

A-Level Business Year 13 Long Term Plan

Rationale (with end points): Theme 2 focuses on the internal functions and activities of businesses that are essential for their operational efficiency and financial health. Students gain an understanding of how businesses raise finance, manage resources, and plan financially to sustain growth and ensure long-term success. This theme also covers the critical aspect of managing people, emphasizing the importance of recruitment, motivation, and leadership in driving business performance. Theme 3 extends the knowledge from Theme 2 by focusing on strategic decision-making and its impact on business success. It covers the formulation and implementation of business strategies, decision-making techniques, and the influences that affect these decisions. This theme prepares students to analyse business performance, assess competitiveness, and manage change within a dynamic business environment.

Term	Topic/Unit	Knowledge	Skills	Reading /wider reading
Autumn term 1	Theme 2: Managing Business Activities	Internal and external sources of finance. Methods of finance: Loans, overdrafts, venture capital, share capital, and trade credit. Sales forecasting. Break-even analysis. Cash flow forecasts.	Analysis of financial data to recommend appropriate finance options. Critical evaluation of the implications of different finance methods. Constructing and interpreting break-even charts. Creating cash flow forecasts.	Business news articles on companies securing different types of finance. Case studies of start-ups and established businesses.
	Financial Planning	Budgets and variances.	Interpretation and analysis of financial statements.	Articles on financial planning and budgeting strategies in businesses. Financial sections of business textbooks
	Managing Finance	Profit and loss accounts. Balance sheets.	Calculation and analysis of profitability, liquidity, and efficiency ratios.	Financial reports of public companies. Analytical articles on financial performance in business magazines.
	Resource Management	Operations management. Productivity and efficiency. Capacity utilisation.	Applying concepts of productivity and efficiency to case studies. Analysing capacity utilisation issues.	Operations management textbooks. Case studies on improving business operations.
Autumn 2	Managing People	Recruitment, selection, and training.	Analysing different organisational structures.	HR management articles.

	<p>Entrepreneurs and Leaders</p> <p>Business Decisions and Strategy</p> <p>Business Objectives and Strategy</p> <p>Business Growth</p>	<p>Organisational structures. Motivation theories and practices.</p> <p>Role and importance of entrepreneurs. Leadership styles and their impact.</p> <p>Setting business aims and objectives. Corporate strategy</p> <p>Organic and inorganic growth. Mergers and acquisitions</p>	<p>Applying motivation theories to business scenarios.</p> <p>Evaluating the effectiveness of different leadership styles. Analysing the characteristics of successful entrepreneurs.</p> <p>Developing and evaluating strategic plans. Analysing the impact of strategic decisions.</p> <p>Evaluating the benefits and drawbacks of different growth strategies. Analysing case studies on business growth.</p>	<p>Case studies on recruitment and training practices.</p> <p>Biographies of successful entrepreneurs. Articles on leadership theories.</p> <p>strategic management textbooks. Articles on corporate strategy and planning.</p> <p>News articles on recent mergers and acquisitions. Growth strategies in business journals.</p>
Spring 1	<p>Decision-Making Techniques</p> <p>Influences on Business Decisions</p> <p>Assessing Competitiveness</p> <p>Managing Change</p>	<p>Decision trees. Critical path analysis. Investment appraisal (payback, ARR, NPV).</p> <p>Corporate culture. Stakeholder influence. Business ethics. SWOT analysis. Porter's Five Forces.</p> <p>Benchmarking.</p> <p>Causes and effects of change. Managing change and resistance.</p>	<p>Constructing and interpreting decision trees and critical path diagrams. Calculating and evaluating investment appraisal methods.</p> <p>Analysing the impact of corporate culture on business performance. Evaluating stakeholder influence on business decisions.</p> <p>Conducting SWOT and Five Forces analyses. Applying benchmarking techniques to business scenarios.</p>	<p>The Richest Man in Babylon by George S. Clason</p> <p>Business decision-making textbooks. Articles on investment decisions in companies.</p> <p>Case studies on corporate culture and ethics. Articles on stakeholder management. Strategic analysis articles. Competitive strategy case studies.</p> <p>Change management textbooks. Articles on successful change initiatives.</p>

			Developing change management plans. Evaluating the impact of change on business performance.	
Spring 2	Revision and Exam Preparation	<p>Revision of key concepts and theories from Themes 2 and 3. Practice exam questions and past papers.</p> <p>Focused revision sessions on weaker areas identified in assessments. Time management and exam technique workshops.</p>		