

**Procedural knowledge** (exam technique, skills etc):

- a. Answering calculation (2 mark) questions (use of mean, median, mode, indices, percentage change)
- b. **Interpreting and using source-based numerical data/statistics effectively (answering 4-mark questions, and using data effectively for A02, A03 and A04)**
- c. Interpreting and using qualitative/normative source data and applying contextually (A02) to enable Analysis (A03) and Evaluation (A04)
- d. Answering 9, 10, 15- and 25-mark questions, using explain and analysis chains of reasoning
- e. Answering essay (25 mark) questions (intros and conclusions; how, why and meaning of evaluation – PEEL EEL; synopticity/context)
- f. *Evaluative and summary note-taking skills*
- g. *Communications and presentation skills*
- h. *Collaboration skills*
- i. *Managing time limited tasks*
- j. *Organisation skills*
- k. *Problem-solving skills*
- l. *Independent thinking/learning skills, including reflection*
- m. *Exam error solving*
- n. *Revision techniques*
- o. *University, apprenticeship and employment pathways*
- p. *Businesss for life skills e.g. understanding the tax system, wage slips, contracts etc.*

WC	Disciplinary Knowledge sequence	Procedural (skills) knowledge progression	Disciplinary (content) knowledge, that this interleaves with	Homework/RS	Intervention	Assessment (topic and skills)
05/09	<b>3.1.1 What is a business</b> Teacher expectations Key terms task Producer, supplier or retailer task Difference between consumer and customer Plenary: Recap learning	I, J, K				
	<b>3.1.1: Understanding why businesses exist</b> Starter/The big question Why do businesses exist? Mission statements Guess the business What is an objective? Name the main objectives	C, I, J, K	This links in with 3.7.1 – first topic in Y12	Homework: Mission statement questions  RS: Business fact files		
12/09	<b>3.1.1: Costs</b> Starter/The big question <b>AO2: CONTEXT</b> Distinction between cost types – start-up, running, variable, fixed and total <b>AO1- KNOWLEDGE</b> Cost tasks – categorising costs and costs calculations Costs Worksheet <b>AO1- KNOWLEDGE</b> Exam question focus – MCQ	A, B, C, I, J, K	This links in with 3.5.2 to 3.5.4 – Finance and is referred to throughout  Also links in with Y13 content – Ratio analysis			

	<p><b>3.1.1: Revenues</b>  <i>Starter/The big question</i>            Where does revenue come from?  <i>Quick calcs</i>  <i>Jackson Teddies WS</i>            Improving revenue  <i>Exam question focus – Identify and state</i></p>	A, B, C, I, J, K	<p>This links in with 3.5.2 to 3.5.4 – Finance and is referred to throughout</p> <p>Also links in with Y13 content – Ratio analysis</p>			
	<p><b>3.1.1: Profits</b>  <i>Starter/The big question</i>  <i>Costs and revenues recap</i>            Calculating profit  <i>Profit calculations</i>            Why is profit important?  <i>Independent tasks</i></p>	A, B, C, I, J, K	<p>This links in with 3.5.2 to 3.5.4 – Finance and is referred to throughout</p> <p>Also links in with Y13 content – Ratio analysis</p>	<p>Homework:            Practice exercise 2:            Costs, revenues and profit</p> <p>RS: Seneca revision – Costs, profits and revenues and objectives</p>		
	<b>Costs, revenues and profits test</b>					<u>AP</u>
19/09	<p><b>3.1.2: Understanding different business formats</b>  <i>Starter/The big question</i>            Unincorporated v incorporated            What is a sole trader            Sole trader notes            What is a partnership            Partnership notes            What is a LTD?            LTD notes            What is a PLC?            PLC notes            Setting up a company            Q&amp;A section – application            Issues in understanding business forms            Q&amp;A section – application            Exam Focus – Lego and PECAN</p>	B, C, D, F, H, I, J	<p>This is a recurring theme throughout the course</p>	<p>Homework:            Different Forms of Business            Homework</p> <p>RS: Seneca Learning            Revision Mats</p>		

<p><b>19/09</b></p>	<p><b>3.1.3: The external environment</b>  <i>Starter/The big question</i>                  What can impact a business?  <i>Q&amp;A: How will competition impact on?</i>  <i>Competition question – 9 marks – Plan</i>                  How does household income impact?  <i>Income practice questions</i>                  Interest rates                  Demographic factors  <i>Questions</i>                  Business and the environment                  Market conditions                  Exam focus – 20 mark ‘To what extent’</p>	<p><b>B, C, D, F, H, I, J</b></p>	<p>This links in with 3.7 –                  looked at in a lot more                  depth in Y13</p>	<p>Homework:                  Business and the                  external                  environment                  questions                   RS: Seneca</p>		
	<p><b>End of unit AP</b></p>					<p>AP to test                  understanding using                  Tutor2u APs</p>

WC	<b>Disciplinary Knowledge sequence</b> <ul style="list-style-type: none"> <li>• <b>LO ref</b></li> <li>• Topics that should be covered</li> <li>• <i>Activities</i></li> <li>• <b>SKILLS</b></li> </ul>	<b>Procedural (skills) knowledge progression</b>	<b>Disciplinary (content) knowledge, that this interleaves with</b>	<u>Homework</u>	<b>Intervention</b>	<b>Assessment (topic and skills)</b>
26/09	<b>3.2.1 Understanding management, leadership and decision making</b> Starter – Who works questions Key question – students to define role of manager on Padlet Class discussion – Tesco organisational structure Teacher explanation – role of managers	B, C, D, F, H, I, J	Links in with HR especially motivational theory			
03/10	<b>3.2.1 Understanding management, leadership and decision making</b> Starter – Key questions discussion A01 Rate the leaders activity A01 and A03 Difference between a leader and a manager – discussion A01 and A03 Leadership styles explanation and discussion Steve Jobs research task A02 Theories on leadership – videos and note taking Influences on leadership styles – discussion A01, A02 and A03	B, C, D, F, H, I, J	Links to be made with previous lesson and why businesses exist	Homework: Leadership Homework  RS: Seneca learning		Data
03/10	<b>3.2.2 Understanding management decision making</b> Starter – recap last lesson and key questions	B, C, D, F, H, I, J, L	Links to be made with previous topic – leadership styles	Homework: Decision tree questions and knowledge worksheet		

	<p><i>Top 10 worst decisions – student notes</i>  <b>A02 AND A03</b>  <i>Why decisions are important</i>  <i>Scientific v Intuition</i>  <b>A01, A02 and A03</b>  <i>Benefits of scientific approach</i>  <b>A03 and A04</b>  <i>Which method to use – discussion</i>                      Introduction to decision trees  <b>A01</b>                      Constructing decision trees  <b>A01</b>                      Analysing decision trees  <b>A02 and A03</b>                      Influences on decision making  <b>A01 and A03</b></p>			RS: Seneca learning or topic map		
10/10	<p><b>CPD (Monday) and PD Thursday</b></p> <p><b>3.2.3 Understanding the role and importance of stakeholders</b>                      Starter – link back to last lesson                      Stakeholder mapping – video and note taking                      Teacher explanation  <b>A01 and A03</b>  <b>Classifying stakeholders task</b>  <b>A01 and A03</b>                      Relationship between corporate strategy and stakeholders                      Influences on relationships with stakeholders  <b>A01, A02 and A03</b>  <b>Exam question – 16 mark</b></p>	B, C, D, F, H, I, J, M	Links to be made with 3.1.1 – corporate strategy	Homework: Stakeholders and decision making questions Knowledge sheet  RS: Seneca and Revision Mat		
17/10	<p><b>3.2.3 Understanding the role and importance of stakeholders</b>                      Starter – link back to last lesson                      Stakeholder mapping – video and note taking</p>	B, C, D, F, H, I, J, M	Links in with Y13 content and 3.6.5 – Trade Unions and most of 3.6			

Chapelton Academy

A Level Business

Y12 Curriculum Intent Plan

	Teacher explanation <b>A01 and A03</b> <b>Classifying stakeholders task</b> <b>A01 and A03</b> Relationship between corporate strategy and stakeholders Influences on relationships with stakeholders <b>A01, A02 and A03</b> <b>Exam question – 16 mark</b>					
	<b>End of unit assessment</b>					AP to test understanding using Tutor2u APs
<b>24/10</b>	<b>Half Term</b>					

WC	<b>Disciplinary Knowledge sequence</b> <ul style="list-style-type: none"> <li>• LO ref</li> <li>• Topics that should be covered</li> <li>• <i>Activities</i></li> </ul> <b>SKILLS</b>	<b>Procedural (skills) knowledge progression</b>	<b>Disciplinary (content) knowledge, that this interleaves with</b>	<u>Homework and RS</u>	<b>Intervention</b>	<b>Assessment (topic and skills)</b>
31/10	<b>3.3.1: Setting Marketing objectives</b> <i>Objectives recap – where do they fit in – Q&amp;A</i> <b>A01, A02, A03</b> <i>Who would be interested in profits – stakeholder link</i> <b>A01, A03</b> Different objectives: <i>Influences on marketing objectives</i>	B, C, D, F, H, I, J	Links in with 3.1.1 and with most of the starting topics in Y12 – objectives is a recurring theme to start the units off.  Has forward links to 3.7.1		Homework: Marketing objectives questions and knowledge sheets  RS: Seneca and revision mats	
	<b>3.3.2.1: Market Analysis</b> Link back to previous lesson – marketing objectives <b>A01, A02, A03</b> <i>What is a market?</i> <i>Defining markets</i> <b>A01, A02</b> <i>Ways of analysing markets</i> <b>A01, A02, A03</b> <i>Coffee shop task</i> <b>A01, A02, A03 and A04</b>	B, C, D, F, H, I, J				
	<b>3.3.2.2: Market Mapping</b> Link back to previous lesson – Market analysis <b>A01, A02, A03</b> Definition of marketing mapping <b>A01</b> Market mapping task <b>A01, A02 and A03</b>	B, C, D, F, H, I, J	Links in with 3.3.1		Homework: Marketing analysis and mapping questions and	



	<p>Why are they useful?                  Advantages and disadvantages  <b>A01, A02, A03</b></p>				<p>knowledge sheets</p> <p>RS: Seneca and revision mats</p>	
07/11	<b>Sampling</b>					
	<b>Market research</b>					
	<b>Interpretation of data</b>					
14/11	<p><b>3.3.2.6: Price elasticity of demand</b>                  Recap of previous lesson: interpreting market data  <b>A01, A02, A03</b>                  What is demand  <i>What could have impacted demand on...</i>  <b>A01, A02 and A03</b>  <i>Factors that impact demand</i>  <b>A01, A02 and A03</b>  <i>Price elasticity of demand</i>  <b>A01, A02 and A03</b>                  How PED impacts businesses  <b>A01, A02, A03 and A04</b></p>	<p><b>B, C, D, F, H, I, J, M</b></p>	<p>Links into the rest of 3.3.2</p>		<p>Homework: PED questions and knowledge sheets</p> <p>RS: Seneca and revision mats</p>	
	<p><b>3.3.2.6: Income elasticity of demand</b>                  Recap of previous lesson: interpreting market data  <b>A01, A02, A03</b>  <i>What would happen if income increased?</i>  <b>A01, A02</b>                  Theory – YED  <b>A01, A02</b>                  Elastic or inelastic  <b>A01, A02</b>  <i>Exam question</i>  <b>A01, A02, A03</b></p>					

21/11	<b>Making marketing decision: Segmentation, targeting and positioning</b>	B, C, D, F, H, I, J, M				
	<b>Introducing the marketing mix</b>	B, C, D, F, H, I, J, M				
05/12 and 12/12	<b>Product Decisions</b>	B, C, D, F, H, I, J, M				
<b>Christmas Holidays</b>						
02/01	<b>Pricing decisions</b>	B, C, D, F, H, I, J, M				<b>DATA</b>
	<b>Promotional decisions</b>	B, C, D, F, H, I, J, M				
09/01	<b>Place decisions</b>	B, C, D, F, H, I, J, M				
	<b>People, process, physical environment</b>	B, C, D, F, H, I, J, M				
16/01	<b>Importance of integrated marketing mix</b>	B, C, D, F, H, I, J, M				
	<b>Digital marketing</b>	B, C, D, F, H, I, J, M				
	<b>End of topic AP</b>					

3.5 Finance

<u>WC</u>	<b>Disciplinary Knowledge sequence</b> <ul style="list-style-type: none"> <li>• <b>LO ref</b></li> <li>• Topics that should be covered</li> <li>• <i>Activities</i></li> <li>• <b>SKILLS</b></li> </ul>	<b>Procedural (skills) knowledge progression</b>	<b>Disciplinary (content) knowledge, that this interleaves with</b>	<b>Homework</b>	<b>Intervention</b>	<b>Assessment (topic and skills)</b>
23/01	3.5.1: Setting financial objectives <i>Objectives recap – where do they fit in – Q&amp;A</i> <b>AO1, AO2 and AO3</b> <i>Who would be interested in profits – stakeholder link</i> <i>Cash v Profit recap – Meredith handout</i> <b>AO1, AO2 and AO3</b> Cashflow Gross and net profit Different objectives: Cost, profit, cashflow, return on investment, capital structure <b>AO1, AO2 and AO3</b> <i>Influences on financial objectives</i> <b>AO1, AO2 and AO3</b>	B, C, D, F, H, I, J, M	Links in with 3.1.1 and with most of the starting topics in Y12 – objectives is a recurring theme to start the units off.  Has forward links to 3.7.1	HWK: Financial Objectives Homework and knowledge sheet  RS: Seneca and revision mat		
	3.5.2: Analysing financial performance – Budgets <i>What is a budget? Why are they set? - Q&amp;A</i> <b>AO1</b> Types of budgets – revenue, expenditure and profit Constructing a budget <b>AO1, AO2 and AO3</b> <i>Discussion – how do budgets link in with other functional areas?</i> <i>Types of budget – note taking</i> <i>Profit budget production</i>	A, B, C, D, F, H, I, J, M, K	Links in with 3.1.2 and 3.5.1	HWK: Analysing budgets questions and knowledge sheet  RS: Seneca and revision mat		AP

Chapelton Academy

A Level Business

Y12 Curriculum Intent Plan

	<p>Difficulties in constructing budgets  <b>AO1, AO2, AO3 and AO4</b>                      Variance analysis                      Value of setting budgets</p>					
30/01	<p>3.5.2: Analysing financial performance – Break Even Analysis  <i>Starter – costs, revenues and profit recap</i>  <b>AO1, AO2 and AO3</b>                      How to work out the break-even point  <i>Phil’s Burgers</i>                      How to draw a BEA chart  <i>Phil’s burgers chart</i>  <b>AO2</b>                      Contribution formula and worked example  <i>Maths Moments</i>  <b>AO1, AO2 and AO3</b>                      Margin of Safety  <i>Maths moments</i>  <i>What if discussion and chart movements</i>  <b>AO1, AO2, AO3, AO4</b>                      Usefulness of BEA                      Advantages and disadvantages of BEA  <b>AO1, AO2, AO3 and AO4</b></p>	<p>A, B, C, D, F, H, I, J, M</p>	<p>Links in with costs, revenues and profits</p>	<p>HWK: Analysing budgets questions and knowledge sheet                       RS: Seneca and revision mat</p>		
06/02	<p>3.5.2: Analysing financial performance – Cost of Sales and Gross Profit  <i>Revenue and costs recap</i>  <b>AO1, AO2, Ao3</b>                      Gross profit and cost of sales explanation  <b>AO1, AO2</b>  <i>Gross profit examples and calculation</i>                      Gross Profit Margin                      Gross profit margin calculation  <b>AO1</b></p>	<p>A, B, C, D, F, H, I, J, M</p>	<p>Links in with costs, revenues and profits</p>			<p>DATA</p>

	<p>3.5.2: Analysing financial performance – Operating profit and Operating profit margin                      Importance of gross profit  <b>AO1, AO2, AO3</b>  <i>Expenditure types</i>  <i>Net profit calculations</i>                      Importance of net profit                      Net profit margin and calculation  <b>AO1, AO2</b>                      Exam questions  <b>AO1, AO2, AO3 and AO4</b></p>	<p>A, B, C, D, F, H, I, J, M</p>	<p>Links in with costs, revenues and profits</p>	<p>HWK: Analysing profit questions and knowledge sheet                       RS: Seneca and revision mat</p>		
February Half Term						
20/02	<p>3.5.2: Analysing financial performance – Introduction to cash flow                      Importance of cash/why is cash important – Q&amp;A                      Inflows and outflows?  <i>Identify inflows and outflows</i>  <i>Cash flow formulas</i>  <b>AO1</b>  <i>Shelley's Gym</i>  <i>DKS Motors</i>  <b>AO1 and AO2</b>                      What causes poor cashflow?  <b>AO1, AO2 and AO3</b>  <i>How to improve cash flow</i>  <b>AO1, AO2, AO3 and AO4</b></p>	<p>A, B, C, D, F, H, I, J, M</p>	<p>Links in with costs, revenues and profits</p>	<p>HWK: Cash flow forecasting questions and knowledge sheet                       RS: Seneca and revision mat</p>		
27/02	<p>3.5.3: Sources of Finance                      Recap of last lesson – cash flow  <b>AO1, AO2 and AO3</b>                      What is available to businesses?  <b>AO1, AO2</b>                      Internal v external                      Short term v long term  <i>Sources of finance</i></p>	<p>B, C, D, F, H, I, J, M</p>	<p>Links in with costs, revenues and profits</p>	<p>HWK: Sources of finance questions and knowledge sheet                       RS: Seneca and revision mat</p>		

Chapelton Academy  
A Level Business  
Y12 Curriculum Intent Plan

<b>AO1, AO2 and AO3</b> <i>Factors influencing choice of finance</i>					
<b>AO1, AO2 and AO3</b> End of unit AP					

3.6: Human Resources

<b>WC</b>	<b>Disciplinary Knowledge sequence</b> <ul style="list-style-type: none"> <li>• <b>LO ref</b></li> <li>• Topics that should be covered</li> <li>• <i>Activities</i></li> <li>• <b>SKILLS</b></li> </ul>	<b>Procedural (skills) knowledge progression</b>	<b>Disciplinary (content) knowledge, that this interleaves with</b>	<b>Homework and RS</b>	<b>Intervention</b>	<b>Assessment (topic and skills)</b>
<b>06/03</b>	<b>3.6.1: Setting HR objectives</b> <i>Objectives recap – where do they fit in – Q&amp;A</i> <b>A01, A02, A03</b> <i>Who would be interested in profits – stakeholder link</i> <b>A01, A03</b> <i>Personnel v HR management</i> Different objectives: <i>Influences on financial objectives</i>	<b>B, C, D, F, H, I, J, M</b>	Links in with 3.1.1 and with most of the starting topics in Y12 – objectives is a recurring theme to start the units off.  Has forward links to 3.7.1	<b>Homework: HR objectives questions and knowledge sheets</b>  <b>RS: Seneca and revision mats</b>		
	<b>3.6.1: Hard and Soft HR</b> HR's biggest villains – can we add anyone else to it? <b>A02</b> Different approaches to HR <b>A01, A03</b> <i>Characteristic match up</i> Evaluation <b>A04</b>	<b>B, C, D, F, H, I, J, M</b>	Links in with leadership – 3.2.1 and 3.2.2			
	<b>3.6.2: Analysing HR Performance</b> <i>Why is it important to measure effectiveness?</i> <b>A01</b>	<b>B, C, D, F, H, I, J, M</b>	Links in with operational data – 3.4.2	<b>Homework: HR Data questions and knowledge sheets</b>		

	<p><i>Workforce measures and calcs</i>  <i>Student calculations</i>  <b>AO1, AO2, AO3</b>  <i>Exam Q</i>  <b>AO1, AO2, AO3</b></p>			<p><b>RS: Seneca and revision mats</b></p>	
13/03	<p><b>3.6.3.2: Organisational Structures</b>                  Introduction to charts and organisational structures  <i>Key terms research</i>  <i>Organise yourself</i>                  Tall v flat  <i>Advantages and disadvantages</i>  <b>AO1, AO2, AO3</b>                  Research other structures  <b>AO1</b>                  Delaying  <b>AO1, AO3</b>                  Exam Q  <b>AO1, AO2, AO3, AO4</b></p>	<p><b>B, C, D, F, H, I, J, M</b></p>	<p>Links in with leadership and 3.9</p>		
	<p><b>3.6.3.2.1 HR Flow</b>                  Recap of previous lesson – organisational structures  <b>AO1</b>                  HR Flow and HR Plan  <b>AO1</b>  <i>What can impact on HR flow/plan</i>  <b>AO1, AO2, AO3</b>  <i>Issues in implementing HR plan</i>  <b>AO1, AO2, AO3 and AO4</b></p>	<p><b>B, C, D, F, H, I, J, M</b></p>	<p>Links back to marketing and most topics</p>		
20/03	<p><b>MOCKS</b></p>				<p>DATA</p>
	<p><b>3.6.3.2.2 Job Design</b>                  Recap of previous lesson – HR flow</p>	<p><b>B, C, D, F, H, I, J, M</b></p>			

<p><b>A01</b>  <i>Definition of job design</i>  <b>A01 and A02</b>  <i>Influences of job design</i>  <b>A01, A02 and A03</b>  <i>Hackman and Oldham grid - notes</i>  <b>A01, A02, A03</b></p>					
<p><b>3.6.3.2.3 Recruitment and Selection</b>  <b>Recap of previous lesson – Job Design</b>  <b>A01</b>  <i>Recruitment and selection process</i>  <b>A01 and A02</b>  <i>Personal Specs and Job Descriptions</i>  <b>A01, A02 and A03</b>  <i>Ways of recruiting staff</i>  <b>A01, A02, A03 and A04</b>  The selection process  <b>A01, A02, A03 and A04</b>  <i>What can go wrong</i>  <b>A03 and A04</b>  <i>Exam Question</i>  <b>A01, A02 and A03</b></p>	<p>B, C, D, F, H, I, J, M</p>		<p>Homework:  Organisational Design Homework</p> <p>RS: Seneca and revision mats</p>		
<p><b>3.6.3.2.4: Training</b>  Recap of previous lesson – recruitment and selection  <b>A01</b>  Why is training important?  <b>A01, A02 and A03</b>  <i>Advantages and disadvantages of training</i>  <b>A01, A02, A03</b>  <i>Types of training – research and grid</i>  <b>A01, A02 and A03</b></p>	<p>B, C, D, F, H, I, J, M</p>	<p>Links into leadership and costs</p>			



27/03	<p><b>3.6.4 Motivation</b>                  Recap of previous lesson – training                  What is motivation + what motivates you  <i>What motivates these people</i>  <b>A01, A02</b>  <i>Motivational theories – jigsaw task</i>  <b>A01, A02, A03</b>  <i>Financial and non-financial remuneration and incentives</i>  <b>A01, A02, A03</b>  <i>Exam question</i>  <b>A01, A02, A03, A04</b></p>	B, C, D, F, H, I, J, M	Links into leadership	Homework: Motivation Theories  RS: Seneca and Revision Mats		
Easter Holidays						
17/04	<p><b>3.6.5 Employer and Employee Relations</b>                  Recap of previous lesson – motivation  <b>A01</b>  <i>Why is communication important</i>  <b>A01, A02, A03</b>  <i>Ways of employee representation</i>  <b>A01, A02, A03</b>  <i>Resolving disputes</i>  <b>A01, A02, A03</b></p>	B, C, D, F, H, I, J, M	Links into leadership – 3.2.1, 3.2.2 and 3.2.3			
	End of topic AP					

Chapelton Academy  
A Level Business  
Y12 Curriculum Intent Plan  
3.4: Operations Management

WC	Disciplinary Knowledge sequence <ul style="list-style-type: none"> <li>• LO ref</li> <li>• Topics that should be covered</li> <li>• Activities</li> <li>• SKILLS</li> </ul>	Procedural (skills) knowledge progression	Disciplinary (content) knowledge, that this interleaves with	Homework	Intervention	Assessment (topic and skills)
24/04	<b>3.4.1: Setting Ops objectives</b> <i>Objectives recap – where do they fit in – Q&amp;A</i> <i>What does operations management involve? Issues etc</i> <i>Examples of objectives – A02 context</i> <i>Influences on objectives – external and internal</i> <i>Fed Ex Case Study – Exam Q’s</i> <i>Exam Q’s</i>	B, C, D, F, H, I, J, M	Links in with 3.1.1 and with most of the starting topics in Y12 – objectives is a recurring theme to start the units off.  Has forward links to 3.7.1	HWK: Setting operational objectives and knowledge sheet  RS: Seneca and revision mat		
	3.4.2: Analysing Operational Management Performance <ul style="list-style-type: none"> <li>• Interpret of operations data</li> <li>• Calculate operations data</li> <li>• Labour productivity</li> <li>• Unit costs (average costs)</li> <li>• Capacity</li> <li>• Capacity utilisation</li> </ul> Exam Q’s	A, B, C, D, F, H, I, J, M	Links in with 3.5.2 and 3.6.2	HWK: Setting Operational Objectives and Performance worksheets  RS: Revision and Seneca		
	3.4.3.1: Capacity <ul style="list-style-type: none"> <li>• The big question</li> <li>• What is capacity</li> <li>• Capacity utilisation</li> <li>• Reasons for spare capacity</li> <li>• Advantages and disadvantages</li> <li>• Capacity shortages</li> <li>• Increasing capacity</li> <li>• Capital v Labour</li> <li>• Exam Q’s</li> </ul>	A, B, C, D, F, H, I, J, M	Links mainly into rest of the unit but has forward links with 3.10	HWK: Capacity questions and knowledge sheet  RS: Revision mat and Seneca		

Chapelton Academy

A Level Business

Y12 Curriculum Intent Plan

01/05	3.4.3.2: Economies of Scale and efficiency What is productivity? How to increase productivity Economies of scale Diseconomies of scale Problems with increasing productivity	A, B, C, D, F, H, I, J, M				
08/05	3.4.3.3: Lean Production What is this? What is lean production? – A01 Lean production issues – A01, A02 and A03 Waste in a business Just in Time Mass production v lean production	A, B, C, D, F, H, I, J, M		HWK: Lean Production questions and knowledge sheet  RS: Seneca and revision mat		
15/05	3.4.4: Quality Define quality <b>A01</b> <i>High quality products</i> <b>A02 and A03</b> <i>Good v bad quality</i> <b>A03 and A04</b> Managing quality <b>A01 and A03</b> How to improve quality <b>A01. A02 and A03</b> <i>5 how's and why's</i> <i>Exam questions</i> <b>A01, A02 and A03</b>	A, B, C, D, F, H, I, J, M	Links in with 3.3.2 to 3.3.6	HWK: Improving Quality questions and knowledge sheet  RS: Seneca and revision mat		
22/05	3.4.5: Managing Supply Chain <i>What are the different ways that businesses can match supply to demand?</i> <b>A01</b> <i>Improving flexibility</i> <i>Mass customisation</i>	A, B, C, D, F, H, I, J, M	Links in with YED and PED – 3.3.3 and 3.6 (HR)			

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A Level Business

Y12 Curriculum Intent Plan

	<p><b>A01 and A03</b>  <i>Improving speed and responsiveness</i>  <i>Managing supply</i>  <i>Purchasing to order</i></p> <p><b>A01, A02 and A03</b>  <i>Types of worker research task</i></p> <p><b>A01</b>  <i>Outsourcing</i>  <i>Advantages and disadvantages of flexible workforce</i></p> <p><b>A03 and A04</b>  <i>5 hows and whys</i>  <i>Exam Questions</i></p> <p><b>A01, A02, A03 and A04</b></p>					
	June Half Term					
05/06	Revision/Recap/Float					
12/06	Revision/Recap/Float					
19/06	Revision/Recap/Float					
26/06	Study Leave					
03/07	Mock Exams					
10/07	Green Pen Work/prep for 13					
17/07	Work experience					