

Summative Assessment Planning Grid



Year 12 (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"> • 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

		<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)
<p>Assessed Knowledge <i>What is the declarative (essential) knowledge that will be tested in this assessment?</i></p>	<p>JHC</p> <p>Business objectives and strategy</p> <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 <p>FRS</p> <p>Operations management</p> <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 	<p>JHC</p> <p>Business objectives and strategy</p> <ul style="list-style-type: none"> • Decision making • Ansoff's matrix • Decision trees <p>Accounting and finance</p> <ul style="list-style-type: none"> • Accounting concepts • Cost centres/absorption costs • Stepped costs/Contribution • Depreciation • Ratios • Financial strategy <p>FRS</p> <p>Human Resource Management</p> <ul style="list-style-type: none"> • External influences on HRM • HRM strategy <p>Operations management</p> <ul style="list-style-type: none"> • Operations management objectives • Innovation and R&D • Project management • Services 	

	<ul style="list-style-type: none"> Quality <p>Human Resource Management</p> <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 <p>Change</p> <ul style="list-style-type: none"> Causes of effects of change Managing change <p>External influences</p> <ul style="list-style-type: none"> The EU Emerging markets The digital revolution External factors and influences 	
<p>Assessed Skills</p> <p><i>What are the procedural skills that will be tested in this assessment?</i></p>	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	
<p>Method of Assessment</p>	Trial 1: UK Bus Past paper	Trial 2: GBE Past paper	
<p>Dates of Assessment</p>	Monday 10 th November – Friday 14 th November	Monday 2 nd March – Friday 6 th March	