

		Term 1A	Term 1B	Term 2A	Term 2B	Term 3A
Year 10	Unit/Topics	Business Activity and Influences	Business Activity and Influences	People in Business	People in Business	Business Finance
	Content	What is Business Activity? Business Objectives Sole Traders, Partnerships, Social Enterprises and Franchises Limited Companies and Multinationals Public Corporations Appropriateness of Different Forms of Ownership Classification of Businesses Decisions on Location	Globalisation The Importance of Multinational Companies International Trade and Exchange Rates Government Objectives and Policies External Factors Measuring Success in Business Reasons for Business Failure	The Importance of Good Communication in Business Barriers to Good Communication in Business Recruitment and Selection Legal Controls Over Employment Training	The Importance of Motivation in the Workplace Methods of Motivation at Work Organisation Structure and Employees Departmental Functions Sources of Finance	Sources of Finance Cash Flow Forecasting Costs
	Subject Concepts					
Year 11	Unit/Topics	Business Finance	Marketing	Marketing	Business Operations	Business Operations
	Content	Break-Even Analysis Statement of Comprehensive Income Statement of Financial Position Ratio Analysis The Use of Financial Documents	Market Research Importance of Marketing Market Segmentation Product	Price Place Promotion	Economies and Diseconomies of Scale Production and Productivity Lean Production	Technology and Production Quality
	Subject Concepts					
Year 12	Unit/Topics	Marketing and People	Marketing and People	Managing Business Activity	Managing Business Activity	Managing Business Activity
	Content	The Market, Market Research Market positioning Demand & Supply, Markets Price elasticity of demand (PED) & (YED) Marketing objectives and strategy	Product & Promotion Pricing & Distribution Pricing Strategies, Distribution Staffing & Recruitment Motivation in theory and Leadership Entrepreneurial motives and characteristics Organisational design	Business objectives & choices Planning, Internal Finance External finance & Forms of business Liability & Sales, revenue and costs Sales forecasting & Break-even	Cash flow & Budgets Profit & Liquidity Business failure Internal/External Production, productivity and efficiency Capacity utilisation & Inventory control Quality management, Economic influences	Legislation & The competitive environment
	Subject Concepts					
Year 13	Unit/Topics	Business decisions and strategy	Business decisions and strategy	Global Business	Global Business	Global Business
	Content	Corporate Objectives / Theories of Corporate Strategy SWOT Analysis / Impact of External Influences Growth / Organic Growth / Inorganic Growth	Critical Path Analysis / Contribution Corporate Culture / Stakeholder Model Vs Shareholder Model Business Ethics Interpretation of Financial Statements Ratio Analysis	Key Factors in Change / Contingency Planning Growing Economies International Trade and Business Growth Factors Contributing to increased globalisation	Conditions that prompt trade Assessment of a country as a market / production location Reasons for global mergers, takeovers, or joint ventures Global expansion and uncertainty Marketing / Niche Markets	The Impact of MNCs International Business Ethics / Controlling MNCs
	Subject Concepts					