Learning Plan: Year 12 Business

	Term 1	Term 2	Term 3	Term 4	Term 5	Term 6
Topic	What is business. Managers, leadership, and decision-making.	Decision making to improve operational performance. Decision making to improve marketing performance.	Decision making to improve financial performance. Decision making to improve human resource performance.	Decision making to improve financial performance. Decision making to improve human resource performance.	Analysing the strategic position of a business. Choosing strategic direction.	Mock analysis. Analysing the strategic position of a business. Choosing strategic direction.
Threshold concepts explored	Enterprise, leadership, liability, and stakeholders.	Economies of scale and efficiency. Demand and the Marketing mix.	Recruitment, training, and motivation.	Cost, revenue, and profit. Recruitment, training, and motivation.	Enterprise and leadership. External influences, competition, and markets.	Enterprise and leadership. External influences, competition, and markets.
Year 12 Language for Life	Collaborative	Independent	Resilient	Resilient	Resilient	Reflective
Building on	GCSE Business in the real world if completed or your own business knowledge and awareness from your experiences as a consumer.	The importance of profit. How the external environment affects demand. Decision making and stakeholders.	The importance of profit. Scientific decision making. Stakeholders. Management and leadership.	The importance of profit. Scientific decision making. Stakeholders. Management and leadership.	How the external environment affects demand. Scientific and intuitive decision making.	How the external environment affects demand. Scientific and intuitive decision making.
Leading to	Nature and purpose of business, business forms, and the external environment. Management, leadership, and decision-making, and the role of stakeholders. Setting marketing objectives, understanding markets and customers,	Setting operational objectives, analysing operational performance, increasing productivity, quality, and supply chains. Making marketing decisions on segmentation, targeting, and positioning, and the marketing mix.	Setting financial objectives, Analysing performance. HR flow, motivation, and employee-employer relations.	Sources of finance, Cash flow and profits. Organizational design, and HR flow, motivation, and employee-employer relations.	Mission, corporate objectives, and strategy, and analysing the internal and external position of a business.	Strategic positioning and how to compete.
How will you know how you are doing and how to improve?	Twice termly assessment with feedback and DIRT.	Twice termly assessment with feedback and DIRT.	Twice termly assessment with feedback and DIRT.	Twice termly assessment with feedback and DIRT.	Mock examination with feedback and DIRT.	Twice termly assessment with feedback and DIRT.
Experiences to look out for		Economic and Business speaker.				Trip to a business.
Links to useful resources	3.1 What is business 3.2 Managers, leadership and decision making	3.4 Decision making to improve operational performance 3.3 Decision making to improve marketing performance	3.4 Decision making to improve operational performance 3.6 Decision making to improve human resource performance	3.5 Decision making to improve financial performance 3.6 Decision making to improve human resource performance	3.7 Analysing the strategic position of a business 3.8 Choosing strategic direction	3.7 Analysing the strategic position of a business 3.8 Choosing strategic direction

Learning Plan: Year 13 Business

	Term 1	Term 2	Term 3	Term 4	Term 5	Term 6
Topic	Analysing the strategic position of a business. Strategic methods.	Managing strategic change. Strategic methods.	Managing strategic change. Strategic methods.	Revision	Mock analysis. Analysing the strategic position of a business. Choosing strategic direction.	Students have left school.
Threshold concepts explored	Enterprise and leadership. External influences, competition, and markets. Economies of scale and efficiency.	Enterprise and leadership. External influences, competition, and markets. Economies of scale and efficiency.	Enterprise and leadership. External influences, competition, and markets. Economies of scale and efficiency.	Summative – all threshold concepts revise.	Summative – all threshold concepts revise.	
Year 12 Language for Life	Independent	Independent	Ambitious	Resilient	Reflective	
Building on	Scientific decision making. Stakeholders. Management and leadership.	Scientific decision making. Stakeholders. Management and leadership.	Stakeholders. Management and leadership. Decision making to improve human resource performance.	Stakeholders. Management and leadership. Decision making to improve human resource performance.	Summative – all learning.	
Leading to	Analysing the strategic position of a business. Choosing strategic direction. Assessing a change in scale.	Managing change, culture, strategic implementation, and why strategies fail. Assessing innovation, and internationalisation.	Managing change, culture, strategic implementation, and why strategies fail. Assessing digital technology.	Revision.	A Level Business examination.	
How will you know how you are doing and how to improve?	Twice termly assessment with feedback and DIRT.	Twice termly assessment with feedback and DIRT.	Mock examination with feedback and DIRT.	Mock examination with feedback and DIRT.	Independent revision.	
Experiences to look out for		Economic and Business speaker.			Business Strategy end of year visit	
Links to useful resources	3.8 Choosing strategic direction 3.9 Strategic methods how to pursue strategies	3.9 Strategic methods how to pursue strategies 3.10 Managing strategic change	3.9 Strategic methods how to pursue strategies 3.10 Managing strategic change	Year13 Business Knowledge Organiser.pptx		