

COMMERCE YEAR PLAN 2020-2021

Term 1	W1	W2	W3	W4	W5	W6	W7	W8	
YR 9	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.Explain the money measurement concept and business entity concept.		To describe the format of a T-Account. To be able to post transactions from the Journal into the Ledger Accounts. To compile a Trial Balance.				
Term 1	W1	W2	W3	W4	W5	W6	W7	W8	
YR 9	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. Explain the money measurement concept and business entity concept.		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	
YR 9	Yr.9/3(39)							Yr9./4(3)	
	Books of Original Entry							Capital and	
	To be able to draw the format of aThree- 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	
YR 9	Yr.9/5/(3)		Yr.9/6(15)						
	Trial balance		Financial statements						
	To compile a Trial Balance from the		To be able to compile an income statement in the prescribed format and thereby ascertain the Cost of sales, Gross Profit and			To be able to draw up a statement of financial position showing total assets			

YR 9	list of balances given and explain why the debit and credit Trial balance totals should equal one another.	profit for the year.to identify the differences betweenGross profit and profit for the year.			and total liabilities.		Revision/tests	
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 9	<u>YR 9/1(18) Enterprise and Entrepreneurship</u>				<u>Enhancement activity for Module1</u> <u>Revision/test</u>			
	The dynamic nature of the business To understand the dynamic nature of business in terms of technology, products/services/ideas.	Risk and Reward To understand the impact of risks and rewards on business activity.		The role of the business Enterprise To understand the role of business enterprise and learn the purpose of business activity.				
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 9	<u>YR 9/2(30) spotting a business opportunity</u>				<u>Enhancement activity for Module2</u> <u>Revision/test</u>			
	Customer needs Identifying and understanding customer needs	Market research To understand the purpose of market research, identify the methods and know its use.						
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 9	<u>YR9/3/(24) Putting a business idea into practice</u>				<u>Enhancement activity for Module3</u> <u>Revision/test</u>			
	Market segmentation Identify market segments and to understand the gap in the market	The competitive environment Understand the competitive environment in terms of price, quality, location, product range and customer service		Business aims and objectives Understand the aims and objectives of the business and their differences				
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 9	<u>YR9/3(24)Putting a business idea into practice</u>				<u>Revision /test</u>			
	Business revenues, costs and profits Determination and understanding the various costs, revenue and their impact on businesses.	Cash and cash-flow Role, importance, estimation and problems concerning cash flows.		Sources of business finance To identify the sources of finance for start-up or established small business				
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
	<u>Yr 9/ 1 (6) The Basic Economic Problem</u>		<u>Yr 9 / 2 (3) Economic Assumptions</u>		<u>Yr 9/ 3 (12) Market Forces</u>			
	To learn the nature of economic problem		To understand the economic assumptions of		To understand the market forces of demand & supply			

YR 9	Scarcity of resources and choices , PPF		Economic Assumptions		Demand (Relationship b/w Price & Quantity Demanded, Factors affecting demand)		Supply (Relationship b/w Price & Quantity Supplied , Factors affecting supply)	
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 9	Yr 9/ 3 (12) Market Forces		Yr 9 / 4 (9) Elasticities					
	To understand the market forces of		To understand PED , YED & PES					
	Market Equilibrium- Equilibrium price & quantity and how they are determined		Price elasticity of demand- Definition. Formula & calculations, digrams, interpretation of numerical values		Income elasticity of demand (YED)- Definition & Interpretation	Price elasticity of supply- Definition, formula & calculations	Revision	
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 9	Yr 9 / 6 (9) Externalities & Government Intervention				Yr 9 / 6 (9) Externalities & Government Intervention			Yr 9 / 7 (12) Production
	To understand the function of the market and the role of government in resource allocation				External Cost & External Benefits, Govt. Policies to deal with externalities			Organizing Production (cont.)
	Private and Public sector	Mixed Economy Y & Market Failure	Privatisation		External cost and benefit of production , examples & govt. intervention		Advantages and disadvantages of each government policy	Factors of Production,Sectors of the economy
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 9	Yr 9 / 7 (12) Production (cont)			Revision of Elasticity Of Demand & Supply				
	Organizing Production (cont.)			PED/YED/PES				
	Division of labour		Revision of term 1 & term 2					

	Productivity & Factors affecting productivity	& Advantages and disadvantages of the division of labour to workers and businesses	Definition and use of formulae to calculate Business costs,	Calculation of PED & YED, PES; Diagramatic presentation of various types of elasticity; Interpretation of numerical values of PED; factors influencing PED; relationship b/w PED & total revenue				
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 10	Yr.10/1(6)		Yr.10/2(6)		Yr. 10/3(12)			Revision/test
	Title - Books of Original entry And Ledger A/cs		Finacial Statements with end of period Adjustments		Other receivables and Payments in the books of accounts.			
	Obj.To prepare day books, ledger a/cs including VAT		Obj.To assess the fin. outcome of a business during a period. Prepare income Statement & Statement of Financial position with end of period adjustments.		Obj.To understand the need to account for other receivables and payables; Distinguish between other receivables and payables; Calculate and record Other receivables and Payments.			
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 10	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 understad the difference between the inventories of raw materials, work in progress and finished goods. To prepare manufacturing a/c ,calculate production cost and total cost.		Obj.Explain the causes of depreciation.Distinguish between the Straight line and Diminishing balance methods of charging depreciation; Calculate and record depreciation in the books of account. Calculate and record profit or loss of disposal of non- current assets.					
Term 2	W1/2/3			W4	W5	W6	W7	W8
YR 10	Yr. 10/6 (12)			Yr.10/7(6)		Yr.10/8(12)		Yr10(2)
	Title-Stake holders and Business & Business documentation.			Title- Control Account		Title- Incomplete Records		Revision
	Obj.Explain the connection between stake holders and a business, identifying the stake holders' use of the business's financial statements.Explain the purpose of business documents. Prepare the following business documents: purchse order,purchase invoice, sales invoice,credit note, statement of account,remittance advice,petty cash voucher and cash receipt.			Obj.To understand the uses of control a/cs. Prepare trade receivables control a/c and trade payables control a/cs.		Obj.To learn how to calculate the profit for the year by comparing the opening and closing equity figures. Calculate revenue and purchases using appropriate accounting techniques, to include control accounts. Prepare income statements and statements of financial position from incomplete records and information.		
Term 2	W1/2/3			W4/5		W6	W7	W8
YR 10	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 bv preparing BRS.To update the cash book with					Other receivables	Dep. for depreciation	

	unrecorded items.Explain the purpose of bank reconciliation statements.Understand the process of bank reconciliation.			Day Books, ledger accounts and VATa/c	Debt Receivables and Payments	Pro. for depreciation & Asset disposal and Business documents.	REVISION	
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 10	<u>YR 10 /1.4(24) Making the business effective</u>							
	The option for start-up and small businesses		Business location		The marketing mix			Enhancement activity for Topic 1.4 Revision/test
	Understand the option for start-up and small businesses		Identify factors influencing business location		Understand the meaning and importance of marketing mix			
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 10	<u>YR 10 /1.4(8) Making the business effective</u>			<u>YR 10 / 1.5 (16) Understanding external influences</u>				
	Business plans		Business stakeholders		Technology and business			Enhancement activity for Topic 1.4 and 1.5 Revision/test
	Understand the role and the purpose of business plan		Identify and understand different stake holders and their objectives		Understand different types of technology			
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 10	<u>YR 10 / 1.5 (24) Understanding external influences</u>							
	Legislation and business		The economy and business		External influences			Enhancement activity for Topic 1.5 Revision/test
	Understand the purpose and impact of legislation on the business		Identify and understand the impact of the economic climate of businesses		Understand the importance of external influences on business			
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 10	<u>YR 10 /2.1(24) Growing the business</u>							
	Business Growth		Business aims and objectives		Business and Globalisation		Ethics, the environment and business	
	Understand the methods of business growth and the impact		Understand the reasons and ways the aims and objectives change		Identify and understand the impact of globalisation also barriers and competition in international trade		Understand the impact of ethical and environmental consideration on businesses	
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
	<u>Yr 9 / 8 (9) Economies of Scale</u>			<u>Yr 10/1 (16) Market Structures</u>				
	Scale of Production			To understand why markets can have different market structures.				

YR 10	Definition & types of internal & External economies of scale	Definition & types of diseconomies of scale	Business Competition	Advantages and Disadvantages of Large and Small Firms	Monopoly, Main features of monopoly, Advantages and disadvantages of monopoly	Oligopoly, Main features of Oligopoly, Advantages and disadvantages of Oligopoly	Government regulation of competition to improve market efficiency	Revision Test
	Term 1	W1	W2	W3	W4	W5	W6	W7
YR 10	Yr 10/2 (12)The labour market To understand labour markets & government intervention			Yr 10/3 (16) Macro Economic Objective (Internal) To understand government's macro economic objectives			Revision	
	Factors affecting the demand/Supply for labour & Labour market equilibrium	Trade union involvement in the labour market	Government involvement in the labour market	Economic Growth, measurement using increases in gross domestic product (GDP) / Limitation	Definition of exchange rates; Factors affecting supply and demand of currencies; supply and demand diagrams to show determination of exchange rates; Appreciation & Depreciation of currency & their impact on import and export			
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
	Yr 10/3 (16) Macro Economic Objective (Internal) Cont. To understand government's macro economic objectives		Yr 10/ 4 /(8) BOP Current account surplus/deficit		Yr 10/ 5/(4)Environment Protection Economic Activity & Environment		Yr 10/ 6/(8) Redistribution of Income Poverty/Inequity	

YR 10	Inflation, measurement using consumer price index (CPI), relationship between inflation and interest rates	Unemployment, measurement of unemployment using International Labour Organization (ILO) measure	Surplus or balance on the current account of the balance of payments		ways businesses damage the environment, government intervention to protect the environment		reasons to reduce poverty and inequality	government intervention to reduce inequality and poverty
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 10	Yr 10/ 7/(20) Demand side policies						Revision Term1 &Term2	
	Fiscal/ Monetary Policy/Quantitative easing							
	government revenue and government expenditure,			focus on interest rate changes, impact of changes in interest rates on macroeconomic objectives		awareness of asset purchasing used by central banks		
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 11	Y11/1(5)	Y 11/2 (5)	Y 11/3 (10)		Y 11/4 (5)	Y 11/5 (5)		
	Books of Original Entry	Financial Statements	Partnership A/C s		Financial statements of firms	Errors not affecting T.B	Revision /Test	
	obj; To prepare day books & ledger a/cs including VAT a/c	obj; To prepare the financial statements with adjustments.	obj;Prepare income statements and appropriation accounts.Prepare partners' current accounts and capital accounts.		obj; learn to prepare the statement of financial position of firms.	obj; To identify the errors not affecting the TB; learn to rectify the errors. Test paper.		
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 11	Y11/6(10)		Y11/7(10)		Y11/8(10)		Revision /Test	
	obj; Identification and rectification of errors affecting and not affecting T.B.		obj; Understand the need for creating a provision for doubtful debts, learn how to		obj; learn to analyse, evaluate and			

YR 11	preparation of suspense account, redraft income statement and statement of financial position.	create provision and the a/cing treatment for prov.for doubtful debts.	compare the financial position of business concerns using accounting ratios.	REVISION / TEST				
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 11	Y 11/9 (5)	Y 11/10 (5)	Y 11/11 (5)	Revision	Revision			Revision /Test
	Use of technology in accounting	Professional Ethics	Practise Business Documentation					
	obj; to learn the benefits of using ICT within accounting , issues of using ICT within accounting , issues regarding the security of data and methods of protecting data..	obj;understand the principles of professional ethics; Apply the principles of professional ethics to accounting roles and functions;Explain the concept of public interest and how it is applied to accounting roles and functions.	obj; To revise the purpose of business documents and Preparation of business documents.	Revise the connection between stakeholders and a business, identifying the stakeholders' use of the business's financial statements.	Yr.9 portion			
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 11	Revision	Revision	Revision	Revision				
	Yr.10 portion	Yr.10 portion	Yr.11 portion	Yr 11 portion				
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 11	Y11/1(20) Making Marketing Decisions				Y11/2(20) Making Operational Decisions			
	Product	Price	Promotion	Place	Production	Stock	Quality	Sales Process
	To learn about the design mix-function, aesthetics and cost. The Product Life Cycle and its phases, including extension strategies and the importance of differentiation.	To learn about the different pricing strategies to earn profits in terms of high volume or high margins. The influence of technology, competition, market segment and product life cycle on the pricing strategies.	To learn about the different promotion strategies such as advertising, sponsorship, product trials, special offers, publicity, branding, technology, promotion, social media, viral apps, emails and newsletters.	To analyse the impact of retailing and e-tailing; using the marketing mix to make business decisions; competitive advantage and the marketing mix.	To understand business operations- the Production Process- Job, Batch and Flow Production and a combination of them and the impact of technology on production.	To understand the process of working with suppliers- from procurement to managing stock using the Just-in-Time technique	To analyse the process of managing quality using the Quality control and Quality Assurance processes. To assess the importance of setting Quality standards, adhering to it and infusing it in the business.	To assess the sales process and sales approaches; the importance of good customer service.
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
	Y11/4(15) Making Financial Decisions			Y11/4(10) Making Human Resource		Y11/5(15) Revision for 1st Term Exam		
	Business	Understanding Business Performance	Organisation	Communication	Topics 1.1/1.2	Topics 1.3/1.4	Topics 1.5/2.1	
	To learn the	To understand and	Using and	To learn about the	To learn the	To revise the	To revise the	To revise the

YR 11	calculation of Gross and Net Profit, Cost of Goods Sold, Revenue, Margin and Average Rate of Return	learn to apply the use and interpretation of graphs and charts.	Interpreting market and financial data. Assessing the achievement of success criteria for the topic	different organisational structures- hierarchical, centralised and decentralised and analyse the benefits of each.	importance of effective communication and the impact of insufficient and excessive communication.	concepts of topics 1.1 and 1.2. Discover and bridge gaps in learning. Strengthen concepts within both the topics. Clarify doubts and bridge gaps in learning. Guide topic related questions from past papers.	concepts of topics 1.3 and 1.4. Discover and bridge gaps in learning. Strengthen concepts within both the topics. Clarify doubts and bridge gaps in learning. Guide topic related questions from past papers.	concepts of topics 1.5 and 2.1. Discover and bridge gaps in learning. Strengthen concepts within both the topics. Clarify doubts and bridge gaps in learning. Guide topic related questions from past papers.
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 11	<u>Y11/3(15) Making Human Resource Decisions (Contd.)</u>			<u>Y11/5(15) Revision for Mock and Board Exam</u>				
	Recruitment	Motivation	Topic 2.2	Topic 2.3	Topic 2.4	Topic 2.5	Board Papers	
	To understand the the different ways of working- hours, contracts and the impact of technology on ways of working. Effective recruitment through different roles and responsibilities.	To develop the understanding of different roles and responsibilities. To learn how businesses recruit people using different recruitment methods and analyse the most effective training methods.	To develop an understanding of the importance of motivation in the workplace and the different motivation methods adopted by businesses. To analyse the effectiveness of the different methods	To revise the concepts of topic 2.2. Discover and bridge gaps in learning. Strengthen concepts within the topic. Clarify doubts and bridge gaps in learning. Guide topic related questions from past papers.	To revise the concepts of topic 2.3. Discover and bridge gaps in learning. Strengthen concepts within the topic. Clarify doubts and bridge gaps in learning. Guide topic related questions from past papers.	To revise the concepts of topic 2.4. Discover and bridge gaps in learning. Strengthen concepts within the topic. Clarify doubts and bridge gaps in learning. Guide topic related questions from past papers.	To revise the concepts of topic 2.5. Discover and bridge gaps in learning. Strengthen concepts within the topic. Clarify doubts and bridge gaps in learning. Guide topic related questions from past papers.	
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
	Revision of Demand Side Policy	<u>Yr 10/ 8/(12) Supply side Policy</u>		<u>Yr 10/ 9/(12)Macro Economic Policies & Objectives</u>			<u>Yr 11/1(10) Globalisation</u>	
	Fiscal and Monetary	Impact on PPF		Relationship b/w Macro economic objectives and policies			Globalisation	

YR 11	Inflation; unemployment; Balance of Payment; protection of the environment; redistribution of Income	Demand Side and Supply side policies	Relationship b/w objectives and policies	Law of Demand and Supply; Factors affecting demand and supply; Market equilibrium	Mixed Economy; Privatisation	Externalities	Factors of production; division of labour; cost revenues and profit	Competitive markets; oligopoly; monopoly ; advantages and disadvantaes of large and small firms
Term 1	W1	W2	W3	W4	W5	W6	W7/8	
YR 12	AS/1/(9/9)			AS/2a(9)			AS/3(12/12)	
	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			AS/2b (6) OverHeads OH.allocation&apportion.			To prepare Manufacturing a/c with stock adjustment.	
Term 1	W1/2		W3	W4	W5	W6	W7/8	
YR 12	AS/3(12/12)		AS/4(12)				AS/6 (12)	
	Final accounts of organisations		Final A/cs of clubs & societies				Valuation of inventory	
	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 inventory. Preparation of Job cost sheets.	
	To prepare Manufacturing a/c with stock adjustment.		AS/5 (12) Incomplete records To prepare final a/cs from incomplete records.				AS/7(24) Partnership	
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
Y12	AS/6(12)		AS/8(12)				AS/9/(6) Social and ethical accounting	
	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							
Term 2	W1 Mock Exam	W2	W3	W4	W5	W6	W7	W8
YR 12	AL/1 (12)						Revision	Test
	Company A/c/ investment evaluation							

	obj;To prepare the final accounts of companies and calculate and comment upon the investment ratios.						REVISION	TEST
YR 12	AS/1(12)Meeting customer needs			AS/3(15) Marketing Mix and Strategy				
	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.			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/2(12) The Market						AS/3(4)Pricing Strategies	
	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						To analyse factors that determine the most appropriate pricing strategy for a particular situation	
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
YR 12	AS/4 (16+4) Managing People				AS/5 (16+8) Entrepreneurs and Leaders			
	To analyse the importance of motivation and explain various motivation theories. To understand concepts of recruitment and training. To examine the approaches to staffing.				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.		AS/5 (1) (16+8) Entrepreneurs and Leaders				REVISION	
			To understand the role of an entrepreneur, entrepreneurial motives and characteristics. To analyse the challenges involved in moving from entrepreneur to leader.					
Term 2	W1	W2	W3	W4	W5	W6	W7	W8
YR 12	AS/6 (16) Raising Finance				AS/7 (16) Financial Planning			
	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				To understand the purpose of sales forecasting and analyse the factors influencing sales forecasts. To cope with the difficulties of forecasting.			
	AS/8 (16) Economic Influences							
	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
YR 12	AS/9 (16) Managing Finance				AS/10 (16) Resource Management			
	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.				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.			
	AS/11 (12) Globalisation						REVISION	
	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.							
Term 1	W1	W2	W3	W4	W5	W6	W7	W8
	AL 1(42) Introduction to markets and market failure-Theme 1							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?				

YR 12	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>AL 3(84) 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 and the components of AD		
	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			
YR 12	<u>AL 1(42) 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						
	<u>AL 3(84) 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			
YR 12	<u>AL 2(42) 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>AL 2(78) The UK Economy-Performance and policies-Theme 2</u>							Revision		Class Test	
	What are the main macroeconomic policy instruments: Demand		macroeconomic policy instruments: Supply Side policies.			Do macro economic objectives conflict each other? Do macro			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			
YR 12	<u>AL 2(42) WHY DO SOME MARKETS FAIL?-Theme 1</u>				<u>AL4 (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						
	<u>AL (18) INTERNATIONAL ECONOMICS-Theme 4</u>							Revision and class test			
	Globalisation and international trade			Trade principles		Terms of Trade			The UK Economy-performance and policies.(theme 2)		
Reasons and causes for globalisation. Effect of globalisation on the economic agents.			Absolute and Comparative advantages. Calculation and application of trade theories. Interpretation and reasons of the trading pattern of today's world.		Causes for the changing pattern of ToT and						

									its effect on BOP and on the Economy.
Term 1		W1,W2 , W3 &W4				W5 ,W6 , W7 & W 8			
AL	Y13	<u>AL/2(8)</u> <i>Investment evaluation</i>				<u>AL/8/(12)</u> <i>Marginal costing</i>			
		obj;Tocalculate and comment upon the investment ratios.				obj; To define and calculate Marginal cost, V.C cost and contribution. Test paper.			
		<u>AL/1(24) Company Accounts</u>				<u>AL/1(24) Company Accounts</u>		<u>AL/3(12) Cashflow Statement</u>	
Term 1		W1	W2	W3, W4, W5, W6, W7 & W8					
AL	Y13	<u>AL/ 8 /(12)</u> Marginal costing		<u>AL/ 8 (12)</u> Application Marginal costing					
		obj;To define and calculate Marginal cost, V.C.cost,contribution. Test paper.		obj;To explore the application of Marginal costing in managerial decisions.					
		<u>AL/3(12) Cashflow</u>	<u>AL/4(12) Budgeting obj; to explain the role of budgets as a</u>			<u>AL/6 (12) Investment Appraisal obj; To explore the methods</u>		<u>AL /9 (4)ICT in</u>	
Term 2		W1	W2	W3	W4	W5	W6	W7	W8
AL	Y13	<u>AL/ 7 (12)</u> <i>Break even analysis</i>						<u>AL/ 10</u> <i>Revision /Test</i>	
		obj;To understand the calculation and application of BE analysis.							
		<u>AL/5(24)Standard Costing</u> <u>obj;To calculate material ,labor and oh. variances</u>						<u>Complete AL portion</u>	
Term 1		W1	W2	W3	W4	W5	W6	W7	W8
AL	Y13	<u>AL/1(16) Business Objectives and Strategy</u>				<u>AL/2(16) Business Growth</u>			
		Corporate	Theories of	SWOT Analysis	Impact of	Growth	Mergers and	Organic Growth	Reasons for
		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
		<u>AL/1(10) Globalisation</u>							
		Growing	International	Factors	Protectionism	Trading blocs			
		To analyse the	To have a	To enquire into the	To be able to provide	To learn about 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	comprehensive understanding of imports and exports and how they lead to FDI and business growth, specialisation and competitive advantage	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	a detailed account of the effects of tariffs, quotas, subsidies and government legislation	trading blocs, their expansion and their implications on businesses. The trading blocs under study are EU,ASEAN and NAFTA.	<u>Revision</u>			
Term 1		W1	W2	W3	W4	W5	W6	W7	W8	
AL	Y13	<u>AL/3(16) Decision-making Techniques</u>					<u>AL/4(16) Influences on Business Decisions</u>			
		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	
		<u>AL/2(10) Global Markets and Business Expansion</u>					<u>Revision</u>			
		Conditions that	Assessment of a	Assessment of a	Reasons for Global	Global				
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	
		<u>AL/5(12) Assessing competitiveness</u>				<u>AL/6(12) Managing change</u>				

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	The impact of	Ethics	Controlling MNCs			
To learn about global marketing strategies and globalisation, 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 4(28)-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 6(56) 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 5(28)THEME 3									
Monopoly, Monopsony and contestability				Business objectives,efficiency.			Evaluating competition and monopoly			

AL	Y13	Characteristics of monopoly,diagramatic analysis,third degree 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.		Different business objectives and reasons for them.Allocative efficiency,productive efficiency,dynamic efficiency,X-inefficiency and efficiency/inefficiency in different market structures.		Perfect competition,contestable markets and static efficiency.Imperfect competition and static efficiency,competition and dynamic efficiencyNatural monopoly,Multi-plant monopolists,evaluating monopoly and the theory of the second best.			
				AL 6(56)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 5(28)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 7(32)THEME 4					
		<u>Role of the state in the macroeconomy</u>		<u>Macro economic policy in a global context</u>		<u>Revision and class test</u>			
		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.			