

Year 13 Subject Curriculum Overview by Term

Subject: A Level Business Studies		Subject Leader: J Males	Year Group: 13	AUTUMN TERM
Topic	Key Learning Points	Key Vocabulary	Assessments	
Unit 7 Analysing the strategic position of a business	<ul style="list-style-type: none"> Recall the definitions of mission Corporate objectives and strategy. Understand the difference between strategy and tactics in business decision making. Understand how to analyse the existing internal position of a business to assess strengths & weaknesses: using a variety of approaches including: financial ratio analysis Know how to analyse data other than financial statements to assess the strengths and weaknesses of a business. Understand how to analyse the external environment of a business including opportunities and threats: political, legal, economic, social change & competitive environment. Understand the impact of changes in the political and legal environment on strategic and functional decision making Understand the impact of changes in the UK and the global economic environment on strategic and functional decision making Understand the impact of the social and technological environment on strategic and functional decision making Know Porter's five forces Understand how and why Porter's five forces might change, and the implications of these forces for strategic and functional decision making and profits. 	Short-termism Strategy Tactics SWOT analysis Core competencies Competitive advantage. Regulator Infrastructure Fiscal policy Inflation unemployment economic growth Monetary policy Open trade Migration Corporate social responsibility Ethical	Homework with practice exam questions End of unit assessment	
Unit 8 Choosing strategic direction	<ul style="list-style-type: none"> Understand the term Strategic direction - choosing which markets to compete in and what products to offer. Know the factors influencing which markets to compete in and which products to offer Understand the reasons for choosing different options for strategic direction. Understand the value of choosing different options for strategic direction Know the term Strategic positioning: choosing how to compete. Understand how businesses compete in terms of benefits and price Recall the benefits of having a competitive advantage Assess how a business can gain competitive advantage know the difficulties of maintaining a com competitive advantage 	Strategic direction Market penetration Marketing campaigns Distribution channels Market development New product development Innovation Diversification Competitive advantage Market share Profitability	Homework with practice exam questions End of unit assessment	

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Unit 9 Strategic methods: How to pursue strategies	<ul style="list-style-type: none"> • Know the term business scale • Understand the difference between acquisitions, mergers, takeovers and partnerships • Understand the reasons why businesses grow • Understand the reasons why businesses retrench • Know how to manage the problems with growth • Know how to manage the problems with retrenchment • Understand the impact of growth or retrenchment on functional areas • Recall the term internationalisation • Know factors influencing the attractiveness of international markets • Know reasons for producing more and sourcing more resources abroad • Understand how businesses manage international business including pressures for local responsiveness • Understand how businesses manage international business including pressures for cost reduction • Understand the importance of a greater use of digital technology • Understand the benefits and drawbacks of an increasing use of technology • Assess how a change in greater use of digital technology can impact a business • Understand the pressures to adopt new digital technology 		Organic growth Expansion External growth Expansion Acquisitions / Mergers Partnerships Technical economies of scale Purchasing economies of scale Economies of scope Diseconomies of scale Synergy Overtrading Retrenchment Takeover Venture Vertical integration Horizontal integration Conglomerate integration Kaizen Research and development (R&D) Intrapreneurship Benchmarking Patent Copyright Globalisation Emerging economy Export Alliances Off-shoring / Re-shoring Big data / Data mining	Homework with practice exam questions End of unit assessment

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Unit 10 Managing strategic Change	<ul style="list-style-type: none">• Know how businesses can manage strategic change effectively• Understand why a business will look at the causes and pressures of change• Know the value of change• Analyse the barriers to change and how to overcome change 3• Understand the importance of managing organisational culture.• Know the importance and influences on organisational culture.• Understand the importance of managing strategic implementation.• Know how to implement strategy effectively.• Understand the problems with implementing strategy and why strategies fail.	Incremental change Disruptive change Restructuring Delaying Organic structure Mechanistic structure Organisational culture Planned strategy Emergent strategy Strategic drift Contingency planning Crisis management	Homework with practice exam questions Past paper practice	
Subject: Business Studies		Subject Leader: J Males	Year Group: 13	SUMMER TERM
Topic	Key Learning Points		Key Vocabulary	Assessments
Getting exam ready	<p>We want our students to walk into their exams as confident and prepared as possible.</p> <p>We will be using this time to hone their business acumen and exam skills to give every student the best opportunity to succeed. Students should be able to draw together their knowledge, skills and understanding from across the full two-year course of study and understand the interdependent nature of business.</p>			Homework with practice exam questions. Past paper practice. External exams
How parents can support learning in the subject this academic year				
Encourage all students to frequently revisit their notes from lessons to digest the key content being taught as well as completing the independent study tasks fully. All students have their own textbook to supplement their learning outside of lessons.				
Recommended Reading				
<ul style="list-style-type: none">• Keeping up to date with the news is also very helpful. https://www.bbc.co.uk/news , https://www.theguardian.com/uk/business• Tutor2U - https://www.tutor2u.net/business/collections/aqa-a-level-business-study-resources-what-is-business• Seneca Learning - https://senecalearning.com/en-GB/seneca-certified-resources/business-a-level-aqa/• Market research - https://www.bbc.co.uk/bitesize/guides/z6y9rj6/revision/1• The UK economy - https://www.bbc.co.uk/bitesize/guides/z332sg8/revision/1• https://www.studocu.com/en-gb/document/best-notes-for-high-school-gb/business-studies/complete-business-revision-notes-a-level-aqa/25141260• CGP AS and A-Level Business: AQA Complete Revision & Practice. ISBN: 9781782943518				

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- Vocabulary list with definitions - <https://filestore.aqa.org.uk/resources/business/AQA-7131-7132-SSV.PDF>

COURSE SPECIFICATION - <https://filestore.aqa.org.uk/resources/business/specifications/AQA-7131-7132-SP-2023.PDF>

Additional wider reading

- Principles of Marketing, Philip Kotler. 2008. ISBN: 9780273711568
- Complete A-Z Business Studies Handbook 5th Edition, David Lines and Martin Barr, 5th edition. ISBN: 9780340915165
- Strong Woman: The Truth About Getting To The Top, Karren Brady, 2013. ISBN: 9780007416141

Points to note

Organisation is essential for success in this course, so students should aim to keep their thorough notes in a structured folder – one section per unit. Folder checks will take place regularly throughout the year. Students should keep notes from year 12 to supplement their revision for the terminal exams.

Students will complete 3 external exams at the end of year 13.