

Subject Area: Business

Subject Leader: Mr.Comiskey

Year 13

Term	Theme 3 – Business Decisions & Strategy	Theme 4 – Global Business	Key concepts/ core knowledge/ key vocabulary	Assessments/ checkpoints (where relevant)	Careers' Links
Autumn Term 1	Corporate objectives Corporate influences Shareholders versus stakeholders Corporate culture Theories of corporate strategy	Conditions that prompt trade Assessment of a country as a market Assessment of a country as a production location Reasons for global mergers or joint ventures Global competitiveness Cultural and social issues	Corporate objectives Corporate Social Responsibility Corporate strategy Departmental / functional objectives External stakeholders Internal stakeholders Mission statement Barriers to entry Common market Foreign direct investment Trade barriers Tariffs / Customs duties International trade Ansoff's Matrix Porter's strategic matrix Distinctive capability Product development	Common assessment 1 Theme 3 Common assessment 1 Theme 4	Project manager Analyst
Autumn Term 2	SWOT analysis Impact of external influences Growth Mergers and takeovers Organic growth Reasons for staying small Quantitative sales forecasting Investment appraisal	The impact of MNCs Ethics Controlling MNCs Growing economies International trade and business growth	Portfolio analysis External audit Internal audit SWOT analysis PESTLE analysis Diseconomies of scale Economies of scale External economies of scale Backward vertical integration Forward vertical integration Inorganic growth	Common assessment 2 Theme 3 Common assessment 2 Theme 4	Accountant

			Organic growth Centring Correlation Correlation coefficient Moving average Scatter graph Time series analysis Average rate of return (ARR) Capital cost Discounted cash flow Investment Investment appraisal Net cash flow Net present value Payback period Present value		
Spring Term 1	Decision trees Critical Path Analysis Interpretation of financial statements	Factors contributing to increased globalisation Protectionism Trading blocs	Decision tree Earliest start time Critical path Critical path analysis Free float Latest finish time Network diagram Nodes Total float Finance cost Finance income Exploitation Ethics	Mock Exams Paper 1 & 2	Management roles Critical path coordinator Ethics & Governance
Spring Term 2	Ratio analysis Human resources Causes and effects of change	Marketing Niche markets	Gearing ratios Profitability/performance ratios Ratio analysis Return on capital employed (ROCE) Window dressing Labour productivity Labour retention	Common assessment 3 Theme 3 Common assessment 3 Theme 4	Human resource manager Management accountant

			Labour turnover Rate of absenteeism Organisational change Transformational leadership Premium pricing Mass markets Niche markets		
Summer Term 1	Key factors in change Scenario planning Exam preparation	Exam preparation	Management of change Business continuity plan Risk assessment Risk mitigation plans scenario planning Succession planning	External Exams	Change management Business Change Analyst
Summer Term 2					