21 a The digital revolution 3.21 b Environmental factors 3.21 C External factors and influences 3.22A Causes and effect of change 3.22 B Managing change 4. Accounting and finance within a business environment 4.23 Accounting and finance objectives</p>	Revision
	<p>6. Marketing</p> <p>6.53 a Anticipating consumer needs 6.53 b Customers and consumers 5.54 a The marketing mix 5.54b Product 6.54 c The product life cycle 6.55 Price 6.56 Place 6.57a Promotion</p>	<p>3. External influences</p> <p>3.13 a The market, market size and growth 3.1 3 b Physical and non-physical markets 3.13 c Competition 3.13 d Market dominance 3.14 a Demand and supply 3.14 b Market forces 3.15 a Global context 3.15 b The European Union</p>	



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	6.57 b Service marketing 6.58a External influences on marketing 6.58 b The strategy 7. Operations management within a business environment 7.59 Operations management objectives	3.15 c Emerging markets and the global environment 3.16 International trade and free trade	
	Exam questions Unit tests Mock 1	Exam questions Unit tests Mock 2	Final exam