

**Kings Curriculum Map  
Business Studies AQA**

	<b>Autumn Term</b>	<b>Spring Term</b>	<b>Summer Term</b>
<b>Year 9</b>	The purpose and nature of Business Business ownership Setting business aims and objectives Stakeholders	Business location Business planning Expanding a Business	Organisational structures Recruitment and selection of employees Motivating employees Training
<b>Year 10</b>	Production Processes The role of procurement The concept of quality Good customer services	Technology Ethical and environmental considerations The economic climate on Businesses Globalisation (Part 1) Legislation (Focus on consumers) Competitive Environment	Identifying and understanding customers Segmentation The purpose and methods of market research The elements of the marketing mix: Price, product, place, promotion (smaller businesses)
<b>Year 11</b>	Globalisation (Part 2) Legislation (Employment Law) Competitive Environment (re-visited) Identifying and understanding customers (ICT) Market Mapping Elements of the marketing mix (larger businesses)	Sources of finance Financial terms and calculations Analysing the financial performance of a business	<b>Revision and exams</b>
<b>Year 12</b>	Understanding the nature and purpose of Business. Understanding different business forms. Understanding that businesses operate within an external environment. Managers, leadership and decision making. Understanding management decision making. Understanding the role and importance of stakeholders. Decision making to improve financial performance Analysing financial performance Making financial decision: sources of finance	Decision making to improve marketing performance Understanding markets and customers Segmentation, targeting and market positioning Making marketing decisions - the marketing mix Setting and analysing HR objectives Improving organisational design Improving motivation and engagement Setting operational objectives Analysing operational performance Increasing efficiency and productivity Operational decisions - improving quality	Financial and non-financial methods of motivation. Improving employer and employee relations Choosing markets and products (Ansoff) Choosing how to compete (Porter & Bowman) Managing Inventory and supply chains Objectives and strategy. Ratio analysis
<b>Year 13</b>	Assessing a change in scale. Assessing innovation	Managing strategic implementation Problems with strategy and why strategies fail	Assessment practice for papers 1, 2 and 3. <b>Revision of all topics.</b>

	<p>Assessing internationalisation          Assessing greater use of digital technology          Internal strengths and weaknesses (Data analysis incl. Kaplan and Elkington.          External opportunities and threats – political change.          Economic change          Social and technological change          The competitive market          Investment Appraisal</p>	<p>Nature and purpose of business (incl. ownership and objectives)          Improving marketing performance          Improving HR performance          Causes of and pressures for change          Managing organisational culture          Leadership and decision making.          Improving operational performance          Improving financial performance</p>	
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