

BUSINESS

	AUTUMN TERM 1	AUTUMN TERM 2	SPRING TERM 1	SPRING TERM 2	SUMMER TERM 1	SUMMER TERM 2
	Topics	Topics	Topics	Topics	Topics	Topics
YEAR 12 – Teacher 1	Human Resources: Recruitment and Selection Workforce Planning Training Motivation	Workforce Performance Appraisal Leadership and Management Styles Management by Objectives Organisational Design Employer and employee relations	Operations: Economies of Scale Production Methods Technology	Quality Lean Production Research & Development Purchasing Stock control Productivity	Finance: Sources of Finance Budgets Cash Flow Income statements Gross Profit Margins Net Profit Margins	Finance: Balance Sheets Ratio Analysis Exam Skills (Essay Questions)
YEAR 12 – Teacher 2	What is Business - Nature and purpose of business. Business Forms of ownership Stakeholders	Entrepreneurs Business Plans Market Research Sources of Finance Location Types of Markets	Costs, Revenue and Profit Contribution Break Even Market Structures Consumer Protection Demand and Supply	Price and income elasticity Market Segmentation Marketing: Product	Marketing: Product Life Cycle Boston Matrix Promotion Place Price	New Technology in Marketing Making Decisions in Marketing
YEAR 13 – Teacher 1 Comp 2 2 Lessons	Data Analysis Price and Income Elasticity Sales Forecasting Balance Sheets	Depreciation Ratio Analysis Non Financial Performance Strategy	SWOT Analysis Ansoffs Matrix Porters 5 Forces	Growth Rationalisation Outsourcing	Critical Path Analysis Special Orders Revision	
Year 13 - Teacher 2 Comp 3 3 Lessons	Political Factors Economic Factors Social Factors Intro to Essay	Technological Factors Legal Factors Environmental Factors Essay Practice	Ethical Factors Change Risk Globalisation Essay Practice	The EU International Trade *Cost Benefit Analysis Essay Practice	(*Comp 2) Investment Appraisal Decision Trees Revision	