

## Course Calendar: A Level Business - Year 12 - 2024-2025

Below is a guide, per half term, to the content of the year 12 A level Business course.

You should use the order of the topics on this document to read ahead using your textbook and/or watch 'Taking the Biz' videos on Youtube so that you come to the lesson with a good standard of prior knowledge

12B		Hannah Knight (HKN)	Sarah Mayo (SMA)	Sarah Mayo (SMA)
		<u>Teacher 1</u>	<u>Teacher 2</u>	<u>Lesson 5</u>
26 Aug	1	Introduction to Eduqas Business A Level and success pack/Google Classroom/website/Folder administration  <b>C1 Business Opportunities:</b> <b>Topic 1</b> Needs and wants Identifying business opportunities Role, characteristics, motives of entrepreneurs  Importance and impact of entrepreneurs  <b>Topic 7</b> Stakeholders  <b>Topic 9</b> Internal/External sources of finance Analysing and Evaluating sources of finance  <b>Topic 10</b> Types of costs Calculate revenue & profit Breakeven Evaluating Breakeven What if analysis  Assessment	Introduction to Business A Level and success pack/google classroom/website/Icebreakers/Folder administration  <b>C1 Business Opportunities:</b> <b>Topic 4</b> Market Research and Sampling  Assessment  <b>Topic 2</b> Types of markets/ Niche and mass markets  Market segmentation  Market structure & Competition monopoly, oligopoly, monopolistic competition, perfect competition	Go through the <b>Assessment Objectives</b> and skills - command word/AO activity  <b>BizQuiz/News stories</b>  Consolidation/ Practice past exam questions: Topic 1, 4, 2, 7, 9, 10  Folder/revision aids check
02 Sep	2			
09 Sep	3			
16 Sep	4			
23 Sep	5			
30 Sep	6			
07 Oct	7			
14 Oct	8			
<b>Half Term</b>				
21 Oct				
28 Oct	9	<b>Break even assessment STAR Time</b>  <b>Topic 8</b>	<b>Topic 5</b> Consumer protection  <b>Topic 6</b>	<b>BizQuiz/News stories</b>  Consolidation/
4 Nov	10			
11 Nov	11			
18 Nov	12			

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25 Nov	13	Location	Private/Public sector	Practice past exam questions: Topics 8, 5, 1, 6, 3,
02 Dec	14		Business Structures	
09 Dec	15	<b>Topic 1</b>	Social enterprises	
		Business plans Information for Entrepreneurs		
		<b>C1 Business Functions:</b>	<b>Topic 3</b>	Folder/revision aids check
		<b>Finance:</b>	Supply & Demand	
	16	Cash flow calculations	PED (Price Elasticity of demand)	
16 Dec		Improving cash flow	YED (Income Elasticity of demand)	Market research assessment STAR Time
		Evaluating cash flow forecasting		
		Budgeting		
		Improving profitability		
		Income statement		
		Ratio Analysis		
		Assessing business performance		
		<b>C1 Business Opportunities Mock Exam (AS paper) - Week 16</b>		
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23 Dec		<b>Christmas Holidays</b>		
30 Dec				
06 Jan	17	<b>STAR time from mock</b>		Biz Quiz/News Stories
13 Jan	18		<b>C1 Business Functions: Operations</b>	STAR time from mock
20 Jan	19	<b>C1 Business Functions: Human Resources</b>		<b>C1 Business Functions: Objectives</b>
27 Jan	20		Added Value	
03 Feb	21	Changes in Working Practices	Economies of scale	
10 Feb	22	Workforce Planning	Methods of production	Half term folder and revision aids check
		Recruitment & Selection: Person Spec/Job Description /JobAnalysis Recruitment Process Internal/External Recruitment Selection methods	Lean Production	
		Training: Role of training Training methods	Quality- Quality control versus quality assurance, methods  Productivity	

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		Methods of Appraisal and importance		
17 Feb		<b>Half Term</b>		
24 Feb	23	Motivation:	Capacity Utilisation	<b>Biz Quiz/News Stories</b>  Consolidation/ Practice past exam questions: Operations, HR & Finance functions  Folder & revision aids check
03 Mar	24	Methods of motivation	Purchasing and Stock control	
10 Mar	25	Motivation theories	Assessment	
17 Mar	26	Financial/non financial incentives	<b>Marketing:</b> Marketing approaches (Market and product orientation/asset led)  Marketing Mix -Product: Product differentiation Product life cycle Product portfolio analysis (Boston Matrix)	
		Assessment		
		Business structures & Organisational design		
		Management by objective		
24 Mar	27	Theory X and Y		
31 Mar	28	Leadership styles		
7 Apr	29	Labour productivity Labour turnover Absenteeism		
14 Apr		<b>Easter Holidays</b>		
21 Apr				
28 Apr	30	Rights of employees	Branding	<b>Biz Quiz/News stories</b>  <b>Revision/Practice past exam questions:</b> Operations, HR & Finance functions  Folder & revision aids check
5 May	31	Trade unions/ACAS	Marketing Mix – Price: Price makers/Price takers Pricing Strategies	
12 May	32	<b>Operations:</b>	<b>Marketing Mix - Place:</b> Channels of distribution e commerce/m commerce multi and Omni channel retailing	
19 May	33	Technology		
		R&D		
		<b>Full Component 1 (Business opps &amp; functions) Mock exam - week 30/31</b>		
			<b>Full Component 1 (Business opps &amp; functions) Mock exam - week 30/31</b>	
26 May		<b>Half Term</b>		
02 Jun	34	<b>STAR TIME</b>	<b>STAR TIME</b>	<b>Biz Quiz/News Stories</b>  Consolidation/Practice past exam questions:
09 Jun	35	Begin <b>year 13 course</b> until the end of term:	Marketing Mix - Promotion: methods	
16 Jun	36			
23 Jun	37			

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30 Jun	38	<p><b>Component 2: Business Analysis &amp; Strategy</b></p> <p>Chapter 4. Analysing Financial and Non Financial Performance</p> <p><b>Work Experience</b></p>	<p>New technology in marketing/ Decisions about the marketing mix</p> <p>Begin <b>year 13 course</b> until the end of term:</p> <p><b>Component 2: Business Analysis &amp; Strategy</b></p> <p>Chapter 1. Data Analysis Chapter 2. Market Analysis</p> <p><b>Work Experience</b></p>	<p>Marketing</p> <p><b>Work Experience</b></p>
07 Jul	39			