

Summative Assessment Planning Grid

| Year 12 (A level Business) | | | |
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| | Summative Assessment 1 (Data for Progress Point 1) | Summative Assessment 2 (Data for Progress Point 2) | Summative Assessment 3 (Data for Progress Point 3) |
| Assessed Knowledge <i>What is the declarative (essential) knowledge that will be tested in this assessment?</i> | JHC Business objectives and strategy <ul style="list-style-type: none"> Objectives and strategy Stakeholders Business plan Risk and uncertainty Accounting and Finance Part 1 <ul style="list-style-type: none"> Sources of finance Costs Revenue and profit Breakeven analysis FRS Introduction to business <ul style="list-style-type: none"> Enterprise Business sectors Types of business Franchise Business functions Business size and growth | JHC Accounting and Finance- Part 2 <ul style="list-style-type: none"> Budgets Cash flow Forecast Working capital Income statement Statement of financial position Ratios Measuring performance Index numbers FRS External influences <ul style="list-style-type: none"> The market Demand and supply Market forces Physical and non-physical markets Competition Market dominance Global context International trade and free trade | JHC Marketing Identifying customer needs <ul style="list-style-type: none"> Marketing intro Market research 1: primary Market research 2: secondary MR: sampling MR: trial marketing MR: M share V M growth Anticipating customer needs <ul style="list-style-type: none"> Buyer behaviour Consumer v Product orientation Market segmentation Product life cycle Marketing mix <ul style="list-style-type: none"> Product Price Promotion Place FRS Human resource management |

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| | | <ul style="list-style-type: none"> • Political factors • Economic factors • Social factors • Technological factors • Ethical factors • Legal factors • Environmental factors | <ul style="list-style-type: none"> • Organisation • Recruitment • Selection • Training • Appraisal and workforce performance • Redundancy and dismissal • Functions of management • Leadership • Motivation • Employer/employee relations |
| Assessed Skills <i>What are the procedural skills that will be tested in this assessment?</i> | JHC TEST A01, A02; A03 Knowledge and understanding with some application in a local business context. FRS TEST A01, A02; A03, A04 | A01, A02; A03; A04 Full exam paper testing all 4 skills in a local business context. | A01, A02; A03; A04 Full exam paper testing all 4 skills in a wider business context. |
| Method of Assessment | JHC TEST - OCR AS Level Objectives and strategy Test plus Case study Q18 (9marks) LBE 2018- Help UK FRS TEST – Test on Introduction to Business | Trial 1 OCR AS LBE Past Paper | Trial 2 OCR AS WBE Past Paper |
| Dates of Assessment | Monday 20 th October - Friday 7 th November 2025 | Monday 2 nd March – Friday 6 th March | Monday 22 nd June – Friday 26 th June |

Summative Assessment Planning Grid

| Year 13 (A level Business) | | | |
|---|---|---|---|
| | Summative Assessment 1 (Data for Progress Point 1) | Summative Assessment 2 (Data for Progress Point 2) | Summative Assessment 3 (Data for Progress Point 3) |
| Assessed Knowledge <i>What is the declarative (essential) knowledge that will be tested in this assessment?</i> | JHC Business objectives and strategy <ul style="list-style-type: none"> • Mission statement • CSR • Strategy and implementation • Porters 5 forces • Business plan • Contingency planning + Crisis management • Opportunity cost • Models of strategic choice • Forecasting FRS Operations management <ul style="list-style-type: none"> • Methods of production • Added value • Productivity • Economies and diseconomies of scale • Capacity utilisation and management • Stock control • Lean production | JHC Business objectives and strategy <ul style="list-style-type: none"> • Decision making • Ansoff's matrix • Decision trees Accounting and finance <ul style="list-style-type: none"> • Accounting concepts • Cost centres/absorption costs • Stepped costs/Contribution • Depreciation • Ratios • Financial strategy FRS Human Resource Management <ul style="list-style-type: none"> • External influences on HRM • HRM strategy Operations management <ul style="list-style-type: none"> • Operations management objectives • Innovation and R&D • Project management • Services | |

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| | <ul style="list-style-type: none"> • Quality Human Resource Management <ul style="list-style-type: none"> • HRM objectives • Communication • Workforce planning | <ul style="list-style-type: none"> • Location and logistics • External influences on operations management • Operations management strategy Change <ul style="list-style-type: none"> • Causes of effects of change • Managing change External influences <ul style="list-style-type: none"> • The EU • Emerging markets • The digital revolution • External factors and influences | |
| Assessed Skills <i>What are the procedural skills that will be tested in this assessment?</i> | A01; A02; A03; A04 A level paper in the context of UK nationwide business | A01; A02; A03; A04 A level paper in the context of Global business | |
| Method of Assessment | Trial 1: UK Bus Past paper | Trial 2: GBE Past paper | |
| Dates of Assessment | Monday 10 th November – Friday 14 th November | Monday 2 nd March – Friday 6 th March | |