

	Autumn Term	Spring Term	Summer Term
Year 12	<p>Curriculum and Skills: What is a business? This will be an introduction to business and objectives understanding the nature and purpose of business. Exploring the different business forms and understanding that businesses operate within an external environment.</p> <p>Curriculum and Skills: Managers, leadership and decision making. Here you will explore the management decision making process. Understand the role and importance of stakeholders. What managers do coupled with management and leadership styles.</p>	<p>Curriculum and Skills: Decision making to improve marketing performance. You will investigate how and why setting marketing objectives are important. Understand markets and customers. You will explore segmentation, targeting and positioning. You will also investigate the marketing mix and how this is intrinsic to a successful marketing campaign.</p> <p>Curriculum and Skills: Decision making to improve operational performance. This section looks at setting operation objectives and analysing operational performance. You will also explore how increasing efficiency and productivity is linked to improved quality. You will look at how businesses manage inventory and supply chains.</p>	<p>Curriculum and Skills: Decision making to improve financial performance. You will explore why setting financial objectives is important to a business. The distinction between cash-flow and profit plus different measurements of profit. You will also investigate objectives for investment levels and returns. You will look at the internal and external influences on financial objectives and decisions. Understanding financial importance and how to analyse it is important in the running of a successful business. You will also understand the advantages of budgeting, cash-flow forecasting and being able to calculate break-even. Finally, you will investigate profit margins and types of</p>
	<p>Assessment: End of Unit assessment</p>	<p>Assessment: Interim Unit assessment/ Mock Exam</p>	<p>Assessment: End of Unit assessment</p>
Year 13	<p>Curriculum and Skills: Decision Making to Improve Financial Improvement. You will understand why businesses set financial objectives and constraints. You will learn how to perform a Break-even analysis, Cash flow forecast and how and why budgets and budgeting is important to a successful business. You will explore how to make profit and how to increase it. You will identify sources of business finance available to businesses. You will look at ways to improve working capital and maximise opportunities to improve financial efficiency.</p>	<p>Curriculum and Skills Decision Making to Improve Human Resource Performance: You will identify Human resource objectives staff utilisation and performance management. You will explore how to improve organisational design and human resources flows. You will look at ways to motivate staff and ensure that employer-employee relations are effective and efficient.</p>	<p>Curriculum and Skills: Analysing Strategic Position and Choosing and Managing Strategic Direction: You will look at Mission Statements, Corporate Objectives and Managing Change. You will investigate both the internal and external factors that impact on the strategic position of a business. You will investigate a variety of organisational cultures, successes, and failures. You will have the opportunity to look at current and future uses of digital technology coupled with internationalisation of markets.</p>
	<p>Assessment: Interim Unit assessment Mock Exam</p>	<p>Assessment: End of Unit assessment</p>	<p>Assessment: End of Unit assessment</p>