

Business, Computing and ICT Faculty

Course Calendar A Level - Year 12 - 2021-2022

Below is a guide, per half term, to the content of your year 12 Business course. You should use the order of the topics on this document to read ahead using your textbook so you come to lesson with a good standard of prior knowledge

12A		Hannah Knight (HKN)	Sarah Mayo (SMA)	Abigail Shackleton (ASA)
12B		Abigail Shackleton (ASA)	Sarah Mayo (SMA)	Abigail Shackleton (ASA)
		<u>Teacher 1</u>	<u>Teacher 2</u>	<u>Lesson 5 (recap/exam skills)</u>
30 Aug	2	Introduction to Eduqas Business A Level and specification/website C1 Business Opportunities: Needs and wants Identifying business opportunities Role, characteristics, motives of entrepreneurs Importance and impact of entrepreneurs Location Types of costs Calculate revenue & profit Breakeven Evaluating Breakeven What if analysis Assessment	Introduction to Business A Level and C1 Business Opportunities: Market Research Types, methods and purpose Sampling methods Types of markets/Niche and mass markets Market segmentation Market structure & Competition monopoly, oligopoly, monopolistic competition, perfect competition Assessment	Consolidation/exam questions: Review Assessment Objectives and skills - command word/AO activity Bizquiz/Devise 'Summarise a news story' rota (A02 focus) Entrepreneurs Market Research Sampling Niche markets Break even Sources of finance Half term folder check
06 Sep	3			
13 Sep	4			
20 Sep	5			
27 Sep	6			
04 Oct	7			
11 Oct	8			
18 Oct	October Half Term			
25 Oct	9	Business plans Information for Entrepreneurs Internal/External sources of finance Analysing and Evaluating sources of finance Cash flow calculations Improving cash flow C1 Business Functions: Finance: Evaluating cash flow forecasting Improving profitability Income statement Ratio Analysis Assessing business performance Human Resources: Changes in Working Practices Workforce Planning	Market structure & Competition Consumer protection Private/Public sector Business Structures Social enterprises Supply & Demand PED (Price Elasticity of demand) YED (Income Elasticity of demand)	consolidation/exam questions: Budgeting Market segmentation Location Consumer protection Cash flow Partnerships Social enterprise Half term folder check
01 Nov	10			
08 Nov	11			
15 Nov	12			
22 Nov	13			
29 Nov	14			
06 Dec	15			
13 Dec	16			
20 Dec	Christmas Break			
27 Dec				

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03 Jan	17	<p>C1 Business Opportunities Mock Exam (AS paper) - Week 17 or 18</p> <p>STAR time from mock</p> <p>Business Functions:</p> <p>HR</p> <p>Person Spec/Job Description /JobAnalysis</p> <p>Recruitment Process</p> <p>Internal/External Recruitment</p> <p>Selection methods</p> <p>Role of training</p> <p>Training methods</p> <p>Methods of Appraisal and importance</p> <p>Labour productivity</p> <p>Labour turnover</p> <p>Absenteeism</p>	<p>C1 Business Opportunities Mock Exam (AS paper) - Week 17 or 18</p> <p>STAR time</p> <p>C1 Business Functions: Operations</p> <p>Operations objectives</p> <p>Added Value</p> <p>Economies of scale</p> <p>Methods of production</p> <p>Lean Production</p> <p>Quality- Quality control versus quality assurance, methods</p>	<p>Supply & Demand</p> <p>PED/YED</p> <p>Profit and loss account/profitability ratios</p> <p>Half term folder check</p>
10 Jan	18			
17 Jan	19			
24 Jan	20			
31 Jan	21			
07 Feb	22			
February Half-Term				
21 Feb	23	<p>Business structures</p> <p>Organisational design</p> <p>Methods of motivation</p> <p>Motivation theories</p> <p>Assessment</p> <p>Rights of employees</p> <p>Trade unions/ACAS</p> <p>Management by objective</p> <p>Theory X and Y</p> <p>Leadership styles</p>	<p>Quality</p> <p>Productivity</p> <p>Capacity Utilisation</p> <p>Purchasing and Stock control</p> <p>Assessment</p> <p>Marketing:</p> <p>Marketing approaches (Market and product orientation/asset led)</p> <p>Marketing Mix -Product:</p> <p>Product differentiation</p> <p>Product life cycle</p> <p>product portfolio analysis (Boston Matrix)</p> <p>Branding</p>	<p>Recruitment</p> <p>Motivation</p> <p>Lean Production</p> <p>Economies of scale</p> <p>Methods of production</p> <p>Half term folder check</p>
28 Feb	24			
07 Mar	25			
14 Mar	26			
21 Mar	27			
28 Mar	28			
04 Apr	29			
Easter				
11 Apr		<p>Operations:</p> <p>CAD CAM robotics</p> <p>New technology</p> <p>R&D</p> <p>Process of R&D</p> <p>Analysis of R&D</p> <p>Revision</p> <p>Full Component 1 (Business opps & functions) Mock exam - week 31</p> <p>STAR TIME</p>	<p>Marketing Mix – Price:</p> <p>Price makers/Price takers</p> <p>Pricing Strategies</p> <p>Assessment</p> <p>Marketing Mix - Place:</p> <p>Channels of distribution</p> <p>e commerce/m commerce</p> <p>multi and Omni channel retailing</p> <p>Revision</p> <p>Marketing Mix - Promotion:</p> <p>methods</p> <p>New technology</p> <p>Decisions about the marketing mix</p>	<p>Stock Control</p> <p>Quality</p> <p>Capacity utilisation</p> <p>Product life cycle</p> <p>Boston Matrix</p> <p>Half term folder check</p>
18 April				
25 Apr	30			
02 May	31			
09 May	32			
16 May	33			

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			Full Component 1 (Business opps & functions) Mock exam - week 31 STAR TIME	
30 May		May Half Term		
06 Jun	35	Begin year 13 course until end of term	Begin year 13 course until end of term	Organisation structures Employer/employee rights/Trade unions Promotional methods Set up Year 13 folder
13 Jun	36			
20 Jun	37			
27 Jun	38			
04 Jul	39			