



A LEVEL – YEAR 12 – BUSINESS STUDIES – CURRICULUM OVERVIEW

This sequence map follows the Edexcel A-Level Business specification, incorporating exam strategies and quantitative skills throughout both years. The sequencing of the course will follow the Edexcel specification order, with some adjustments made to enable a greater depth of foundation knowledge in the introductory parts of the course or to achieve varying degrees of challenge at different points in the year, taking into account internal examination schedules.

The course will be delivered by two teachers, minor adjustments to the sequence may be required if the teaching allocation differs from a 50/50 split:

Theme 1: Mr Woolford; Theme 2: Mrs Hall

		Theme 1: Marketing and People			
Autumn Term		Spring Term		Summer Term	
Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Key Themes	Key Themes	Key Themes	Key Themes	Key Themes	Key Themes
1.5 Entrepreneurs & Leaders - Role of an entrepreneur - Characteristics and motives of an entrepreneur - Moving from entrepreneur to leader - Business objectives - Forms of business 1.1 Meeting customer needs	1.1 Meeting customer needs continued 1.2 Market	1.2 The market	1.3 Marketing mix and strategy	1.4 Managing people	1.4 Managing people continued
Assessment / Composite Tasks	Assessment / Composite Tasks		Assessment / Composite Tasks	Assessment / Composite Tasks	Assessment / Composite Tasks
Short answer questions (4 marks) and introduction to examination AOs. Introduction to longer 10-mark questions. Half-termly assessment	Quantitative questions and diagrammatic questions 4, 10-mark questions. Half-termly assessment Interleaving of assessment questions.	Quantitative questions and diagrammatic questions 4, 10/12-mark questions. Half-termly assessment Interleaving of assessment questions.	Quantitative questions and diagrammatic questions 4, 10/12-mark questions. Half-termly assessment Interleaving of assessment questions. Introduction to 20-mark questions	Quantitative questions and diagrammatic questions 4, 10, 12 and 20-mark questions. UCAS examinations	Quantitative questions and diagrammatic questions 4, 10-mark questions. Interleaving of assessment questions.



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		Theme 2: Managing Business Activities			
Autumn Term		Spring Term		Summer Term	
Autumn 1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Key Themes	Key Themes	Key Themes	Key Themes	Key Themes	Key Themes
2.1 Raising finance - Internal finance - External finance - Liability - Planning	2.2 Financial planning - Sales, revenue and costs - Break-even - Budgets <i>(Sales forecasting taught in Year 13 with Year 13 sales forecasting content)</i>	2.3 Managing finance - Profit - Liquidity	2.3 Managing Finance continued - Business failure 2.4 Resource management - Production, productivity & efficiency	2.4 Resource management - Capacity utilisation - Stock control - Quality management UCAS examinations	2.5 External influences - Economic influences - Legislation - Competitive environment
Assessment / Composite Tasks	Assessment / Composite Tasks		Assessment / Composite Tasks	Assessment / Composite Tasks	Assessment / Composite Tasks
Short answer questions (4 marks) and introduction to examination AOs. Quantitative questions (cash flow in 'Planning') Introduction to longer 10-mark questions. Half-termly assessment	Quantitative questions and diagrammatic questions 4, 10-mark questions. Half-termly assessment Interleaving of assessment questions.	Quantitative questions and diagrammatic questions 4, 10/12-mark questions. Half-termly assessment Interleaving of assessment questions.	Quantitative questions and diagrammatic questions 4, 10/12-mark questions. Half-termly assessment Interleaving of assessment questions. Introduction to 20-mark questions	Quantitative questions and diagrammatic questions 4, 10, 12 and 20-mark questions. UCAS examinations	Quantitative questions and diagrammatic questions 4, 10-mark questions. Interleaving of assessment questions.