

	Autumn1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 12 JHC	Unit: Objectives & strategy & accounting & finance	Unit: Accounting & finance	Unit: Accounting & finance Marketing	Unit: Marketing	Unit: Marketing	Unit:
	Wk 1&2: objectives, stakeholders, business plan	Wk 1&2: budgets, investment appraisal,	Wk 1&2: Trial 1, ratios,	Wk 1&2: Market research	Wk 1&2: Pricing	Wk 1&2: Go over Trial 2
	Wk 3&4: risk and uncertainty, consolidation, sources of finance	Wk 3&4: cash flow, working capital,	Wk 3&4: measuring performance, consolidate, test	Wk 3&4: consumer needs and segmentation	Wk 3&4: Promotion, place	Wk 3&4: Challenge task - marketing
	Wk 5&6: sources of finance, costs, revenues and profit, break even	Wk 5&6: income statement; financial positions	Wk 5&6: marketing intro, market research, sampling	Wk 5&6: Product	Wk 5&6: Consolidate & prep for Trial 2. Trial 2	Wk 5&6: Progression masterclass and WEX
Final Assessment:	Objectives & strategy test	OCR Check in test for Accounting and Finance	Trial 1 Test on Acc & Finance		Trial 2	

	Autumn1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 12 FRS	Unit: Intro to Business & external influences	Unit: External influences	Unit: External influences & HRM	Unit: HRM	Unit: HRM & ops man	Unit: Ops man
	Wk 1&2: Enterprise, business sectors, size & growth, functional areas	Wk 1&2: supply, elasticity, excess D&S, test	Wk 1&2: Trial 1, economic indicators, globalisation	Wk 1&2: Selection, training, appraisal, workforce performance	Wk 1&2: non-monetary methods, TU's	Wk 1&2: Division of labour, added value
	Wk 3&4: Types of business, franchising	Wk 3&4: Tech factors, social and ethical factors, legal, environmental,	Wk 3&4: international trade, X rates, consolidate, test	Wk 3&4: Red & dismissal, management and leadership	Wk 3&4: employment law, consolidate, test	Wk 3&4: productivity, EoS, capacity
	Wk 5&6: Market structure, impact of competition, demand	Wk 5&6: Political factors, Economic growth, taxation, prep for Trial 1	Wk 5&6: Structure, Recruitment	Wk 5&6: motivation theory, monetary methods	Wk 5&6: methods of production, prep for trial 2	Wk 5: stock control, lean production
Final Assessment:	Test on Intro to Business	D&S test	Trial 1 External influences test		HR test Trial 2	



	Autumn1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 13 JHC	Unit: Objectives & strategy	Unit: Objectives & strategy	Unit: Accounting & finance	Unit: Accounting & finance	Unit: Marketing	Unit:
	Wk 1&2: Mission statements, CSR,	Wk 1&2: Contingency planning & crisis management, opp cost, models of strategic choice	Wk 1&2: Objectives, accounting concepts	Wk 1&2: Ratio analysis	Wk 1&2: Go over Trial 2. Marketing objectives, standard deviation	
	Wk 3&4: Strategy & implementation, prep for Trial 1	Wk 3&4: Forecasting, decision-making	Wk 3&4: Revenue, costs, profit, contribution, cash flow	Wk 3&4: Financial strategy, measures of financial performance, consolidation.	Wk 3&4: Marketing models, service marketing	
	Wk 5&6: Trial 1, go over Trial 1. Porters 5 forces, Business plan	Wk 5&6: Ansoff's matrix, decision trees, consolidation, test	Wk 5&6: income statement, statement of financial position	Wk 5&6: Prep for Trial 2	Wk 5: Exam prep	
Final Assessment:	Trial 1	Test		Trial 2		

	Autumn1	Autumn 2	Spring 1	Spring 2	Summer 1	Summer 2
Year 13 FRS	Unit: Ops Man & HR	Unit: HR & Ops Man	Unit: Ops Man	Unit: Intro to Business & external influences	Unit:	Unit:
	Wk 1&2: Quality, consolidate ops man,	Wk 1&2: TNA, emp tribunals, Goal-setting theory,	Wk 1&2: PM, CPA, Gannt charts, PERT	Wk 1&2: Revise enterprise & types of business. Economic factors, International trade	Wk 1&2: Go over Trial 2. Exam prep	
	Wk 3&4: Test on ops man, HRM objectives, workforce planning, flexible working practices	Wk 3&4: External influences and HRM and strategy and HRM. Prep for trial 1.	Wk 3&4: Productivity, services	Wk 3&4: EU and emerging markets, digital revolution Causes and effect of change	Wk 3&4: Exam prep	
	Wk 5&6: re-cap org structure, org culture, communication	Wk 5&6: Ops Man objectives, innovation, re-cap methods of production, go over Trial 1	Wk 5&6: Location, logistics, External influences and ops man and strategy and ops man test	Wk 5&6: Prep for trial 2	Wk 5: Exam prep	
Final Assessment:	Test on operations management Trial 1		Ops Man test	Trial 2		

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