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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 Promotion  Pricing 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 Management  Economic 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 Takeovers  Organic 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** |