

**Business A Level  
Year 12 curriculum map**



Year 12	T1	T2	T3	T4	T5	T6
Content / Topic for Term	Topic 1 – What is business?  Topic 2 – Managers, leadership and decision making  Examination technique lessons	Topic 1 – What is business?  Topic 2 – Managers, leadership and decision making  Topic 3 – Decision making to improve marketing performance  Topic 6 – Decision making to improve human resource performance	Topic 3 – Decision making to improve marketing performance  Topic 6 – Decision making to improve human resource performance	Topic 4 – Decision making to improve operational performance  Topic 5 – decision making to improve financial performance  Revision and examination technique for PPE  Review of PPE	Topic 4 – Decision making to improve operational performance  Topic 5 – decision making to improve financial performance	Revision for end of Year 12 topic PPE  Review of end of Year 12 PPE  Topic 7 – Analysing the strategic position of a business
Key Knowledge for acquisition, recall and application in assessment or exam	<ul style="list-style-type: none"> <li>• Understanding the nature and purpose of business</li> <li>• Understanding different forms of business</li> <li>• Understanding management, leaders and decision making</li> </ul>	<ul style="list-style-type: none"> <li>• Understanding that businesses operate with an external environment</li> <li>• Understanding the role and importance of stakeholders</li> <li>• Setting marketing objectives</li> </ul>	<ul style="list-style-type: none"> <li>• Making marketing decisions: segmentation, targeting, positioning</li> <li>• Making marketing decisions: using the marketing mix</li> <li>• Making human resource decisions:</li> </ul>	<ul style="list-style-type: none"> <li>• Setting operational objectives</li> <li>• Analysing operational performance</li> <li>• Making operational decisions to improve performance:</li> </ul>	<ul style="list-style-type: none"> <li>• Making operational decisions to improve performance: improving quality</li> <li>• Making operational decisions to improve performance:</li> </ul>	<ul style="list-style-type: none"> <li>• Mission, corporate objectives and strategy</li> <li>• Analysing the existing internal position of a business to assess strengths and weaknesses: financial ratio analysis</li> </ul>

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	<ul style="list-style-type: none"> <li>• Understanding management decision making</li> </ul>	<ul style="list-style-type: none"> <li>• Understanding markets and customers</li> <li>• Setting human resource objectives</li> <li>• Analysing human resources performance</li> </ul>	<p>Improving organisational design and managing the human resource flow</p> <ul style="list-style-type: none"> <li>• Making human resource decisions: improving motivation and engagement</li> <li>• Making human resource decisions: improving employer-employee relations</li> </ul>	<p>increasing efficiency and productivity.</p> <ul style="list-style-type: none"> <li>• Setting financial objectives</li> <li>• Analysing financial performance</li> </ul>	<p>managing inventory and supply chains</p> <ul style="list-style-type: none"> <li>• Analysing financial performance</li> <li>• Making financial decisions: Sources of finance</li> <li>• Making financial decisions: improving cash flow and profits</li> </ul>	
Key skills to apply in assessment or exam	<p>AO1 – demonstrate knowledge</p> <ul style="list-style-type: none"> <li>• Explain</li> <li>• Calculate</li> <li>• Describe</li> <li>• Multiple choice questions</li> </ul>	<p>AO1 – demonstrate knowledge</p> <ul style="list-style-type: none"> <li>• Explain</li> <li>• Calculate</li> <li>• Describe</li> <li>• Multiple choice questions</li> </ul>	<p>AO1 – demonstrate knowledge</p> <ul style="list-style-type: none"> <li>• Explain</li> <li>• Calculate</li> <li>• Describe</li> <li>• Multiple choice questions</li> </ul> <p>A02 – apply knowledge</p>	<p>AO1 – demonstrate knowledge</p> <ul style="list-style-type: none"> <li>• Explain</li> <li>• Calculate</li> <li>• Describe</li> <li>• Multiple choice questions</li> </ul> <p>A02 – apply knowledge</p>	<p>AO1 – demonstrate knowledge</p> <ul style="list-style-type: none"> <li>• Explain</li> <li>• Calculate</li> <li>• Describe</li> <li>• Multiple choice questions</li> </ul> <p>A02 – apply knowledge</p>	<p>AO1 – demonstrate knowledge</p> <ul style="list-style-type: none"> <li>• Explain</li> <li>• Calculate</li> <li>• Describe</li> <li>• Multiple choice questions</li> </ul> <p>A02 – apply knowledge</p>

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			<ul style="list-style-type: none"> <li>• Calculate (case study based)</li> <li>• Explain (case study based)</li> <li>• Describe (case study based)</li> </ul>	<ul style="list-style-type: none"> <li>• Calculate (case study based)</li> <li>• Explain (case study based)</li> <li>• Describe (case study based)</li> </ul>	<ul style="list-style-type: none"> <li>• Calculate (case study based)</li> <li>• Explain (case study based)</li> <li>• Describe (case study based)</li> </ul> <p>AO3 – Analyse issues</p>	<ul style="list-style-type: none"> <li>• Calculate (case study based)</li> <li>• Explain (case study based)</li> <li>• Describe (case study based)</li> </ul> <p>AO3 – Analyse issues</p>
Title of Knowledge Organiser	Topic 1 Topic 2	Topic 1 Topic 2	Topic 1 Topic 2 Topic 3 Topic 6	Topic 1 Topic 2 Topic 3 Topic 6	Topic 1 Topic 2 Topic 3 Topic 4 Topic 5 Topic 6	Topic 1 Topic 2 Topic 3 Topic 4 Topic 5 Topic 6 Topic 7