

Subject: Business Studies	
<u>Year 12</u>	<u>Year 13</u>
<u>Term 1 September- October</u> <u>Theme 1</u> 1.5 Entrepreneurs and leaders 1.1 Meeting Customer Needs <u>Theme 2</u> What is an entrepreneur? (1.5) 2.2.1 Sales Forecasting 2.2.2 Sales, revenue and costs	<u>Term 1 September- October</u> <u>Theme 3</u> 3.3.1 Quantitative sales forecasting 3.3.2 Investment appraisal 3.3.3 Decision Trees 3.3.4 CPA <u>Theme 4</u> 4.3 Global Marketing 4.1 Globalisation
<u>Term 1 November- December</u> <u>Theme 1</u> 1.3 Marketing Mix and Strategy <u>Theme 2</u> 2.2.3 Break Even 2.2.4 Budgets	<u>Term 1 November- December</u> <u>Theme 3</u> 3.4.1 Corporate Influences 3.4.2 Corporate Culture 3.4.3 Shareholders Vs Stakeholders 3.4.4 Business Ethics <u>Theme 4</u> 4.1 Globalisation
<u>Term 2 January – February</u> <u>Theme 1</u> 1.3 Marketing Mix and Strategy 1.2 The Market <u>Theme 2</u> 2.3.1 Profit 2.3.2 Liquidity 2.3.3 Business Failure	<u>Term 2 January – February</u> <u>Theme 3</u> 3.5.1 Interpretation of financial statements 3.5.2 ratio Analysis 3.5.3 Human Resources <u>Theme 4</u> 4.1 Globalisation 4.2 Global Markets and Business Expansion
<u>Term 2 February – April</u> <u>Theme 1</u> 1.2 The Market 1.4 Managing People <u>Theme 2</u> 2.4.1 Production Methods 2.4.2 Capacity Utilisation 2.4.3 Stock Control 2.4.4 Quality Management 2.5.1 External influences	<u>Term 2 February – April</u> <u>Theme 3</u> 3.6 Managing Change <u>Theme 4</u> 4.2 Global Markets and Business Expansion
<u>Term 3 April- May</u> <u>Theme 3</u> 3.1.2 Theories of corporate strategy 3.1.3 SWOT and PESTLE Analysis <u>Theme 4</u> 4.4 Global Industries and Companies	<u>Term 3 April- May</u> <ul style="list-style-type: none"> • Revision Evaluation answers practice <ul style="list-style-type: none"> • Unit 3 Case Study Prep

<u>Term 3 June-July</u> <u>Theme 3</u> Mock Revision <u>Theme 4</u> 4.4 Global Industries and Companies	
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