

EPCHS Business Department: Year 12 Programme of Study

AQA A Level Business Qualification -up to last examinations 2024

Year/Term	Units of Work	Intent	Skills
Term 1	Unit 1 Understanding the nature and purpose of business Unit 2 Managers, leadership and decision making Unit 3 Decision making to improve marketing performance Unit 4 Decision making to improve operational performance	<ul style="list-style-type: none"> • Understanding the nature and purpose of business • Understanding different business forms • Understanding that businesses operate within an external environment • Understanding management, leadership and decision making • Understanding management decision making • Understanding the role and importance of stakeholders • Understanding Markets and Customers • Making marketing decisions: segmentation, targeting, positioning • Making marketing decisions: using the marketing mix • Setting operational objectives • Analysing operational performance • Making operational decisions to improve performance: increasing efficiency and productivity, improving quality, managing inventory and supply chains 	<p style="text-align: center;"><u>Quantitative Skills:</u></p> calculate, use and understand ratios, averages and fractions <ul style="list-style-type: none"> • calculate, use and understand percentages and percentage changes • construct and interpret a range of standard graphical forms • interpret index numbers • calculate cost, revenue, profit and break-even • calculate investment appraisal outcomes and interpret results • interpret values of price and income elasticity of demand • use and interpret quantitative and non-quantitative information in order to make decisions • interpret, apply and analyse information in written, graphical and numerical forms. <p style="text-align: center;"><u>Literacy Skills:</u></p> <ul style="list-style-type: none"> • Communication – active listening, oral communication, written communication, assertive communication and non-verbal communication. • Listening Skills
Term 2	Unit 5 Decision making to improve financial performance	<ul style="list-style-type: none"> • understand the value of setting financial objectives • Analysing financial performance • Making financial decisions: sources of finance • Making financial decisions: improving cash flow and profits 	<ul style="list-style-type: none"> • Writing Skills • Reading Skills • Skimming and Scanning • Learn independently • Collaborative problem solving – establishing and maintaining shared understanding
Term 3	Unit 6 Decision making to improve human resource performance	<ul style="list-style-type: none"> • Setting human resource objectives • Analysing human resource performance • improving organisational design and managing the human resource flow 	<ul style="list-style-type: none"> • Communicate effectively • Justify • Identify • Describe • Explain

	<p>START of UNIT 7</p>	<ul style="list-style-type: none"> • improving motivation and engagement • improving employer-employee relations 	<ul style="list-style-type: none"> • Analyse • Evaluate <p><u>Identify business opportunities and problems</u></p> <ul style="list-style-type: none"> • investigate, analyse and evaluate business opportunities and problems • make justifiable decisions using both qualitative methods and quantitative methods • identify and understand how businesses adapt to operate successfully in a dynamic business environment <p><u>From AS to A Level:</u></p> <ul style="list-style-type: none"> • apply basic business concepts to a wider range of contexts • understand and apply more sophisticated concepts and techniques • analyse, interpret and evaluate more complex business information • take a more strategic view of business opportunities, problems and issues
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