

Subject: AQA GCSE Business (KS4) and AQA A-Level Business (KS5)**Curriculum vision**

Studying Business at both KS4 and KS5 will provide students with the knowledge and understanding of business concepts, terminology and objectives. Students will learn about the integrated nature of business activity and the impact business has on individuals and our wider society. Students will also learn how to apply their knowledge and understanding to contemporary business issues in local, national and global contexts through analysing and evaluating up to date real Business case studies.

Choosing Business will develop students as enterprising individuals who are financially perceptive with the ability to think commercially and creatively, demonstrate business acumen, draw on evidence to make informed business decisions and solve business problems. These are skills that are especially useful and desired for both higher education and future employers.



Term 1

	Autumn 1	Why this? Why now?	Autumn 2	Why this? Why now?
Year 10	3.1: Business in the Real World – Introductory Topics 1 (Paper 1 and Paper 2)	Students are introduced to the business environment to create the foundation needed for all other aspects of the GCSE course. Students will learn about Enterprise and the Entrepreneur, Business Ownership, Aims and Objectives, Business Planning, Stakeholders, Business Location and Expansion.	3.2: Influences on Business – Introductory Topics 2 (Paper 1 and Paper 2)	Students will further develop their initial understanding of the business environment by looking at the external influences on Business. Students will learn about the flowing external influences and how they impact a business both positively and negatively – Technology, Ethics and the Environment, the Economic Climate, Globalisation, Legislation and Competition.
Year 11	3.5: Marketing – Business Function 3 (Paper 2)	Students continue to study the main functional areas of business and will start Year 11 with the study of Marketing. Students will learn about Market Segmentation, Market Research and the Marketing Mix -Product, Price, Place and Promotion.	3.6: Finance –Business Function 4 (Paper 2)	Students finish studying the main functional areas of Business by learning about Finance. Students will learn about Sources of Finance, Cash Flow Forecasting, Break Even Analysis, Average Rate of Return and the two main financial accounts – the Income Statement and Statement of Financial Position. Students will have now completed all curriculum content needed for GCSE Business Papers 1 & 2 and in preparation for their Mock Exams.
Year 12	New Specification – AQA A-Level Business 2026 Unit 3.1 – What is Business? Managing Marketing and Finance (Paper 1)	Students will be introduced to the new A-Level Business course and will study some introductory topics by learning about business and objectives and the different forms of business and stakeholders.	Unit 3.1 – What is Business? Managing Marketing and Finance (Paper 1)	Students will then move onto studying the first functional area, Marketing Management and will learn about customer needs, markets and marketing data, demand, the target market, marketing objectives and planning and the marketing mix.
Year 13	Current Specification – AQA A-Level Business 3.7 Analysing the Strategic Position of a Business	Students will study topics that build on the content studied in Year 12. The topics will focus more on leadership, strategy and business decision making. Students will learn how businesses analyse their internal and external strategic position.	3.8 Choosing Strategic Direction	Students will learn how business choose the strategic direction that is most appropriate for their business success by looking at how businesses decide on what products to offer, what markets to compete in and how they should choose to compete.



Term 2

	Spring 1	Why this? Why now?	Spring 2	Why this? Why now?
Year 10	3.3: Business Operations – Business Function 1 (Paper 1)	Students start to study the main functional areas of Business, starting with Business Operations. Students will learn about Production Processes, Procurement, Quality and Customer Service.	3.3: Business Operations – Business Function 1 (Paper 1)	Students will finish their study of Business Operations. Students will learn about Production Processes, Procurement, Quality and Customer Service.
Year 11	Revision of 3.1: Business in the Real World and 3.2: Influences on Business (Paper 1 and Paper 2)	Students will revisit and further secure their knowledge in the topics for both Business in the Real World and the Influences on Business needed for assessment across Paper 1 and Paper 2.	Revision of 3.3: Business Operations and 3.4: Human Resource Management (Paper 1)	Students will revisit and further secure their knowledge in the topics for both Business Operations and Human Resource Management needed for the main assessment across Paper 1.
Year 12	Unit 3.1 – What is Business? Managing Marketing and Finance (Paper 1)	Students will finish Unit 3.1 by studying the second functional area of Business, Financial Management. Students will learn about how businesses manage finance, sources of finance available to businesses, break-even, cash-flow, financial reporting and how businesses assess their financial position and performance.	Unit 3.2 – Managing People and Operations (Paper 2)	Students will then move onto Unit 3.2 by studying People Management. Students will learn how the HR function sets its objectives and future planning, the use of HR data, leadership, development of people, teamwork, motivation, employee wellbeing and employer and employee relations.
Year 13	3.9 Strategic Methods: How to Pursue Strategies	Students will learn how businesses pursue strategies to enable them to compete effectively by assessing business growth, innovation, globalisation and greater use of digital technology.	3.10 Managing Strategic Change	Students will finish studying A-Level Business content by studying how businesses manage strategic change effectively. Students will assess the causes, pressures and value of change, how to overcome barriers to change, managing organisation culture and strategic implementation which will include the use of network diagrams.



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Term 3



United Sixth Form

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	Summer 1	Why this? Why now?	Summer 2	Why this? Why now?
Year 10	3.3: Human Resource Management – Business Function 2 (Paper 1)	Students will continue their study of the main functional areas by moving onto Human Resource Management. Students will learn about Organisation Structure, Recruitment and Selection, Motivational Theory and Methods and Training.	3.3: Human Resource Management – Business Function 2 (Paper 1)	Students will finish their study of Human Resource Management. Students will learn about Organisation Structure, Recruitment and Selection, Motivational Theory and Methods and Training. Students will have completed all curriculum content needed for GCSE Business Paper 1 and in preparation for their EOY Paper 1 Assessment.
Year 11	Revision of 3.5: Marketing and 3.6: Finance (Paper 2) Exam Preparation and Final Revision of GCSE Content	Students will revisit and further secure their knowledge in the topics for both Marketing and Finance needed for the main assessment across Paper 2. Students will then complete final revision and exam preparation for their final external examinations – GCSE Business Paper 1 and Paper 2.		
Year 12	Unit 3.2 – Managing People and Operations (Paper 2)	Students will study the last functional area, Operations Management. Students will learn how businesses manage their operations and use operations data, how businesses improve their efficiency and quality and their environmental impact. Students will also learn how businesses manage their supply chains, inventory, the pressures for innovation and the impact of technology on operations.	Unit 3.2 – Managing People and Operations (Paper 2)	Students will finish studying Unit 3.2 by learning about how businesses manage and value their business culture and why it is important to their business success. Students will have completed all curriculum content needed for A-Level Business Paper 1 and Paper 2 and in preparation for their EOY Paper 1 and Paper 2 Mock Exams.
Year 13	Exam Preparation and Final Revision of A-Level Content	Students will revisit key topics from Year 12 and 13 to further secure their knowledge needed as part of their exam preparation for their final external examinations – A-Level Papers 1,2 and 3.		



Wider reading

Extracurricular Opportunities (competitions, associations and clubs): • Enterprise Club (KS3 and KS4) • Young Enterprise – The Company Programme (Sixth Form)	Revision Guides: • CGP GCSE AQA Business Revision Guide • CGP AQA AS & A-Level Business Complete Revision and Practice
Academic Reading: • AQA GCSE (9-1) Business, Third Edition, Surridge and Gillespie • AQA A-Level Business, Surridge and Gillespie • AQA A-Level Business, Marcouse	