

Key Stage 5 Curriculum Overview 2025-26 - A Level Business Year 12: Mrs Campbell

							Revision and Consolidation		Review
		AUTUMN 1	AUTUMN 2	SPRING 1	SPRING 2	SUMMER 1	SUMMER 2		
12	Unit description	1.5. Entrepreneurs and leader students will learn about 1.5.1 role of the entrepreneur 1.5.2 entrepreneur motives and characteristics 1.5.3 business objectives 1.5.4 forms of business 1.5.5 business choices Retrieval: Using knowledge and understanding of the entrepreneur students will investigate 1.5.6 moving from entrepreneur to leader and how business go about 1.4 Managing people with diffetent 1.4.1 approaches to staffing	1.4.2 recruitment selection and training Retrieval: with the knowledge and understanding of forms of business students will investigate 1.4.3 organisational design, 1.4.4 motivation in theory and practice and 1.4.5 leadership	2.1 raising finance. Retreival: using their knowledge and understanding of percentages and percentage changes students will learning about 2.1.1 internal finance, 2.1.2 external finance, 2.1.3 liability, 2.1.4 planning (cash flow), 2.2 financial planning, 2.2.1 sales forecasting, 2.2.2 sales costs and revenue	2.2.3 break even Retreival: using their knowledge and understanding internal and external finance students will learn about 2.2.4 budgets, 2.3 managing finance, 2.3.1 profit, 2.3.2 liquidity.	2.3.3 business failure Retreival: with their knowledge and understanding of business objectives students will learn about 2.4 resource management 2.4.1 production, productivity and efficiency 2.4.2 capacity utilisation 2.4.3 stock control 2.4.4 quality management		Year 12 Exams	Students will review the Y12 exam Introduction to globalisation
	Assessment	Numeracy assessment (AO1, AO2) 2x 2 mark essay, 2x4 mark essay 1x 8 mark essay (AO1, AO2, AO3, AO4)	2x 4 mark essay 2 x 10 mark essay (AO1, AO2, AO3,AO4)	1x10 mark essay	6x4 mark essays on break even 5x4 mark essays 1 x 8 mark essay 1x 10 mark essay on 2.1 and 2.1 topic	2 x4 mark essay 1x 10 essay 1x20 essay Managing finance (AO1, AO2, AO3, AO4)	2x4 essays 1x10 essay 1x12 essay 1x20 essay resource management (full paper) (AO1, AO2, AO3, AO4)		

- **AO1: Demonstrate knowledge of terms/concepts**
- **AO2: Apply knowledge and understanding**
- **AO3: Analyse issues within business.**
- **AO4: Evaluate economic arguments** and use qualitative and quantitative evidence to support informed judgements relating to business issues.

Key Stage 5 Curriculum Overview 2025-26 - A Level Business Year 13 Mrs Campbell

						Revision and Consolidation	Final Examinations	
		AUTUMN 1	AUTUMN 2	SPRING 1		SPRING 2	SUMMER 1	SUMMER 2
13	Unit description	3.1 business objectives and strategy Retrieval: With their knowledge and understanding of business objective 1.5.3 students will investigate 3.1.1 corporate objectives 3.1.2 theories of corporate strategy 3.1.3 SWOT analysis 3.1.4 impact of external influences Retrieval: students will use key terms learned in y12 to further their knowledge of 3.2 business growth 3.2.1 growth 3.2.2 mergers and takeovers 3.2.3 organic growth	Retrieval: With their knowledge and understanding of business objective 1.5.3 3.2.4 reasons for staying small 3.3 decision making techniques. 3.3.1 quantitative sale forecasting 3.3.2 investment appraisal 3.3.3 decision trees 3.3.4 critical path analysis	Retrieval: With their knowledge and understanding of corporate objectives 3.1.1 students will learn about 3.4 influences on business decisions 3.4.1 corporate influences 3.4.2 corporate culture 3.4.3 shareholders vs stakeholders 3.4.4 business ethics	Year 13 Mock Exams	3.5 assessing competitiveness Retrieval: With their knowledge and understanding of raising finance 2.1 3.5.1 interpretation of financial statement 3.5.2 ratio analysis 3.5.3 human resources 3.6 Managing change 3.6.1 causes and effects of change 3.6.2 key factors in change 3.6.3 scenario planning Paper 3 mock	Paper 3 research and revision	A Level Exams Paper 1 Paper 2 Paper 3
	Assessment	Key terms assessment 40 3x4 mark essay 1 x 10 mark 20 mark essay (AO1, AO2, AO3)	3.2 test 2 x 4 mark essay 1x8 mark essay 1 x 12 mark (AO1, AO2, AO3, AO4) Decision making test 10 x 4 marks	(AO1, AO2, AO3)		1x 40 mark essay on labour markets. (AO1, AO2, AO3, AO4) 1 x15 mark essay questions on Monopolistic competition (AO1, AO2, AO3)	Individualised past question assessments.	

- AO1: Demonstrate knowledge of terms/concepts
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Key Stage 5 Curriculum Overview 2025-26 - A Level Business Year 12: Mrs Lilley

							Revision and Consolidation		
		AUTUMN 1	AUTUMN 2	SPRING 1	SPRING 2	SUMMER 1	SUMMER 2		
12	Unit description	The market 1.1.1 Students will learn about the nature of markets with Business, mass, niche, dynamic how changes in society have changed the nature of markets plus risk and uncertainty Retrieval: using percentages and percentage change from GCSE Maths they will learn to calculate market size and share	Market research 1.1.2 Students will learn how businesses undertake market research. The advantages and disadvantages of different types of market research. Retrieval: using percentages students will analyse and interpret market research data to establish its value and limitations Market positioning 1.1.3 Retrieval : using knowledge and understanding of markets students will investigate the purpose and suitability of Market mapping as a business tool along with investigating Competitive advantage of a product or service; The purpose of product differentiation; Adding value to products/services Demand 1.2.1 Retrieval: students will use their Knowledge and understanding of markets to investigate demand, they will learn how to draw diagrams and interpret them	Supply 1.2.2 Retrieval: Students will use their knowledge of demand and demand curves to investigate supply, and supply curves Markets 1.2.3 The interaction of supply and demand Drawing & interpretation of supply & demand diagrams	Price elasticity of demand 1.2.4 Retrieval: students will use their Knowledge and understanding of supply and demand to help them to calculate and Interpret numerical values along with factors influencing price elasticity of demand, Price elasticity of demand. Significance - implications for pricing. Calculation of interpretation between price elasticity & total revenue. Income elasticity of demand 1.2.5 Calculation of income elasticity of demand; Interpretation of numerical values of income elasticity of demand; The factors influencing income elasticity of demand; The significance of income elasticity of demand to businesses 2.5 external influences 2.5.2 legislation 2.5.3 competitive environment Product/service design 1.3.1 Retrieval: students will use their knowledge and understanding of markets and market research to investigate the Design mix: Function; aesthetics; cost; Changes in the elements of the design mix to reflect social trends: concern over resource depletion; designing for waste minimisation, re-use and recycling; ethical sourcing	Branding and promotion 1.3.2 Retrieval: Students will use their knowledge markets to investigate Types of promotion & branding; benefits of strong branding: added value; ability to charge premium prices; reduced price elasticity of demand. Ways to build a brand: unique selling points (USPs)/differentiation; advertising; sponsorship; the use of social media. Changes in branding and promotion to reflect social trends: viral marketing; social media; emotional branding	Marketing strategy 1.3.5 Retrieval: Students will use knowledge and understanding of the marketing mix to establish the best marketing strategies for firms they will learn about The product life cycle: product; promotion Boston Matrix & product portfolio. Marketing strategies for different types of market: mass markets; niche markets; (B2B) and (B2C) marketing Consumer behaviour – how businesses develop customer loyalty	Year 12 Exams	Lessons from the Y12 exams, introduction to globalisation
	Assessment		1x 8 Mark essay on Niche markets (AO1, AO2, AO3, AO4) 1x12 Mark essay on Differentiation (AO1, AO2, AO3, AO4)	1x 40 mark test on supply and demand (AO1, AO2, AO3)	1x 10 Mark essay on Price skimming. (AO1, AO2, AO3, AO4)	(AO1, AO2, AO3, AO4)	(AO1, AO2, AO3, AO4)		

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Key Stage 5 Curriculum Overview 2025-26 - A Level Business Year 13 Mrs Lilley

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		AUTUMN 1	AUTUMN 2	SPRING 1		SPRING 2	SUMMER 1	SUMMER 2
13	Unit description	<p>Pricing strategies 1.3.3 Students will learn about the Types of pricing strategy that firms use -cost plus (calculating mark-up on unit cost); price skimming; penetration; predatory; competitive; psychological and apply it to different firms and situations.</p> <p>Distribution 1.3.4 Students will learn how firms choose their distribution channels, changes in distribution to reflect social trends: online distribution : changing from product to service</p> <p>Economic Influences 2.5.1: students will learn about changes in: inflation; exchange rates; taxation & government spending; the business cycle. The effect of economic uncertainty on the business environment</p> <p>Growing economies 4.1.1 Retrieval: Using knowledge and understanding of markets and economic factors students will learn about the growth rate of the UK economy compared to emerging economies; Growing economic power within Asia, Africa/other; Implications of economic growth for individuals and businesses: trade opportunities for businesses: Indicators of growth: GDP) per capita/literacy/health/(HDI)</p> <p>International trade and business growth 4.1.2 Retrieval: Using Knowledge and understanding of exchange rates students will learn about and exports and imports and make links between business specialisation and competitive advantage Foreign direct investment (FDI) and link to business growth</p>	<p>Factors contributing to increased globalisation 4.1.3 Retrieval: Using knowledge and understanding students will establish how globalisation has grown they will also investigate</p> <p>Protectionism 4.1.4 where they will learn about Tariffs; Import quotas; Other trade barriers: government legislation/domestic subsidies. Students will also learn about</p> <p>Trading blocs 4.1.5 Expansion of trading blocs: EU & the single market- ASEAN/NAFTA and the Impact on businesses of trading blocs. Students will investigate</p> <p>Conditions that prompt trade 4.2.1 Push factors: saturated markets/competition; Pull factors: economies of scale/risk spreading; Off-shoring/outsourcing; Extending product life cycle selling in multiple markets</p> <p>Retrieval: Students will use their knowledge and understanding of external influences to undertake and investigate an</p> <p>Assessment of a country as a market 4.2.2 and an</p> <p>Assessment of a country as a production location 4.2.3</p>	<p>Global competitiveness 4.2.5 Retrieval: Using Knowledge and understanding of external influences students will learn about the impact of movements in exchange rates, Competitive advantage through: cost competitiveness/differentiation, Skills shortages and their impact on international competitiveness</p> <p>Marketing 4.3.1 Retrieval: Using Knowledge and understanding of marketing students will apply this to Global marketing strategy and global localisation (globalisation) they will learn about different marketing approaches: domestic/ethnocentric – mixed/geocentric – international/polycentric and apply it to the marketing mix (4Ps) and Ansoff’s Matrix to global markets</p>	Year 13 Mock Exams	<p>Cultural/social factors 4.3.2 Students will consider the implications for businesses of cultural differences/tastes/language/unintended meanings /inappropriate-inaccurate translations/inappropriate branding & promotion</p> <p>Niche markets: 4.3.2 Retrieval: Using knowledge and understanding of niche markets students will investigate cultural diversity: recognition of different interests & values; Features of global niche markets; Application & adaptation of the marketing mix (4Ps) to suit global niches</p> <p>The impact of MNCs: 4.4.1, Controlling MNCs: 4.4.3, Ethics: 4.4.2 Retrieval: Using knowledge and understanding of external economic , political and social influences students will investigate the Impact of MNCs on the local economy Impact of MNCs on the national economy they will also consider political influence/legal control/pressure groups/social media, Stakeholder conflicts, Pay & working conditions, Environmental considerations, emissions waste disposal Supply chain & marketing considerations.</p>		

	Assessment	2x4 mark essay (AO1, AO2, AO3, AO4) 1x 10 mark essay (AO1, AO2, AO3, AO4)	1x 12 mark essay 6 x 4 mark S and D test . (AO1, AO2 AO3, AO4)	1 x20 mark essay (AO1, AO2, AO3, AO4)		1x 10 mark essay 2x 4 mark essay (AO1, AO2, AO3, AO4)	Unit 3: 2 hour mock exam in lessons. (AO1, AO2, AO3, AO4)	Individualised past question assessments.	

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>Something More?

Curriculums at BSS are designed to nurture not only intellectual and physical development but also the spiritual growth of students. This will be through:

Encouraging students to reflect on their experiences, beliefs and purpose and to contemplate the big Questions of Who am I? Why am I here? What is my purpose?

Highlighting extraordinary people, events, and discoveries that inspire awe or investigating how a sense of awe has led to breakthroughs and creativity.

Using art, music, literature, and nature to inspire awe, wonder, and spiritual insight.

Encouraging creative expression to connect with the inner self and the transcendent.

Fostering a sense of belonging and interconnectedness with others, nature, and the universe.

Encouraging self-awareness, emotional intelligence, and moral reasoning.

Promoting open-ended investigations rather than just seeking right answers.

Using hands-on activities, field trips and experiments to immerse students in learning and evoke wonder.

1. Fostering a sense of belonging and interconnectedness with others, nature, and the universe

Topics & Curriculum Links:

- **Corporate Social Responsibility (CSR) and Ethics (Theme 4: Global Business)**
 - Explores how businesses operate responsibly within communities and ecosystems.
 - Encourages reflection on interconnectedness between business decisions, society, and the environment.
 - **Activity Idea:** Students analyze companies with strong CSR reputations (e.g., Patagonia, Ben & Jerry’s), examining how values shape strategy.
- **Leadership and Motivation (Theme 1: Marketing and People)**
 - Human motivation theories (Maslow, Herzberg, Mayo) reinforce the importance of workplace belonging, collaboration, and psychological needs.
 - **Activity:** Students role-play leadership scenarios or evaluate case studies focusing on inclusive and empowering leadership.
- **Stakeholder Conflict and Engagement (Theme 2 & 3)**
 - Highlights how businesses are interconnected with various groups—employees, suppliers, communities, and governments.
 - Encourages empathy and a systems-thinking approach.

2. Using hands-on activities, field trips, and experiments to immerse students in learning and evoke wonder

- Visiting speakers highlight the lived experience and the complexities of translating theory to practise

3. Highlighting extraordinary people, events, and discoveries that inspire awe or show how awe leads to breakthroughs and creativity

Curriculum Links:

- **Entrepreneurial Role Models (Theme 1: Entrepreneurs and Leaders)**
 - Stories of **Anita Roddick**, **Steve Jobs**, or **Sara Blakely** spark awe in innovation, vision, and persistence.
 - **Activity:** Research and present on entrepreneurs who overcame obstacles or transformed industries.
- **Historical Business Events (Theme 4: Globalisation and Multinationals)**
 - Study of major business breakthroughs (e.g., the launch of the iPhone, the rise of Amazon, sustainability shift in fashion).
 - Inspires awe at how innovation reshapes society.
- **Blue Ocean Strategy & Disruption (Theme 3 & 4)**
 - Exploring how creative strategies open new markets (e.g., Netflix vs. Blockbuster).
 - Students brainstorm “awe-inspiring” business ideas or imagine the next disruption.