



Holy Family Catholic School Curriculum Overview Year 12 – AQA A level Business

September 2025- July 2026

	Curriculum Content	Suggested Reading or Extension Activities
Half Term 1 (Sept-Oct)	3.1 What is business - OZB Why businesses set objectives • Why do businesses exist? • Business forms • Business Objectives • AIM and SMART • stakeholders influence • PESTLE 3.5 Decision making to improve financial performance - CET • The distinction between cash flow and profit • The distinction between gross profit, operating profit and profit for the Cash flow objectives	• www.bbc.co.uk/news/business • https://www.reuters.com/news/archive/businessNews • Alibaba: The House That Jack Ma Built. • Onward: How Starbucks Fought for Its Life without Losing Its Soul. • Steve Jobs: The Exclusive Biography. • Shoe Dog: A Memoir by the Creator of NIKE • What you see is what you get- Sir Alan Sugar
Half Term 2 (Nov-Dec)	3.1 What is business • Stakeholders influence • Short termism • PESTLE 3.5 Decision making to improve financial performance • Break-even • Profit and loss accounts • Profitability ratio (GPM, NPM, ROCE)	Current companies' news is always used in the lesson to aid application to the real work of business • Seneca • Tutor2u-business • Tutor2u booklets • Teacher study pack • BBC business news

Half Term 3 (Jan-Feb)	3.3 Decision making to improve marketing performance - OZB • marketing objectives • market size • market share • market research • interpretation of market research • brand creation and brand loyalty • PED and YED • marketing mix • Boston Matrix • PLC 3.4 Decision making to improve operational performance - CET Operational objectives include: • costs • quality • environmental objectives • added value • JIT • Lean management • Buffer stock charts	• Seneca • https://senecalearning.com/en-GB/ • Tutor2u-business • Tutor2u booklets • Teacher study pack • BBC business news
Half Term 4 (Feb-Mar)	3.2 Managers, leadership and decision making - OZB What do managers do? • What is a leader? • The role of a CEO • The effectiveness of different styles of management and leadership • Scientific vs hunch decision making • Decision tree • Stakeholder mapping	• Seneca • https://senecalearning.com/en-GB/ • Tutor2u-business • Tutor2u booklets • Teacher study pack • BBC business news

Half Term 5 (Apr-May)	3.6 Decision making to improve human resource performance - CET Human resource objectives include: • setting HR objectives • employee engagement and involvement • talent development, training, diversity • Role of Trade Union • Motivational theories • Analysing HR performance (labour productivity, labour costs per unit, staff retention and labour turnover)	• Seneca • https://senecalearning.com/en-GB/ • Tutor2u-business • Tutor2u booklets • Teacher study pack • BBC business news
Half Term 6 (Jun-Jul)	1. Recap on all Topics learned in Yr12 by doing group tasks and group presentations 2. Exam skills 3. Introduction to Ratio analysis (Yr2 content) 4. Introduction to vital business theories for Yr 2 content	• Teacher revision packs • Tutor2u revision video • https://www.tutor2u.net/ •

Examples of Home Learning Tasks	1. Pre-reading tasks 2. Complete homework set to consolidate in-class learning (usually 9, 16 and 25 mark essays)
Assessment Tasks, Methods & Frequency	Students will learn key term tests within the lesson. and they will use a learning map to summarise the unit of study. They will do end of the topic tests to assess and consolidate knowledge. Students will also participate in regular school assessment examinations. These tests will inform the classroom teacher and pupils of any knowledge gaps that need to be tackled before moving forward with the curriculum.
Equipment that Students Need	Calculator, black pen, green pen and highlighters. An A4 notebook with dividers if possible

Parent / Carers can help their child by:	To stay abreast of the news, as businesses performance is affected by economic, legal, and political news. Watch business programmes with your child (Dragons Den, The Apprentice, Panorama business documentary which are related to business or the economy) Check that your child is uploading homework set by their classroom teacher on Google classroom.
Useful Websites	https://www.reuters.com/news/archive/businessNews www.bbc.co.uk/news/business https://www.bloomberg.com/businessweek http://www.bankofengland.co.uk/ www.tutor2u.com https://senecalearning.com/en-GB/

Extra-Curricular Activities & Career Opportunities	Tycoon club to encourage enterprise activities Trips to Amazon; working in the city day trips; business trip to Cadbury's world

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Holy Family Catholic School Curriculum Overview Year 13 – AQA A level Business

September 2026- July 2027

	Curriculum Content	Suggested Reading or Extension Activities
Half Term 1 (Sept-Oct)	3.7 Analysing the strategic position of a business - CET Analysing internal position: financial ratio analysis: • Profit margins • ROCE • Current ratio • Gearing • Payables days • Receivables days • Inventory turnover 3.8 Choosing a strategic direction - OZB	• Alibaba: The House That Jack Ma Built. • Onward: How Starbucks Fought for Its Life without Losing Its Soul. • Steve Jobs: The Exclusive Biography. • Shoe Dog: A Memoir by the Creator of NIKE. • What you see is what you get- Sir Alan Sugar • Seneca • Tutor2u-business • Tutor2u booklets • Teacher study pack • BBC business news

	Ansoff matrix - Strategic positioning: choosing how to compete	
Half Term 2 (Nov-Dec)	3.7 Analysing the strategic position of a business continued - CET - Functional data (HR, Operations, Marketing) - Core competences - Elkington's Triple Bottom Line 3.8 Choosing a strategic direction continued - Porter's generic strategies	- Seneca - Tutor2u-business - Tutor2u booklets - Teacher study pack - BBC business news
Half Term 3 (Jan-Feb)	3.9 Strategic methods: How to pursue strategies - OZB Assessing a change in scale - Types of growth - Economies & diseconomies of scale - Experience curve - Synergy - Overtrading	- Seneca https://senecalearning.com/en-GB/ - Tutor2u-business - Tutor2u booklets - Teacher study pack - BBC business news
Half Term 4 (Feb-Mar)	3.9 Strategic methods: How to pursue strategies continued - Methods of entering international markets - Off-shoring/reshoring 3.10 Managing strategic change - CET & OZB - Planned v emergent strategy - Strategic drift - Divorce of ownership and control - Strategic & contingency planning	- Seneca https://senecalearning.com/en-GB/ - Tutor2u-business - Tutor2u booklets - Teacher study pack - BBC business news
Half Term 5 (Apr-May)	3.10 Managing strategic change continued Strategic implementation Impact of leadership, communication & structure	

	• Network analysis: EST, LFT, critical path and total float • Organisational culture • Why strategies fail Exam skills lessons Examiner extract- Past students scripts Recap of unit 1-9 knowledge and evaluation	
Half Term 6 (Jun-Jul)	Exams	

Examples of Home Learning Tasks	12, 16, 20, 25-mark essays taken from AQA exam paper. or from Tutor2u case study homework.
Assessment Tasks, Methods & Frequency	Students will learn key term tests within the lesson and they will use a learning map to summarise the unit of study. They will do end of the topic tests to assess and consolidate knowledge. Students will also participate in regular school assessment examinations. These tests will inform the classroom teacher and pupils of any knowledge gaps that need to be tackled before moving forward with the curriculum.
Equipment that Students Need	Calculator, black pen, green pen, and highlighters. An A4 notebook with dividers if possible.

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