

Commerce Long Term Plan

| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 |
|--------|----|--|----|--|--|--|--|---|--|
| YR9 | Y9 | Yr.9/1(6) | | Yr.9/2(15) | | Revision/tests | | | |
| | | Introduction to Accounting | | Double Entry Book Keeping | | | | | |
| | | To appreciate what accounting is about and to explain the meaning of the terms such as Capital, Assets, Liabilities etc. | | To explain what is meant by Double Entry. Describe the layout of a Journal. Learning to enter transactions(including VAT) into the ledger. | | | | | |
| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 |
| YR9 | Y9 | Yr.9/3(39) | | | | | | Revision/tests | |
| | | Books of Original Entry | | | | | | | |
| | | To justify the need for the Books of Original Entry and to be able to describe the process of recording the transactions into the Purchases and Sales Journal. | | To be able to describe the process of recording the transactions into the Purchases Returns and Sales Returns Journal. | | To be able to draw the format of a Two-column Cash Book, enter up and balance off the cash book. | | | |
| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 |
| YR9 | Y9 | Yr.9/3(39) | | | | | | | Yr.9/4(3) |
| | | Books of Original Entry | | | | | | | Capital and Revenue Expenditure |
| | | To be able to draw the format of a Three-column Cash Book and be able to enter up and balance off the cash book. To be able to identify Contra entries and explain why they are entered on the debit and credit side of a cash book. | | | To appreciate the benefit of maintaining a Petty Cash Book. To demonstrate how the Imprest system works and to be able to compile a Petty Cash Book and show the restoration of the Imprest. | | To deduce the Capital by passing an Opening Journal Entry. | | To identify if an item of expenditure is Capital or Revenue in nature. |
| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 |
| YR9 | Y9 | Yr.9/5(3) | | Yr.9/6(15) | | Revision/tests | | | |
| | | Trial balance | | Final accounts | | | | | |
| | | To compile a Trial Balance from the list of balances given and explain why the debit and credit Trial balance totals should equal one another. | | To be able to compile a Trading Account in the prescribed format and thereby ascertain the Cost of goods sold and Gross Profit. | | | | | |
| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 |
| YR9 | Y9 | YR 9/1(18) Enterprise and Entrepreneurship | | | | | | | |
| | | The dynamic nature of the business | | Risk and Reward | | The role of the business Enterprise | | Enhancement activity for Module1 Revision/test | |
| | | To understand the dynamic nature of business in terms of technology, | | To understand the impact of risks and rewards on business activity | | To understand the role of business enterprise and learn the purpose of | | | |

| | | products/services/ideas. | | rewards on business activity. | | business activity. | | | | |
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| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| YR9 | Y9 | YR 9/2(30) spotting a business opportunity | | | | | | Enhancement activity for Module2 Revision/test | | |
| | | Customer needs | | Market research | | | | | | |
| | | Identifying and understanding customer needs | | To understand the purpose of market research, identify the methods and know its use. | | | | | | |
| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| YR9 | Y9 | YR9/3/(24) Putting a business idea into practice | | | | | | Enhancement activity for Module3 Revision/test | | |
| | | Market segmentation | | The competitive environment | | Business aims and objectives | | | | |
| | | Identify market segments and to understand the gap in the market | | Understand the competitive environment in terms of price, quality, location, product range and customer service | | Understand the aims and objectives of the business and their differences | | | | |
| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| YR9 | Y9 | YR9/3(24)Putting a business idea into practice | | | | | | Revision /test | | |
| | | Business revenues, costs and profits | | Cash and cash-flow | | Sources of business finance | | | | |
| | | Determination and understanding the various costs, revenue and their impact on businesses. | | Role, importance, estimation and problems concerning cash flows. | | To identify the sources of finance for start-up or established small business | | | | |
| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| Y9 | Y9 | Yr9/1(6) | | Yr9/2(9) | | Yr9/3(9) | | Revision/test | | |
| | | The Basic Economic Problem | | Specialization and Exchange | | Economic Systems | | | | |
| | | To learn the nature of economic problem. | | To learn the meaning of an economy. | | To understand the problem of resource allocation. | | | | |
| | | Scarcity of resources and choices. | | Factors of production and specialization. | | Market, Planned & Mixed economic systems. | | | | |
| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| Y9 | Y9 | Yr9/3(9) | | Yr9/4(21) | | | | Revision/test | | |
| | | Economic Systems | | How Prices are Determined | | | | | | |
| | | To understand the problem of resource allocation. | | To understand market forces of demand and supply. | | | | | | |
| | | Market, Planned & Mixed economic systems. | | The relationship between price & quantity demanded. | | Relationship between price & quantity supplied. | | | | |
| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| Y9 | Y9 | Yr9/4(21) | | | Yr9/5(15) | | | | | |
| | | How Prices are Determined | | | Organizing Production | | | | | |
| | | To understand market forces of demand and supply. | | | What is production? | | | | | |
| | | Factors affecting demand & supply. | Effect of a tax or subsidy on market supply & price. | Stages & aims of production. | Small firms. | | How firms can grow in size. | | | |
| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| | | Yr9/6(12) | | | | Yr9/7(9) | | | Yr9/8(3) | |
| | | Costs, Revenues and Profits | | | | Social Costs and Benefits | | | Macroeconomics | |

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|---|-----|---|--|---|--|---|--|---------------------------|---------------|
| Y9 | Y9 | To calculate costs, revenue, profit and break-even. | | | | Distinguish between private costs & benefits, and external costs & benefits. | | Macroeconomic objectives. | |
| | | Identifying costs & making a profit. | | Scale of production. | | How firms' decisions can affect others. | Market failure & government intervention. | Inflation, unemployment. | |
| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 |
| Y10 | Y10 | Yr.10/1(6) | | Yr.10/2(6) | | Yr. 10/3(8) | | | Revision/test |
| | | Title -Day Book And Ledger A/cs | | Final Accounts with Adjustments | | Accruals and Prepayments | | | |
| | | Obj.To prepare day books, ledger a/cs including VAT | | Obj.To assess the fin. outcome of a business during a period. Prepare trading & p/l a/c &B/S. | | Obj.To understand the adjustments for pre-received, prepaid, accruals and outstanding incomes and exps. | | | |
| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 |
| Y10 | Y10 | Yr.10/4(8) | | Yr.10/5(16) | | | | Revision/test | |
| | | Title -Manufacturing Accounts | | Depreciation ; Provision for Depreciation and Asset Disposal | | | | | |
| | | Obj.To explore the a/cing system of manufacturing concerns .To calculate prime cost,prepare manufacturing a/c,trading andp/l a/c. | | Obj.Explore the methods of charging depreciation;Straight line, Diminishing balance;prepare provision for depreciation a/c and asset disposal a/c.A/cing treatment of depreciation in final a/cs. | | | | | |
| Term 2 | | W1/2/3 | | | W4 | W5 | W6 | W7 | W8 |
| Y10 | Y10 | Yr. 10/6 (12) | | | Yr. 10/7(6) | | Yr.10/8(12) | | Yr10(2) |
| | | Title-Company accounts | | | Title- Control Account | | Title- Single Entry and Incomplete Records | | Revision |
| | | Obj.explore the characteristics of a company and the a/cing system of cos. To prepare the appropriation A/c,and Balance sheet of companies. | | | Obj.To understand the uses of control a/cs. Prepare sales ledger &purchases ledger control a/cs. | | Obj.To learn to prepare final a/cs from incomplete records. To find out missing figures by preparing control a/cs;prepare trading , p/l a/c and balance sheet. | | |
| Term 2 | | W1/2/3 | | | W4/5 | | W6 | W7 | W8 |
| Y10 | Y10 | Yr. 10/9(12) | | | Yr. 10(8) | | Yr. 10(4) | Yr. 10(4) | Yr. 10(4) |
| | | Title- Bank Reconciliation Statement | | | Revision | | Revision | Revision | Revision |
| Obj.To explore the reasons for disagreement between bank statement &cash book.To reconcile and find out the correct balance by preparing BRS.To update the cash book with unrecorded items. | | | Day Book, ledger accounts and VAT | | Accruals and Prepayments | Pro. for depreciation & Asset disposal;Company accounts | | | |
| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 |
| Y10 | Y10 | Y10/1 (20) The economic context | | | | | | Revision/test | |
| | | 24. Demand and Supply | 25. Impact of Interest rates | 26. Impact of exchange rates | 27. Impact of business cycle | 28. Business and stakeholders | Rev 1.5 Chp 24 - 28 (*Lsn 22) | | |
| | | Understand how price is determined? | Understand the effects on small firms. | Understand the effects on imports & exports. | Understand the effects on small businesses. | Understand the effects on stakeholders. | Understand the effects of economic factors. | | |
| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 |
| Y10 | Y10 | Y10/2 (20) Marketing | | | | | | Revision/test | |
| | | 1. Marketing | 2.Product trial & Repeat purchase | 3. Product life cycle | 4. Branding | 5. Marketing mix | Rev Topic3.1 chap1-5 (*L 23) | | |
| | | Understand what is | Understand how to | Understand the four | To appreciate the | | Understand the | | |

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|--------|-----|---|--|--|--|---|--|--|---|---------------|--|
| | | the meaning of marketing? | maximise repeat purchases. | phases of the product life cycle. | importance of brands. | Understand the four variables of the mix. | meaning of marketing. | | | | |
| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | | |
| Y10 | Y10 | Y10/3 (24) Meeting customer needs | | | | | | | | | |
| | | 6. Design & R & D | 7. Managing Stock | 8. Quality | 9. Cost effective operations | 10. Effective customer service | 11. Meeting consumer laws | Rev Topic 3.2 Chp6 - 11 | Revision Topic 3.2 Chp6 - 11 | | |
| | | Understand the effects of design & research | Understand the need and methods Stock control. | Understand the nature of quality control | Understand the need and importance of improving productivity | Understand the importance of effective customer service. | Understand the effects of legislation on business. | Appreciate the importance of meeting customer needs. | Appreciate the importance of meeting customer needs | | |
| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | | |
| Y10 | Y10 | Y10/4 (16) Effective Financial Management | | | | | | | | | |
| | | 12. How to improve cashflow | 13. How to improve profit | 14. Break-even charts | 15. Financing growth | Rev Topic 3.3 Chp 12 - 15 | Rev 3.1-3.2 Chp 1 - 11 | Rev Topic 1.1-1.3 Chp1 - 18 | Rev Topic 1.4-1.5 Chp19 - 28 | | |
| | | Understand how to improve profit? | Understand how to improve profit. | Understand the importance of break-even analysis | Understand how to finance a business. | To understand financial management. | Marketing & customer needs | Be able to understand small businesses. | Understand start-up and economic context. | | |
| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | | |
| Y10 | Y10 | Y10/1(8) Elasticity | | | Y10/2(16) Labour Markets | | | | Revision/test | | |
| | | To understand elasticity & its usefulness. | | | To understand labour markets & government intervention. | | | | | | |
| | | Price elasticity of demand. | Price elasticity of supply. | Demand & Supply of labour. | Wage differentials. | Govt intervention in labour market. | Trade Unions. Productivity. | | | | |
| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | | |
| Y10 | Y10 | Y10/3(16) Market Structures | | | | Y10/4(8) Multinationals | | | | Revision/test | |
| | | To understand why markets can have different market structures. | | | | To understand multinationals & their costs & benefits to the society. | | | | | |
| | | Competitive Markets. | Monopolies. | Oligopoly. | Monopolistic Competition. | | | | | | |
| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | | |
| Y10 | Y10 | Y10/5(16) Public Sector Finance | | | | Y10/6 (28) Managing the Economy | | | | | |
| | | To understand how the government is financed. | | | | To understand macroeconomic objectives. | | | | | |
| | | Public Expenditure. | Tax systems. Direct Taxes. | Indirect Tax. | Balancing the Budget. | Output & growth. Trade Cycle. | Inflation. | Unemployment. | | | |
| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | | |
| Y10 | Y10 | Y10/6(28) Managing the Economy | | | Y10/7 (12) Policies | | | Y10/8(8) Money | | | |
| | | To understand macroeconomic objectives. | | | To understand the aims of government policy. | | | To understand the role of money in an economy. | | | |
| | | Economic growth. | PPF. | Demand side policies. | Supply side policies. | Privatisation & policy conflicts. | Money market & role of the Central Bank. | | | | |
| Term 1 | | W1 | W2 | W3&4 | | W5 | W6 | W7 | W8 | | |
| | | Y11/1(5) | Y11/2(5) | Y11/3(10) | | Y11/4(5) | Y11/5(5) | | | | |
| | | Day books | Final a/c | Partnership A/cs | | Final a/cs of firms | Errors not affect T.B | | | | |

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|--|--|---|--|---|--|--|---|---------------|-----------|
| Y11 | Y11 | obj;To prepare day books, ledger a/cs including VAT. | obj;To do the adjustments in final a/cs | obj;explore the a/cing system of Partnership firms.Learn to prepare p/l app.a/c, current a/c&capital a/cs. | obj;learn to prepare balance sheet of firms. | obj;To identify the errors not affecting the T.B; learn to rectify the errors. Test Paper | Revision/test | | |
| | | W1&2 | | W3/4 | | W5&6 | | W7 | W8 |
| Y11 | Y11 | <u>Y11/6(10)</u> | | <u>Y11/7(10)</u> | | <u>Y11/8(10)</u> | | Revision/test | |
| | | Rectification of errors | | Accounts of NPO.S | | Provision for doubtful debts | | | |
| | | obj;Identification and rectification of errors affecting and not affecting T.B.Prepare suspense a/c; redraft P/L a/c &Balance sheet.. | | Explore the a/cing system of NPOs. Preparation of receipts and payments a/c, income &exp. a/c, subscriptions a/c, accumulated fund and B/S. | | Understand the need for creating provision for doubtful debts, how to create provision, a/cing treatment for prov.for d.debts. | | | |
| Term 2 | | W1&2 | | W3&4 | | W5&6 | | W7 | W8 |
| Y11 | Y11 | <u>Y11/9(10)</u> | | <u>Revision10/ (10)</u> | | <u>Revision11/ (10)</u> | | Revision/test | |
| | | Analysis and interpretation of business | | Yr.9Portions | | Yr.10 Portions | | | |
| | | obj; to analyse and evaluate and compare the financial position of business concerns using accounting ratios. | | | | | | | |
| | | W1&2 | | W3&4 | | W5 | W6 | W7 | W8 |
| Y11 | Y11 | Revision (10) | | Revision (10) | | | | | |
| | | Yr.11 Portions | | Yr.11 Portions | | | | | |
| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 |
| Y11 | Y11 | <u>Y11/1 (40) Effective people management/Controlled Assessment</u> | | | | | | | |
| | | Organisational structure/CA Learning Objective | Organisational structure/CA Learning Objective | 17.Motivation theory/CA Learning Objective | 17.Motivation theory/CA Learning Objective | 18. Communication/CA Learning Objective | 18. Communication/CA Learning Objective | Revision/test | |
| Understand that businesses tend to be organised through a structure/CA | Understand that businesses tend to be organised through a structure/CA | Understand the significance of motivation/CA. | Understand the significance of motivation/CA | Explore the need & effectiveness of communication/CA | Explore the need & effectiveness of communication/CA | | | | |
| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 |
| Y11 | Y11 | <u>Y11/2 (20) The wider world affecting business</u> | | | | | | | |
| | | 19. Remuneration/CA Learning Objective | 19. Remuneration/CA Learning Objective | 20. Ethics in business/CA Learning Objective | Environmental issues/CA Learning Objective | 22. Economic issues affecting InTr/CA Learning Objective | 23.The impact of govt & EU/CA Learning Objective | Revision/test | |
| Understand the impact on businesses of diff payment systems/CA | Understand the impact on businesses of diff payment systems/CA | Appreciate the meaning of the term ethics in business/CA | To appreciate the importance of short & long term effects/CA | Appreciate the extremes of income distribution internationally/CA. | To be aware of the impact of regulation & taxation on businesses/CA. | | | | |
| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 |
| Y11 | Y11 | <u>Y11/3 (30) REVISION Unit 1-Introduction to business</u> | | | | | | | |
| | | Revision Topic 1.1 Chap 1-6 Learning Objective | Revision Topic 1.2 Chap 7-12 Learning Objective | Revision Topic 1.3 Chap 13-18 Learning Objective | Revision Topic 1.4 Chap 19-23 Learning Objective | Revision Topic 1.5 Chap 24-28 Learning Objective | Overall Revision of all topics Learning Objective | Revision/test | |
| Examine how to spot a successful business. | Understand the skills needed to be enterprising. | To assess the practicalities of making a business idea | To evaluate the objectives in setting up a business. | Examine the economic factors that affect businesses. | To understand the introduction to business. | | | | |
| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 |
| Y11 | Y11 | <u>Y11/4 (25) REVISION - Unit 3 - Building a business</u> | | | | | | | |
| | | Revision Topic 3.1 Chap 1-5 Learning Objective | Revision Topic 3.2 Chap 6-11 Learning Objective | Revision Topic 3.3 Chap 12-15 Learning Objective | Revision Topic 3.4 Chap 16-19 Learning Objective | | | | |
| Understand the meaning of the term 'marketing'. | Appreciate the effects of design and R & D. | Understand how to improve profit & examine sources of finance. | Analyse the importance of organisational structure. | | | | | | |

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| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| Y11 | Y11 | <u>Y11/1(30)</u> | | | | | | Revision/test | | |
| | | International Trade | | | | | | | | |
| | | Understand Free Trade vs. Protection. | To know the BOP structure | To know the World Wide Significance of Exchange rate | Be aware of pros and cons of EURO | Understand the changing pattern of world Trade and be aware the modern trading blocs | | | | |
| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| Y11 | Y11 | <u>Y11/2(30)</u> | | | | | | Revision/test | | |
| | | Globalization | | | | | | | | |
| | | Understand FDI and development AID as factors encouraging globalization | Able to identify winners and Losers from globalization | Know the Key Drivers on Global Economy - Transport, ICT | Understand the Effect of tourism | Understand the Impact on natural Environment | Understand the size and age distribution of population. | | | |
| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| Y11 | Y11 | <u>Y11/ 3(15)</u> | | | <u>Y11/ 4(15)</u> | | | Revision/test | | |
| | | Revision:The Market System | | | Revision: Business Economics | | | | | |
| | | The market system: Demand and supply :The role of the market in solving the economic problem :The labour market | | | Business Economics: Production Competition Public and private sectors | | | | | |
| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| Y11 | Y11 | <u>Y11/5(10)</u> | | <u>Y11/6(10)</u> | | | | | | |
| | | Revision: Govt. And the Economy | | Revision: Globalization | | | | | | |
| | | Govt. and the Economy: Macroeconomic objectives : Policies : Relationship between objectives and policies | | Globalisation: International trade : Exchange rates | | | | | | |
| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7/8 | | |
| AS | Y12 | <u>AS/1(9/9)</u> | | | <u>AS/2a(9)</u> | | | <u>AS/3(12/12)</u> | | |
| | | Principles of a/cing. | | | Control proced. | | | Final accounts of organisations(contd.) | | |
| | | obj:To understand the role of a/cing, concepts, conventions, capital & revenue. | | | obj:To explain the use of control a/cs. | | | Understand the adjustments in the final accounts of sole traders and department stores. | | |
| | | Depreciation,provision,disposal | | | <u>AS/2b (6) OverHeads OH.allocation&apportion.</u> | | | To prepare Manufacturing a/c with stock adjustment. | | |
| Term 1 | | W1/2 | | W3 | W4 | W5 | W6 | W7/8 | | |
| AS | Y12 | <u>AS/3(12/12)</u> | | <u>AS/4(12)</u> | | | | <u>AS/6 (12)</u> | | |
| | | Final accounts of organisations | | Final A/cs of clubs & societies | | | | Valuation of stock | | |
| | | Understand the adjustments in the final accounts of sole traders and department stores | | obj:To explore the a/cing system of clubs. Preparation of inc. &exp. Subscrip a/c, accu. fund B/S | | | | obj:Toexplore the methods of valuation of stock. Preparation of Job cost sheets. | | |
| | | To prepare Manufacturing a/c with stock adjustment. | | <u>AS/5 (12) Incomplete records To prepare final a/cs from incomplete records.</u> | | | | <u>AS/7(24) Partnership</u> | | |
| Term | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| AS | Y12 | <u>AS/6(12)</u> | | <u>AS/8(12)</u> | | | | <u>AS/9/(6) Social and ethical accounting</u> | | |
| | | Valuation of stock | | Ratio analysis | | | | obj. To understand the implications of accounting decisions in the social context. | | |
| | | obj:Toexplore the methods of valuation of stock. Preparation of Job cost sheets. | | obj:To apply ratios and comment upon sole trader business profitability and liquidity. | | | | | | |

| | | AS/7(24) Partnership | | | | | | | | |
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| | | W2 | W3 | W4 | W5 | W6 | W7 | W8 | | |
| AS | Y12 | <u>AL/1 (12)</u> Company A/c/ investment evaluation obj; To prepare the final accounts of companies and calculate and comment upon the investment ratios. | | | | | | Revision | Test | |
| | | <u>AS/1(12)Meeting customer needs</u> To introduce the term market. To analyse how markets help in meeting customer needs. To analyse the difference between mass and niche markets. To examine dynamic markets. | | | <u>AS/3(15) Marketing Mix and Strategy</u> To identify ways to build a brand. To effect changes in branding and promotion to reflect social trends. To evaluate the design mix based on function, aesthetics and cost. | | | | | |
| AS | Y12 | <u>AS/2(12) The Market</u> To examine the factors leading to a change in demand and supply. To draw and interpret supply and demand diagrams to show the causes and consequences of price changes | | | | | | <u>AS/3(4)Pricing Strategies</u> To analyse factors that determine the most appropriate pricing strategy for a particular situation | | |
| | | Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 |
| AS | Y12 | <u>AS/4 (16+4) Managing People</u> To analyse the importance of motivation and explain various motivation theories. To understand concepts of recruitment and training. To examine the approaches to staffing. | | | | <u>AS/5 (16+8) Entrepreneurs and Leaders</u> To outline business objectives and suggest examples of objectives. To analyse the legal organisation and features of businesses and examine the factors that lead to these forms. | | | | |
| | | To analyse the key features of organizational design along with the strengths and weaknesses of each model. | | <u>AS/5 (1) (16+8) Entrepreneurs and Leaders</u> To understand the role of an entrepreneur, entrepreneurial motives and characteristics. To analyse the challenges involved in moving from entrepreneur to leader. | | | | REVISION | | |
| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| AS | Y12 | <u>AS/6 (16) Raising Finance</u> To develop an understanding of raising and managing finance. To analyse the various sources of internal and external finance. To understand the use of cash flow forecasts as stand-alone and part of the business plan | | | | <u>AS/7 (16) Financial Planning</u> To understand the purpose of sales forecasting and analyse the factors influencing sales forecasts. To cope with the difficulties of forecasting. | | | | |
| | | <u>AS/8 (16) Economic Influences</u> To consider the external influences that have an impact on businesses, including economic and legal factors. They analyse the effect of economic uncertainty on the business environment. | | | | | | | | |
| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| AS | Y12 | <u>AS/9 (16) Managing Finance</u> To calculate contribution, Break-even point, using contribution to calculate the break-even point, Margin of safety. Interpretation of break-even charts. Limitations of break-even analysis. | | | | <u>AS/10 (16) Resource Management</u> To outline the importance of using resources efficiently within a business to ensure that goods or services can be delivered effectively and efficiently, and to a high quality. To analyse the different methods of stock control and the advantages gained from each. | | | | |
| | | <u>AS/11 (12) Globalisation</u> Students investigate businesses that trade on a global scale and explore their reasons for doing so. Students develop an understanding of the globally competitive environment and consider the ethical and moral dimensions of global business activities. | | | | | | REVISION | | |
| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| <u>AS 1(87) Introduction to markets and market failure-Theme 1</u> | | | | | | | | Revision and Class test. | | |
| | | What is the nature of | Economic data and Economic system | | | What determines the demand and supply of a good or service in a market? | | | | |

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|--|-----|---|--|--|---|--|----|---|--------------------------------------|--|
| AS | Y12 | Scarcity, PPF. | Positive and normative economic statements. Economic systems. Free market. mixed and command economies. Specialisation and the division of labour. | | Movement along and shift in dd and ss curves, price determination, consumer surplus and producer surplus. Rational decision making-the underlying assumptions of rational economic decision making. | | | Nature of Economics, Economic System and what determines demand and supply? | | |
| | | <u>AS 2(78) The UK Economy-Performance and policies-Theme 2</u> | | | | | | | Revision and Class | |
| | | How do we measure the economic performance of developed and developing countries? | | | | What is Aggregate demand? | | | Economic indicators at | |
| Economic growth, inflation, unemployment and balance of payment and measures of development: HDI, HPI etc. | | | | The components of AD: C+I+G+(X-M). Consumption, Investment, Government expenditure, net exports. Movement and shifts in AD curve | | | | | | |
| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| AS | Y12 | <u>AS 1(87) Introduction to markets and market failure-Theme 1</u> | | | | | | Revision | Class Test | |
| | | How might the change in price of a good or service be explained? | | | The reasons why consumers may not behave rationally | | | Elasticities | How does the market work? | |
| | | Price mechanism and application to various markets. PED, YED CED. Indirect taxes and subsidies. | | | influence of other peoples behaviour, importance of habitual behaviour, consumer weakness at computation. | | | | | |
| | | <u>AS 2(78) The UK Economy-Performance and policies-Theme 2</u> | | | | | | Revision | Class Test | |
| | | What is Aggregate supply? | | | What determines the price level and equilibrium level of real output? | | | Aggregate supply- Keynesian and Classical approach | Aggregate supply | |
| Factors affecting AS curve, shifts in AS curve, Classical and Keynesian approach and circular flow of income | | | Equilibrium level of real output and price level and application of AD AS model to real world situations. Classical vs Keynesian model of equilibrium level of real output. The multiplier model | | | | | | | |
| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| AS | Y12 | <u>AS 1(87) WHY DO SOME MARKETS FAIL?-Theme 1</u> | | | | | | Revision | Class Test | |
| | | Why do markets fail in Externalities? Public goods? | | | Why do markets fail?(continued) Imperfect market information labour immobility, unstable commodity markets. | | | Externalities, public goods and information gap. | Market failure | |
| | | Define and understand different types of market failure. Illustrate external costs and external benefits using marginal analysis. Case for government intervention in various markets. Apply in markets such as transport, health care, education, environment etc Explain why public goods may not be provided by market mechanism | | | Distinguish between symmetric and asymmetric information. Understand how imperfect market information leads to market failure. Apply to Health care, tobacco and alcohol education etc. | | | | | |
| | | <u>AS 2(78) The UK Economy-Performance and policies-Theme 2</u> | | | | | | Revision | Class Test | |
| | | What are the main macroeconomic policy instruments: Demand Side policies | | macroeconomic policy instruments: Supply Side policies. | | Do macro economic objectives conflict each other? Do macro economic policies conflict when they are used together. | | Macroeconomic Policies. | Demand side and supply side policies | |
| Application of practical monetary and fiscal policy: Inflation targeting, role of MPC Impact on AD/AS, fiscal deficit/surplus taxation and government spending | | Diagrammatic analysis of various supply side policies such as labour market intervention, education and training, direct taxation, privatisation, deregulations etc. | | Phillips curve) etc. Consider conflicts between fiscal and supply side | | | | | | |
| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| AS | Y12 | <u>AS 1(87) WHY DO SOME MARKETS FAIL?-Theme 1</u> | | | <u>AS 3(9) Business Economics-Theme 3</u> | | | Revision | Class Test | |
| | | Why do government attempt to correct market failure and what is government failure? | | | What objectives do firms have? How do we calculate costs revenue and profit of a firm | | | Government intervention in markets and government failure. | Government failure. | |
| | | Methods of government intervention to correct market failure such as indirect taxes, subsidies tradeable permits extension of property rights etc. Define and explain various types of government failure. | | | Understand firms may have different objectives. Calculate total revenue, average revenue and marginal revenue and TC, AC and MC and distinguish between normal and supernormal profit | | | | | |

| | | AS 4 (18) INTERNATIONAL ECONOMICS-Theme 4 | | | | | | Revision and class test | | | |
|--------|-----|---|---|---|---|--|--|--|--|--|--|
| | | Public Expenditure and Taxation The economic effect of changes in taxation and government expenditure. The significance of different level of government expenditure as a proportion of GDP. | | Public sector finances Distinction between automatic stabilisers and discretionary fiscal policies | | Macro economic policies in a global context. Use and impact of macro economic policies to respond to external shocks to the global economy. | | The UK Economy-performance and policies.(theme 2) | | | |
| Term 1 | | W1,W2 , W3 &W4 | | | | W5 ,W6 , W7 & W 8 | | | | | |
| AL | Y13 | AL/2(8) Investment evaluation obj;Tocalculate and comment upon the investment ratios. | | | | AL/8/(12) Marginal costing obj; To define and calculate Marginal cost, V.C cost and contribution. Test paper. | | | | | |
| | | AL/1(24) Company Accounts obj;To prepare the final a/cs of co.s. | | AL/1(24) Company Accounts obj;To prepare the a/cs. Related to | | AL/3(12) Cashflow Statement obj;To understand its importance and | | | | | |
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| Term 1 | | W1 | W2 | W3, W4, W5, W6, W7 & W8 | | | | | | | |
| AL | Y13 | AL/ 8 /(12) Marginal costing obj;To define and calculate Marginal cost, V.C.cost,contribution. Test paper. | | AL/ 8 (12) Application Marginal costing obj;To explore the application of Marginal costing in managerial decisions. | | | | | | | |
| | | AL/3(12) Cashflow Statement obj;To underatand its importance and preparation. | AL/4(12) Budgeting obj; to explain the role of budgets as a tool in mgt. plan& control and prepare budgets | | | AL/6 (12) Investment Appraisal obj; To explore the methods of capital investment appraisal, dis. Cash flows, ARR, pay back | | | AL /9 (4)ICT in Accounting | | |
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| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | | |
| AL | Y13 | AL/ 7 (12) Break even analysis obj;To understand the calculation and application of BE analysis. | | | | | | AL/ 10 Revision /Test | | | |
| | | AL/5(24)Standard Costing obj;To calculate material ,labor and oh. variances | | | | | | Complete AL portion | | | |
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| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | | |
| | | AL/1(16) Business Objectives and Strategy | | | | AL/2(16) Business Growth | | | | | |
| | | Corporate Objectives | Theories of Corporate Strategies | SWOT Analysis | Impact of external influences | Growth | Mergers and Takeovers | Organic Growth | Reasons for staying small | | |
| | | To learn about the development of corporate objectives from mission statements and corporate aims and to do an appraisal of them. | To learn about the aim and development of corporate strategies: Ansoff Matrix and Porter's Strategic Matrix and to know their effect. | To learn how to do the SWOT analysis- the external and internal considerations | To analyse the impact of the external environment through PESTLE and Porter's Five Forces | To understand the objectives of growth and to analyse the problems arising thereof | To analyse the reasons, distinction,risk and problems relating to mergers and takeovers and the ways in which they can take place. | To analyse the distinction between organic and inorganic growth, methods of organic growth and advantages and disadvantages of it. | To assess the factors leading to why businesses choose to remain small | | |
| | | AL/1(10) Globalisation | | | | | | | | | |

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| AL | Y13 | Growing Economies | International Trade and Business Growth | Factors contributing to increased globalisation | Protectionism | Trading blocs | Revision | | | |
| | | To analyse the growth rate of the UK economy and others such as Asia and Africa. To analyse the implications of economic growth for individuals and businesses and the indicators for growth-GDP,HDI, health and literacy | To have a comprehensive understanding of imports and exports and how they lead to FDI and business growth, specialisation and competitive advantage | To enquire into the effect of Trade barriers/ liberalisation, political change, reduction in the cost of transport and communication, structural change,migration, FDI and the increase in global companies | To be able to provide a detailed account of the effects of tariffs, quotas, subsidies and government legislation | To learn about the trading blocs, their expansion and their implications on businesses. The trading blocs under study are EU,ASEAN and NAFTA. | | | | |
| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| AL | Y13 | AL/3(16) Decision-making Techniques | | | | | AL/4(16) Influences on Business Decisions | | | |
| | | Quantitative sales forecasting | Investment Appraisal | Decision Trees | Critical Path Analysis | Corporate Influences | Corporate Culture | Shareholders vs stakeholders | Business ethics | |
| | | To learn the calculation of time-series analysis, interpretation of scatter graphs and limitations of quantitative sales forecasting | To understand and learn to apply and interpret the simple payback, ARR, Discounted cash flow and to analyse the limitations of each technique | To learn to construct and interpret simple decision tree diagrams, calculate and interpret figures generated by them and analyse their limitations | To understand the nature and purpose of critical path analysis, complete and interpret simple networks, to work out calculations and limitations | To learn about short and long termism and evidence based vs subjective decision making | To examine strong and weak cultures; how a corporate culture is formed and the difficulties in changing an established culture. | To know the difference between internal and external stakeholders, their objectives and their influences and the conflict of objectives | To assess the trade-off between ethics and profit and learn about CSR | |
| | | AL/2(10) Global Markets and Business Expansion | | | | | Revision | | | |
| | | Conditions that prompt trade | Assessment of a country as a market | Assessment of a country as a production location | Reasons for Global Mergers or JVs | Global Competitiveness | | | | |
| To learn about the push and pull factors and the conditions that lead to selling in multiple markets such as extending the product life cycle. | To be able to assess the factors to consider while assessing a country as a market; such as levels of disposable income, infrastructure, exchange rate, political stability and the ease of doing business. | To be able to assess the factors to consider while assessing a country as a production location; such as costs of production, availability of skills and labour force, location in a trade bloc, political stability etc. | To gain an understanding of mergers and JVs and the reasons for forming them such as risk can be spread across countries; enter into trade blocs, acquiring international brand names and maintaining global competitiveness | To assess the impacts of movements in exchange rates, competitive advantage, differentiation, skill shortages etc. | | | | | | |
| Term 2 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | |
| | | AL/5(12) Assessing competitiveness | | | | AL/6(12) Managing change | | | | |

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| AL | Y13 | Interpretation of financial statements | Ratio Analysis | Human Resources | Causes and effects of change | Key factors in change | Scenario Planning | Revision | |
| | | To understand the statement of comprehensive income and the statement of financial position and know the purpose of them | To develop the numerical skills in calculation of ratios (gearing and ROCE) and be able to interpret them as also to analyse their limitations | To develop an understanding of labour- productivity, turnover, retention and absenteeism and strategies to overcome labour related issues. | To learn about the causes of change in organisational size, business performance, ownership, leadership and external factors and their effects on business factors | To enquire into the organisational structure and its size, the time/speed of change and how to manage resistance to change | To be able to identify key risks through risk assessment and the ways in which the business can plan to mitigate that risk | | |
| | | AL/3(6) Global Marketing | | | AL/3(6) Global Industries and Companies- MNCs | | | Revision | |
| | | Marketing | Niche Markets | Cultural/social factors | The impact of MNCs | Ethics | Controlling MNCs | | |
| To learn about global marketing strategies and glocalisation, the different marketing approaches- ethnocentric, geocentric and polycentric and the application of the marketing mix and Ansoff's Matrix | To enquire into the cultural diversity in different markets, the features of the global niche' markets and the application and adaptation of the marketing mix to suit them. | To be able to analyse what considerations businesses have to make in terms of cultural diversity, difference in tastes, language, translations, branding and promotion | To assess the impact of MNCs on the local economy and the national economy in terms of working conditions, wages, job creation etc. to FDI inflows, balance of payments, technology and skill transfer etc. | To assess the issues relating to ethics in business such as stakeholder conflict of interest, ethical issues relating to employees, environment, suppliers and customers. | To enquire into how MNCs can be controlled in terms of political influence, legislations, pressure group and social media. | | | | |
| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 |
| AL | Y13 | AL 1(22)-Business behaviour and the labour market- THEME3 | | | | | | | |
| | | Business Growth | | Market structure and Perfect competition | | | Monopolistic competition and Oligopoly | | |
| | | Sizes and types of firms,How businesses grow,Demergers and Business objectives. | | Barriers to entry and exit,competition and market structure,characteristics of perfect competition,equilibrium in the short and long run,diagramatic analysis. | | | Characteristics of monopolistically competitive markets,diagramatic analysis.Characteristics of Oligopoly,calculations,collusive and non collusive behaviour,simple game theory,types of price and non price competition. | | |
| | | AL 1(36) A Global Perspective-THEME 4 | | | | | | | |
| | | Terms of Trade,Trading Blocs and WTO | | | | Restriction of free trade and BOP. | | Exchange rates systems | |
| Calculation of TOT,types of trading blocs,role of WTO in trade liberalisation. | | | | Reasons for restrictions,impact of protectionist policies,component of the BOP.Significance of global trade imbalance. | | Floating and fixed exchange rates,impact of changes in exchange rates,government intervention in the currency market. | | | |
| Term 1 | | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 |
| | | AL 2(10)THEME 3 | | | | | | | |
| | | Monopoly, Monopsony and contestability | | | | Business objectives,efficiency. | | Evaluating competition and monopoly | |
| | | Characteristics of monopoly,diagramatic analysis,third degree price discrimination, cost and benefit of monopoly and natural | | | | Different business objectives and reasons for them.Allocative | | Perfect competition,contestable markets and static efficiency.Imperfect | |

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| AL | Y13 | price discrimination, cost and benefit of monopoly and natural monopoly. Cost and benefits of monopsony, characteristics of contestable market and sunk cost and the degree of contestability. | | efficiency, productive efficiency, dynamic efficiency, X-inefficiency and efficiency/inefficiency in different market structures. | | | competition and static efficiency, competition and dynamic efficiency. Natural monopoly, Multi-plant monopolists, evaluating monopoly and the theory of the second best. | |
| | | | | AL 2(20)THEME 4 | | | AL3(8)THEME 4 | |
| | | International competitiveness | Poverty and Inequality | Emerging and developing economies | | | The financial sector | |
| | | Measures of international competitiveness | Inequality and poverty, redistribution of income and wealth. Distinction between absolute and relative poverty. | Measures of development, factors influencing growth and development, strategies influencing growth and development and the role of non government organisations. | | | Role of financial markets, market failure in the financial sector, central bank and financial market regulations. | |
| Term 2 | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 |
| AL | Y13 | | | AL 3(16)THEME 3 | | | | |
| | | Government intervention and product market, Demand for labour | | Supply of labour, wage determination and government intervention in labour market. | | | Revision and class test | |
| | | Government intervention to control mergers, the impact and the limitations of government intervention. | | Market failure in labour markets, wage determination in competitive and non-competitive markets and labour market policies. | | | Theme 1&3-Paper 1-Markets and business behaviour. | |
| | | | | AL 4(32)THEME 4 | | | | |
| | | Role of the state in the macroeconomy | | Macro economic policy in a global context | | | Revision and class test | |
| Public expenditure and taxation. Public sector finances, distinction between automatic stabiliser and discretionary fiscal policy | | Use of fiscal, monetary, exchange rate, supply side policies and direct controls in different countries, with specific references to their impact. | | | Theme 2&4-Paper 2-The national and global economy. Paper 3-Microeconomics and Macroeconomics. | | | |

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