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|  | Autumn 1 | Autumn 2 | Spring 1 | Spring 2 | Summer 1 | Summer 2 |
| Year 12 | **Theme 1.1 to 1.2.2****Topics Include:** The market Market Research Market Positioning Demand Supply **Theme 2.1 to 2.2.3** **Topics Include:** Internal Finance External Finance Liability Planning Sales Forecasting Sales, Revenue and Costs Break-Even  | **Theme 1.2.3 – 1.3.1****Topics Include:** Markets Price Elasticity of Demand Income Elasticity of Demand Product Design **Theme 2.2.4 – 2.3.2 – also includes 3.5.1 and 3.5.2** **Topics Include:** Budgets Profit Margins Financial Statements Ratio Analysis  | **Theme 1.3.2 – 1.4.2** **Topics Include:** Branding and PromotionPricing Strategies Distribution Marketing Strategy Approaches to Staffing Recruitment, Selection and Training **Theme 2.3.3 – 2.4.3****Topics Include:** Business Failure Production, Productivity and Efficiency Capacity Utilisation Stock Control  | **Theme 1.4.3 – 1.5.2** **Topics Include:** Organisational Design Motivation Leadership Role of an Entrepreneur Characteristics of an Entrepreneur **Theme 2.4.4 - 2.5.2** **Topics Include:** Quality ManagementEconomic Influences Legislation  | **Theme 1.5.3 – 1.5.5****Topics Include:** Business Objectives Forms of Business Business Choices **Theme 2.5.2 – 2.5.3** **Topics Include:**Legislation The Competitive Environment Time for revision and exam technique practice for students to be able to complete a full mock exam | **Theme 3.1.1 – 3.1.4****Topics Include:** Business Objectives Theories of Corporate Strategy SWOT Analysis External Influences **Theme 4.1.1 – 4.1.5** **Topics Include:** Growing Economies International Trading Globalisation Protectionism Trading Blocs  |
| Year 13 | **Theme 3.2.1 – 3.2.3****Topics Include:** Growth Mergers and TakeoversOrganic Growth Reasons for Staying Small **Theme 4.2.1 – 4.2.5** **Topics Include:** International Trade Assessment of a Country Global Mergers and Takeovers Global Competitiveness  | **Theme 3.3.1 – 3.3.4****Topics Include:** Quantitative Sales Forecasting Investment Appraisal Decision Trees Critical Path Analysis **Theme 4.3.1 – 4.3.3****Topics Include:** Global Marketing Global Niche Markets Cultural Social Factors  | **Theme 3.5.1 – 3.5.3** **Topics Include:** Interpretation of Financial Statements Ratio Analysis Human Resources Calculations **Theme 4.4.1 – 4.4.3** **Topics Include:** Impact of MNCs Ethics Controlling MNCs | **Theme 3.4.1 – 3.6.3****Topics Include:** Corporate Influences Corporate Culture Stakeholder Vs Shareholder Business Ethics Causes and Effects of Change Key Factors in Change Scenario Planning  | Revision Retrieval Exam Practice  | **Exams** |