Edexcel Business 'A' Level 2019-2021

Year 13

Term: **Autumn term to January mock examination**

Week	Big Question	Small question	Assessment opportunity and criteria. Teacher feedback point	Homework
1 2	What are business objective and strategy?	Organic growth (3.2.2) Reasons for staying small (3.2.4) • What are the methods of organic growth? • What are the advantages and disadvantages of organic growth? • How do small businesses survive and compete?	The Car Finance Company C/S P.307	Read units 50 and 51
3	What influences are there on a business when making decisions?	Corporate influences (3.4.1) • What influences business decision-making? • What is evidence based decision-making and subjective decision-making?	Rolls Royce C/S P.346	Read unit 56
4 5		Shareholders vs Stakeholders (3.4.3) • What are internal and external		Read unit 58

		stakeholders? • What are the objectives of different stakeholders? • What are the stakeholder vs shareholder approaches?		
6		Business ethics (3.4) • What is business ethics and Corporate Social Responsibility? • What is the trade-off between profit and ethics for business?	Directors' Pay C/S P.365	Read unit 59
7 8		Corporate culture (3.4.2) • What evidence is there of a strong and a weak corporate culture? • How can culture be classified? • How is culture formed? • What are the effects of culture? • What are the difficulties of changing an established culture?	Mosiac C/S P.351	Read unit 57
9 10	What decision-making techniques do businesses use?	Critical path analysis (3.3.4) • What is the purpose of CPA? • To be able to complete CPA networks to identify the critical path • To be able to calculate and interpret float • To evaluate the usefulness of CPA	Newport Holdings C/S P.340 OCR past papers: Sunnydale farm, Park and Tysu	Read unit 55
11		Decision tree analysis (3.3.3)	Opel Media C/S P.333-	Read unit 54

12		• What is the purpose of DTA? • To be able to calculate and complete DTA diagrams to make decisions • To evaluate the usefulness of DTA	4 OCR past paper: Red Lion Inn	
13 14		Investment appraisal (3.3.2) • How to calculate and interpret payback method • How to calculate and interpret average rate of return method • How to calculate and interpret net present value method • Evaluation of each method	FlORIpori C/S P.327	Read unit 53
15 16		Quantitative sales forecasting (3.3.1) • What are the benefits of sales forecasting? • To be calculate and interpret moving averages (3 period/4 quarter) • To calculate and interpret variations from the trend • To be able to draw and interpret scatter graphs and line of best fit to extrapolate • What are limitations of sales forecasting?	Prosper-I C/S P.319	Read unit 52